

Setting up a Global Engineering Center to leverage capacity and cost advantages

Customer Case Study – Power Generation

"QuEST rates highly in terms of their technical capabilities. They also come closest amongst all, in being able to deliver an end product from a functional spec."

Customer General Manager

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

Develop global engineering capability to:

- Reduce the overall cost of design and engineering
- Improve productivity and profitability
- Have easy access to a pool of well trained engineers
- Leverage productivity gains and shorten product design cycle time by working across time zones
- Ensure internal resource focus on core product development activities

QuEST approach

- Develop a do-buy matrix with customer
- Roadmap to progressively migrate the non-core activities offshore
- Developed and implemented a number of processes with respect to man power deployment, technical trainings, infrastructure development and quality initiatives
- Build competence offshore in line with the requirements that can be fully integrated in to customer's product development cycle

Results

- >200 member global team supporting multiple customer sites and products
- Competencies at the global development center covers wide variety of engineering disciplines
- Over 2 million hours of engineering support

Impact

- The relationship has accounted for a cost savings of 28% to the customer over a span of 4 years

About QuEST

QuEST is a leading provider of outsourced engineering services and manufacturing. We provide support across the entire product life cycle from design and modeling through analysis, prototyping, automation, data documentation, manufacturing support, vendor management, and in-house precision machining. Through our Global Product Development framework leveraging our local presence and global reach, we enable companies in the aerospace, civil structures, industrial products, oil & gas, power generation, and transportation markets to cut product development costs, shorten lead times, extend capacity, and maximize engineering resources. QuEST has delivery centers in India, USA, and Italy, and a footprint in UK, Germany, China and Japan. For more information, please visit www.quest-global.com.