

02 CASE STUDY

Industrial Wash Systems Manufacturer



Collaborative engineering that goes beyond automation.

When your engineering team is lean, some troublesome issues can end up at the bottom of the priority list. Finding a partner you can trust, that can become an extension of your team, with the experience to give you new solutions, can make a big difference to your operation and your bottom line. One of our clients recently gained a competitive advantage by bringing Wes-Tech engineers in to work as part of the team.



Challenge

A manufacturer of industrial wash systems was looking for a way to gain a competitive advantage over another manufacturer that was using the same process to produce a very similar product. There were legacy issues with the product, including cracking and deforming welds due to vibration, that caused increased operating costs for the end user. But the company that had created the initial design for both manufacturers had gone out of business. The manufacturer was looking for a new group with strong engineering capabilities to gain outside expertise on some of these issues.

Wes-Tech offered our collaborative engineering services, including discovery, advisement, and defining ways to streamline the product for manufacturability while improving the capabilities of the line. Rather than a defined scope of work, Wes-Tech was willing to partner with the client on a time-and-materials basis. We would act as an extension of the team and work closely with the engineering lead on the client side. **After meeting with their team, we all knew it was the right fit.**



Solution

The Wes-Tech team began by completing a Finite Element Analysis (FEA) on the framework, with the goal to help the manufacturer design the issues out of the product for the future. The time-and-material basis allowed us to collaborate on any needs, even if they went beyond the specific issue with cracking welds.

We met for daily or weekly updates, had frequent calls and discussions, and kept the client in the loop along every step of the process. Transparency was a big part of making this consulting model work. The client always knew how hours

were being managed, and the Wes-Tech team made sure to stay on time and within budget.

We were able to solve the issue with the welds, and even to go beyond that initial ask to complete related tasks. For example, once they had built the new design, we came back to help them deploy the updated product for one of their customers. We also converted their legacy CAD data into an updated 3D model, which they could then **leverage for manufacturing, maintenance, operating manuals, and more.**

RESULTS / RETURN ON INVESTMENT

Working within a time-and-materials model allowed the Wes-Tech team to behave as a true extension of the client's engineering team, going above and beyond client expectations without scope creep. Consistent transparency around hours spent ensured we stayed within budget, and the collaborative nature of the process ensured the client got results, including:



Reduced downtime of the equipment



Increased end-user satisfaction with lower maintenance costs



Gained help on issues they had not asked for but did need



Gained a competitive advantage by improving the product design over what their competitors were using



Created a partnership that has lasted, with more projects in the works

With decades of expertise solving complex manufacturing challenges, we will leverage more than 4,200 custom-engineered automation solutions to design the perfect one just for you. Experience the Wes-Tech difference.

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