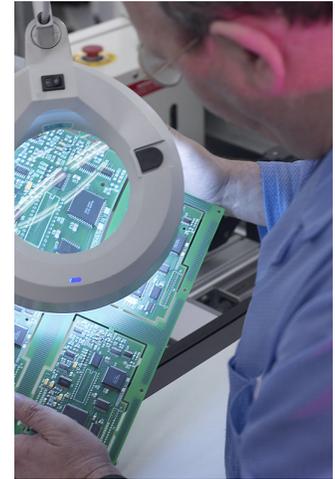


ON TARGET
Technology Development



TOP 10



The Top 10 Benefits of Affiliating with an Electronics Design Team

Your products define your business. Delivering them on time and on budget determine your success. Today's electronics design projects present technical challenges and risks. Do you have experience in the latest technologies and tools? Can you create a new design that meets cost and schedule demands? Are you confident you will define, design, debug, document and deliver to your customer's expectations?

When you need engineering support for an electronics design project, you have three options: hire from a staffing agency, outsource the design, or affiliate with an integrated design team. A staffing agency provides a resource that you have to manage. When you outsource the design, you lose control. Only with an electronics design affiliate that is integrated in your team can you achieve the greatest product performance at the lowest cost, shortest schedule and least risk.

Electronics design specialists can help you deliver successful products. An affiliate integrates into your development team and works to your project needs. Here are 10 benefits you gain with a design affiliate:

1. **Access to extended engineering resources strengthens capabilities**

While staffing companies offer bodies-for-hire, a design affiliate delivers an integrated team with engineers that have successfully worked together to bring products from concept to field. You get application engineers, circuit designers, firmware developers, printed circuit board designers, manufacturers and test technicians all in one package.

2. **Technical specialization increases efficiency**

With today's shortage of engineering resources, you are often forced to burden your engineers with responsibilities outside their area of expertise. An affiliate that is specialized in your requirements can plan an efficient approach, develop a high quality design and deliver an outstanding product. You can provide the general direction and your affiliate can economically develop the solution for you.

3. **Experience-based processes and best practices improve performance**

Experience is a great teacher. An experienced design team has the specific industry knowledge and technical understanding that is needed to create high-performance designs. They've been there, done that and bought the t-shirt. They have seen what works best and know how to get it done. Choose an affiliate that understands what to do and how to do it, and you will surely achieve success.

4. **Lessons learned from the "School of Hard Knocks" reduce risks**
Just as an experienced design team knows what *does* work, they also know what *doesn't* work. They can identify and avoid mistakes that have cost others time and money in the past. They can apply design rules and checklists to help you create products right the first time. They can analyze technical, cost and schedule risks - and they can mitigate them early in your project.
5. **The best design tools and templates increase productivity**
A valuable design affiliate will have streamlined development plans and integrated tools and templates to facilitate product development. Electronic hardware and firmware design requires tools for circuit analysis, simulation, logic programming, schematic capture, PWB design, fabrication and manufacturing test. Your affiliate should have the skills, tools and templates in place to hit the ground running.
6. **You own the design, thereby ensuring IP protection and maintainability**
When you outsource a design, you may get rights to use the design, but your supplier owns it. If you pay to develop the intellectual property, you should own it. An affiliate is an extension of your development team, so you own the design and all its artifacts. To protect your IP and ensure that you can modify it at will, affiliate with an integrated design team rather than sending your design outside.
7. **Affiliate relationships provide life-cycle support**
Staffing resources come and go. Even your internal resources have that risk. A design affiliate has the breadth of resources to provide engineering continuity throughout the project. Choose an affiliate with extended relationships with certified component suppliers, board manufacturers, and test facilities, thereby providing you with total product life-cycle support through a single source.
8. **On-demand resources keep staffing costs low**
Engineering workloads fluctuate heavily, so hiring permanent specialists presents manpower and cost risks. Transitioning internal employees on and off your team can be costly. A design affiliate provides on-demand resources that be scaled up or down as your demands change. These resources stay active in industry, maintaining their skills at no cost to you. Bring on the skills you need, when you need it.
9. **Design affiliates share project risks and responsibilities**
Design team affiliates work with you toward the same goals and have a vested interest in your success. They integrate into your project and are with you in the good times and bad. They assume the responsibilities of the project and they share the risks. Staffing firms and outsource vendors look out for their needs and interests. You can count on your design affiliate to look out for yours.
10. **You can focus on developing products rather than managing individual tasks and resources**
Design affiliates bring great value to product developers, program managers and HR managers. Product developers can focus on product strategy. Program managers can focus on customer needs. HR managers can easily control applied resources. The design affiliate works the technical design details, task plans and resource management - delivering a product on time, on budget and on target.

When faced with a challenging electronics design project, an electronics design affiliate can provide an invaluable relationship to enable success in your cost, schedule and product performance.



Your agile, dependable source for life-cycle systems engineering services
to develop component technologies and integrate full products and systems