 **May 2009 Newsletter.**

ESC Helps Clients Maintain The Competitive Edge By Improving Their Operations, Lowering Their Costs, And Improving Their Product Quality

Dear [First Name]

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**Wind Energy Supplier Development**

*There is a lot of energy in the wind-energy industry and it's not Hot Air.* The wind energy industry is rapidly growing, and the US government is accelerating that growth with incentives and grants. According to the Advanced Energy Initiative AEI "areas with good wind resources have the potential to supply up to 20% of the electricity consumption of the United States." [Read More..](#)

The WindPower 2009 Expo/Conference in Chicago (May 4-7) was huge, and more expos are popping up everywhere in 2009 and 2010.

ESC is offering a supplier development program to help them get ready. [Read More..](#)

Many suppliers want to expand into the wind energy industry. To be able to do that, they need to make changes and upgrades in several areas. ESC -in cooperation with TQS- is offering a supplier development program to help them get ready. The program includes training and assistance in wind-energy product development process, OEM requirements, governmental regulations, and quality standards. If you are interested in the program please call us or send email to [info@pdexcellence.com](mailto:info@pdexcellence.com)



**What's New?**



Wind industry will provide a significant portion of the US

alternative energy target. Automotive industry continues to shed its extra capacity and high cost structures. Orthopedics and Medical Devices industries continue to grow!!

Best regards

*Sam Wakeel*

Sam Wakeel, CEO  
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## Success Stories

**Data-Driven Strategic Decisions** - Our client is a manufacturer of trucks that are used in construction throughout the US. They were faced with anomalies in axle durability where few of their customers had issues of premature wear. The client needed to conduct a simulation of stresses and fatigue life of components involved. We provided a detailed modeling and analysis of the components under several driving conditions. We also analyzed stresses and fatigue life. The analyzes enabled the client to make data-driven supplier negotiation and design changes.

**Effective training for Small medical devices** company based in the US that is developing advanced technologies for several medical applications. We will be conducting product development training and project plan improvement workshop. Future product development excellence initiatives may include building-up the full R&D organization and corresponding product development process.

**Technical Assistance** - A startup manufacturing company that will serve several industries. We are acting as a product development advisor.

**Business Process Optimization** - We will be conducting a business process reengineering and optimization for a dairy products development and manufacturing company. The scope includes setting metrics/KPIs and improving performance for several departments: Finance, Marketing, Operations, R&D, Distribution, HR, Customer Support, Purchasing, and Maintenance.

## Low-cost NPD & Innovation Training

If you are on a tight budget and want to improve your product development organization's performance, join our training - which will put you on the right track!

The one-day "Product Development: Introduction" workshops were a great success in 2008. Two workshops are coming up in June. However, they are expanded into two days and will include a mini "Innovation" workshop.

**Attendees will learn how to:** Reduce re-work within their product development activities, reduce product launch delays, and effectively manage PD organization or activities.

**IPFW** - Fort Wayne, IN

June 11 & 12

Noon - 4:00pm

[Register Now!](#)

**RITI**

June 20 & 21

10:00am - 3:00pm





We often get asked whether the name EqMARS has to do with outer space or astrology. But EqMARS™ stands for:

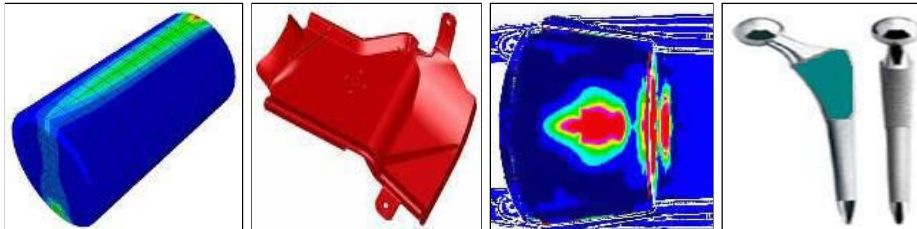
**E**quipment **M**anagement and **R**eservation **S**ystem. Which can help you manage reservations of office equipment, shop tools, or lab equipment. [read more..](#)

Special Promotion: we are giving free license to new clients for 6 months (or one academic year). To take advantage of this promotion send email to [info@eqmars.com](mailto:info@eqmars.com) or call (206)426-4465

To try the application go to <http://demo1.eqmars.com> and click *sign-up*. Click [here](#) to download PDF brochure.

## Engineering Services

With many companies reducing their workforce, outsourcing is hot again. Our clients use ESC engineering services when they need to outsource extra work or when they can benefit from our technical expertise. The services include Engineering, CAD, FEA, [read more..](#)



## About ESC

Engineering Systems Consultants Inc (ESC), based in Fort Wayne, Indiana, is a management consulting company started in 2002 to satisfy the needs of several industries. ESC's portfolio spans companies in Indiana, Michigan, and Canada.

**Mission** - help our clients be and stay competitive by improving their operations, improving their product quality, and lowering their costs.

### Services

**Product Development Excellence:** We improve NPD along three dimensions: Process, People, and Tools. Please visit <http://www.pdexcellence.com> for more information. We also provide engineering services. Please note the new domain name <http://pdexcellence.com> and update any links accordingly.

**Business Process Reengineering:** This is where we study and improve the enterprise operations. Please visit <http://www.esc1inc.com> for more information and case studies.

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## Engineering Systems Consultants

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