

INNOVATION = PRODUCING PREDICTABLE RETURNS FROM EXISTING PRODUCTS

INNOVATION AT A GLANCE

Client:

Global electronics
instrumentation company

Industry:

Measurement and calibration,
ultra-precision technologies for
optics, process controls for
industrial applications

Syncroness services:

Value engineering services

Objectives:

Improve the margins and increase the
competitiveness of five product lines –
in just six months

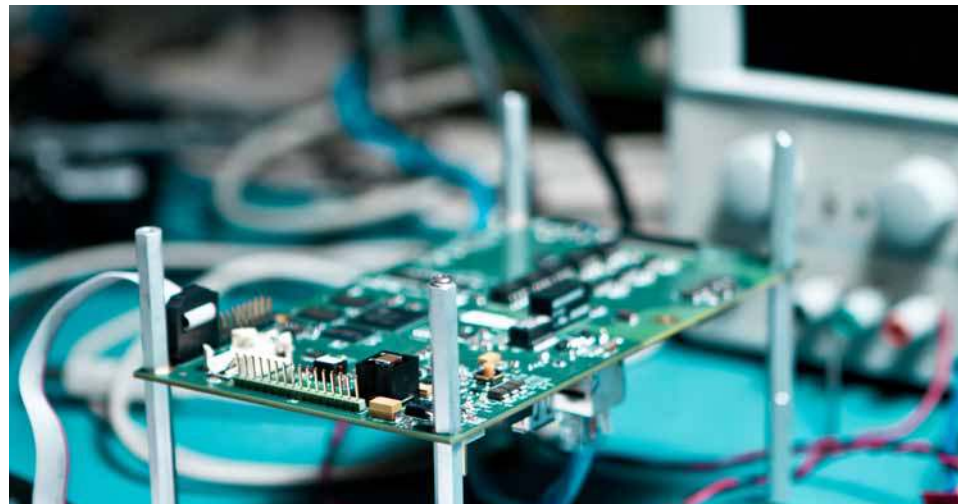
Approach:

- » Expertise in defining the optimum balance
between cost reductions and product
improvements
- » Increase sales and minimize the
engineering and capital costs required
- » Follow the latest product development
processes to outperform expectations

RESULTS

- » Averaged \$200,000 net savings per year
per product line – approaching \$1 million
across all five product lines
- » Added 18 new features including dramatic
improvements such as enhanced product
look and feel, user interfaces, ergonomics,
and performance
- » Established and achieved ambitious
six-month schedule and budget

LET'S KEEP INNOVATING.



Every industry today is faced with the same push to increase profit margins and get new products to market faster than ever. Maintaining a competitive advantage depends on it. For global manufacturers with widely dispersed workforces, the pressure is even greater. Syncroness offers value engineering services that profit from efficiencies no matter where in the world they are.

UNLOCKING GREATER VALUE AND SIMULTANEOUSLY IMPROVING COMPETITIVENESS.

Our leading global electronics manufacturer was feeling the same pressures as the rest of their industry: namely, cut inefficiencies and enhance predictability to improve profit margins across entire product lines. Achieving this goal was complicated by the logistical challenges of having a global workforce that simply did not have the resources available for this task.

Given an aggressive timeframe of just six months, Syncroness implemented a value engineering program built to achieve the greatest returns on investment for five key products lines.

Our experts worked with several different client teams in various international locations to develop a clear set of product requirements and verification activities. Once we could ensure the objectives

would be met, we utilized our diverse set of skills in systems engineering, project management, mechanical, electrical and software engineering to produce realistic requirements and execution strategies.

ACHIEVING BREAKTHROUGH PREDICTABILITY.

Syncroness specializes in helping companies break free from their existing processes to achieve breakthrough results that would not be possible otherwise. We consistently use the latest product development approaches from the outset of a project, which results in us delivering quality projects consistently on time and on budget.

Using these advanced processes for this client allowed us to deliver an unprecedented number of product improvements while significantly reducing costs across the product lifecycle. In only six months, our team greatly improved profit margins and increased product sales.