

Seamless collaboration to rationalize NRE costs

Customer Case Study – Power Generation

Customer

As a division of a global major, it is one of the world's leading suppliers of power generation and energy delivery technologies. The company provides solutions for traditionally fueled plants as well as those driven by renewable resources. The division with around 36000 employees operates in about 100 countries, with revenue of over USD 19 billion for the year 2006.

Requirements

- Globally source Inlet plenum
- Architect a local-global execution model to design and build (fabricate) ~ 50 inlet plenums

QuEST approach

- Build a global team to execute customer requirement
- Concept design and program management from US, detail design from India, fabrication and build from scratch using vendor base in India and China
- Adopted Six Sigma methodology to improve design and drive cost down

Results

- Design costs down by 50% (carried out detailed design in India)
- Material cost reduction through DFSS by 8%
- Manufacturing cost down by 30% (India/China)

Impact

- ≥ 1.25 \$Mn saved by the customer as a result of outsourcing

About QuEST

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