

CHH



CONNECTING EXCELLENCE



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INSPIRED THINKING & INNOVATION

WHAT IS INNOVATION?



“A new idea or way to do something that when exploited in some way, leads to new or improved products, processes or solutions.”

There is evolutionary innovation where something is improved over time and there is revolutionary innovation where completely new ideas are generated.

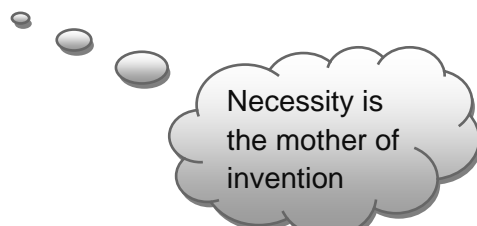
The key of course is to be both innovative and profitable.

Market forces dictate that unless you innovate, you will quite simply stagnate!

INNOVATION DRIVERS

Innovation should be about adding value; to products or processes or something else and will be driven by a number of things:-

- Improving cost effectiveness
- Wanting and needing better quality
- Extending a products life
- Process improvements
- Entering new markets
- Environmental requirements
- Regulatory requirements
- Global competition
- Urgent requirements



Necessity is the mother of invention

WORKING SMARTER

Your working smarter objectives should be:-

- To develop new and improved methodologies for the concurrent design, manufacture and installation of products.
- To understand and integrate all processes at the design stage, such that the product can be manufactured and installed more competitively.
- Create products that will meet performance requirements with high reliability and easy maintainability.
- Develop products that will be highly competitive.
- Create processes, methodologies and systems for the integration of all major functions required by the product or solution, to meet end user needs.
- To develop innovative products which will provide a competitive lead in the market place.

When your objectives are met you can be assured that your products will be designed, manufactured, installed and maintained at the lowest overall acquisition cost, reducing risks, improving time to market and competitiveness.

INSPIRED THINKING

Inspired thinking is a way of successfully addressing issues as they arise leading to a new product, process or solution and innovation.

It involves:-

- Asking the right questions
- Exploring options
- Considering reality
- Collaborating with partners
- Working out how
- Not being precious when your ideas aren't used

COLLABORATION

It may seem daunting to work with an outsourced team. However, by finding a team that are truly customer driven, share a similar culture, seek continuous improvements, live and breathe quality, with a great depth and breadth of experience, skills and knowledge, you can be assured that you are in safe hands.

There are several areas in which an outsourced partner can add value and bring innovation to you:-

- Develop new products or solutions based on your ideas
- Extend an existing product line for new target markets
- Refresh an existing product by introducing new features

Partnership is about trust, shared responsibility and common goals.

CONNECTING EXCELLENCE

Most of the cost of a product is fixed by the design, involving all partners as early as possible is paramount. The best place to find large cost reductions is through improving a design or getting it right with manufacturing, procurement, installation and maintainability in mind.

The benefits of involving your manufacturer at the beginning include:-

- Reduced number of prototypes
- Reduced number of components
- Reduced risk of component obsolescence
- Reduced design time and associated costs
- Reduced manufacturing and quality costs
- Reduced installation and engineering cost
- Increased time to market

DESIGN FOR MANUFACTURE

Design for manufacture means that you optimise all of the manufacturing functions into the design.

DFM can reduce costs, as products can be assembled quicker from potentially fewer parts, are easier to build and assemble, in less time, with better quality. Designers can save time and money by not having to "re-invent the wheel."

DESIGN FOR PROCUREMENT

Design for procurement is about rationalisation and is a methodology which can free valuable resources, reduce costs, simplify operations and supply chains.

Standardisation of parts means that you can optimise bulk buying opportunities and be more confident of the source. Which provides purchasing leverage where customers can benefit from suppliers economies-of-scale and arrange more frequent deliveries, to support just-in-time operations.

Eliminating products with unusual parts and materials will greatly simplify supply-chain management. Improved quality can be achieved by eliminating older, infrequently used materials and those which are going end of life and which inherently have more quality problems and associated risks.

DESIGN FOR INSTALLATION

Design for installation is about ensuring that your product can be installed quickly and efficiently whilst freeing up valuable engineering time to be used on more productive activities.

TOTAL ACQUISITION COSTS

Companies who outsource typically don't just look at unit cost; they consider all the associated costs including the value that its partners can add throughout the product lifecycle.

The trickiest part of calculating TAC is what and how you include as 'value adds' into the analysis. Add to that the different emphasis that companies will put on what they really value.

You may for example:-

- be influenced by the desire to drive out all costs of production
- or readily available capacity, quality and flexibility
- or want innovative solutions to niggly but potentially costly problems.

If you are looking to reduce longer term costs you should be looking at the longer term partnership value where cost impact occurs throughout the life of the project not just at the beginning.

Your partner's primary goals should be to provide your customers with excellent design and manufacturing services, engineering support, combined with an ability to think creatively and to do that in a cost-effective manner. This involves using skills and experience to work with customers to deliver what they really need, not just what is in the specification.

CONNECTING EXCELLENCE IN ACTION

When your engineers arrive on site they expect to be able to install all the components, test that it works and walk away.

Imagine you have assembled and tested everything, only to find that the door of the rack that you have been working on will not close due to protruding cables

A costly challenge indeed.

The CHH team got their heads together and came up with something innovative: a connector backshell that would route the cable assembly through 180 degrees, back across the top of the radio, thereby allowing the mating of the connector in a considerably smaller space.

Not only did the door to the communications rack now close securely, installation of the communications cabling was also considerably faster and better organised.



BENEFITS OF CONNECTING EXCELLENCE

The benefits of connecting excellence mean that you will get optimised products and solutions that:-

- Offer significantly reduced overall costs
- Are functionally efficient
- Are easy to assemble, install and maintain
- Improve quality and reliability
- Better overall processes

Connecting excellence involves multi-functional teams, working to develop marketplace winners enabling you to consistently deliver new products on time, to cost and performance specifications.

