

Hi-Tech Outsourcing

Client

A leading kitchen and bathroom manufacturer.

Business challenge

The client's electronics and embedded engineering division was looking for technology expertise, thought leadership, and economy to scale to support and enable rapid product development of its high end products:

- Due to previous unsuccessful initiatives with other outsourcing vendors, there were challenges with this model
- Lack of technology enablers precluded a leadership vision
- Lack of technology alignment precluded a product vision
- Lack of resource effectiveness led to high development costs

Approach

Built a fully functional dedicated team who provided full ownership and technology leadership of product development, development transparency, and predictable yearly budgets:

- Aligned the developed partnership with the client's value stream
- Strong technology leadership and project execution helped realize an overall product vision
- All costs were made fully transparent, with periodic reporting and expense approvals
- ThoughtFocus created a reliable execution model for the client's product vision while leveraging its principle best practices and technology leadership

Results

The combined team quickly grew, taking complete technology development ownership for key products and is on track to enable a mature, cost effective execution model:

- On-time introduction of the client's digital thermal valve technology products
- Discussion underway to expand the model to include all high-end hardware products design

Business benefits

- Technology NPI initiative development costs were reduced by 65%
- The client gained access to a reliable technology leader and developer resource pool, resulting in effective product strategy execution

ThoughtFocus is a US based, privately held consulting, software engineering and business process management firm with [offices](#) in the US, India and the Philippines. We help clients in avionics, education, financial and insurance services, manufacturing, payment and loyalty solutions [industries](#) with their key business and [technology](#) challenges.

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