

Redesign for cost reduction of I/O module

Project Highlights

Services Value

>40% cost reduction

Customer Benefits

- Temporary expansion of engineering team with right skill set
 - Quick project ramp-up
 - One-stop design & build
 - Project goals met on time
- #### Services Applied
- Re-design for obsolescence & cost reduction
 - Rapid prototyping & design testing
 - Automated SMT assembly & enhanced testing & test design
 - Inventory & Supply Chain Management

Work Summary

A Tier 1 telecom equipment manufacturer contracted with Interphase to provide a re-design in a proprietary product platform to decrease the cost of a high volume I/O module. They turned to Interphase for this project rather than temporarily expand their in-house staff, based on the vast experience and fit of the Interphase design team in the required skills and the in-house production capabilities.



Not only did Interphase exceed the desired cost reduction target of 25% but they did so in record time: from design to delivery of the first batch of 7,000 boards in 6 months. Providing a rapid time to market and working throughout the project as an extension of the customer's in-house engineering team, Interphase solution delivered an annual CAPEX savings of \$4.6 million USD in the first year of deployment. Based on the successful completion of the project, Interphase has been awarded two new engineering design contracts worth more than \$12 million USD.

Engineering Design & Manufacturing Capabilities Applied

Interphase applied its expertise in the area of small form factor, embedded electronics hardware design and related device drivers, embedded software, protocols, and integration. Our experts built this quality I/O solution for our customer using state-of-the-art equipment and proven quality processes in our ISO-9001, TL-9000, and ISO-14000 certified facilities.

Our capabilities helped our customer to:

- **Re-design for obsolescence & cost reduction** – significantly reduce the capital expenditures as the delivered solution provided a cost reduction of 40%, well exceeding the initial target of 25%
- **Rapid prototyping & design testing** – reduce the time to market, as Interphase shipped the first prototypes in less than 4 months after starting the project
- **Automated SMT assembly and enhanced testing & test design** – No down time; high reliability. Due to our intense focus on quality, Interphase has been recognized as the quality leader in our customer's supplier base
- **Inventory & supply chain management** – achieved higher reliability and ability to better serve customer's own market. Due to superior supply chain management and close co-operation with our vendors, Interphase has achieved a 100% delivery accuracy for the high volume product, even against sudden demand upsides 3 times the forecast.