

Overview

Belcan's client had an overflow in engineering work that could not be met in a timely manner by their internal technical staff. Belcan provided design and analysis services to support the client's internal design and build activity. This strategy allowed the client to take on more work and meet their customer delivery demands.

Client Information

- Product: Dynamometer Test Systems
 - Market: Auto, Truck, Aviation
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Background Information

Belcan's client designs and builds dynamometer test systems for a variety of industries. Belcan Automation provides engineering support to address the following business conditions :

- Client requires short term targeted engineering services to overcome surge in work load
 - Client work force does not have a specific skill set that match's with project requirements
 - Customer does not have specific engineering tools available in house to execute a project
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Belcan Automation Approach

To ensure the proper skill set is matched to the client's requirements and the scope of work is understood, Belcan Automation takes the following actions :

- Meeting with client to assess project needs, timing & funding method
- Draft a proposal for resource allocation, project deliverables, project timing and cost estimate
- Meet with client to review proposed plan to insure expectations are set
- Establish main contact to communicate progress with client
- Provide bi-weekly project updates to the client

Solution

Belcan Automation provided the following engineering services based on the individual project needs :

- Top level design layout of overall system for approval by our client's end customer
 - Detail design of new product based on approved layout drawings
 - Detail design of approved modifications to current products
 - Structural analysis of new product design
 - Dimensional measure & layout of final customer product to ensure equipment fit-up and spatial compatibility
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Benefits to Client

Based on individual project needs, the benefits realized by the client through working with Belcan Automation includes :

- Satisfied the client's customer deadline for the system in question
 - Client was able to overcome a surge in work load without adding additional direct labor
 - Using a structural analysis application, Belcan verified that the design met the imposed test loading conditions
 - Documentation what submitted that met the client's standard format
 - Client was able to take on more work that would have been possible without outside engineering assistance
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