CASE STUDY ON STRUCTURAL ENGINEERING SERVICES

Situation

Our client was -

A manufacturer of structural insulated panels

Based in the United States

Looking for an experienced and highly skilled outsourcing partner, with expertise in US-based structural engineering for seismic zones, which could produce quality drawings at affordable rates

Challenges

Since structural insulated panel design requires highly skilled (and highly paid) workers, the client sought our services after learning of our 16 years of experience in the field and stellar reputation in the industry. The challenges facing us were -

+ To produce quality drawings
+ To reduce production costs for the client

Actions

The client sought qualified engineers with ample experience in industry norms and standards. They would need to be trained in the client's ongoing custom home designs so that they could ensure high-quality drawings and maintain a constant workflow over a long period. We took several steps to accelerate the client's search for two competent engineers. The actions we took to meet the challenges were -

+ Employing the "Train the Trainer" method and shortlisting a team of 3 engineers, who were graduates from the top Indian Institutes of Technology
+ Informing the client about the selection of the 3 engineers, who were then invited to the United States for a 3-month training period and 2-year contract upon completion of training
+ Creating an internal training manual in-house to ramp up the team's skills and knowledge before it left for the United States
+ Training the team in AutoCAD, StaadPro, Ansys, etc.
+ Keeping 3 trained engineers on standby to meet any emergency situation
+ Regularly reviewing the progress on the project

Results

Our dedicated team of engineers was able to live up to the client's expectations. Our efforts were fruitful, and resulted in -

+ Huge cost savings for the client—to the extent of $12,000 per month!
+ Quick turnaround while ensuring high-quality solutions
+ Smooth and uninterrupted work flow