

# Smoothing the path from prototype to production

For creators of new technologies, the transition from prototype to production can be exciting, gratifying—and daunting.

Challenges abound. The technology may not be optimized for scaling because production costs are high. Complex design packages can reduce supply chain stability. Manufacturing processes may not support rapid fielding. And bottlenecks can form as companies try to meet rising demand.

Small wonder so many companies, especially in the defense industry, fall victim to the Valley of Death.

## Escaping the Valley

The Valley of Death is where new products and technologies die by failing to transition into production.

The cause of death is typically one of two things: budgets for further fielding are not approved (the Financial Valley of Death) or product designs are not supportable at a larger scale (the Technical Valley of Death). In truth, the Financial Valley of Death is often a result of its technical counterpart. Funding is often denied when manufacturability, produce-ability and sustainability have not been optimized.

The key is finding a partner to help cost-effectively bridge the gap between development and production.

## Improving speed and efficiency

Zepher, Inc. specializes in transitioning products from prototyping to production. A full-service product development firm with over 15 years of experience, Zepher's project management services are designed to help innovators go from proven idea to actual use more quickly, cleanly and economically.

Zepher project managers manage the schedule, scope

and quality of a project. But that's just the beginning. This expert team also serves as the primary build technicians for the product line, allowing them to address every stage of the production cycle through the lens of personal experience. As products move from design through delivery, Zepher project managers build product profiles. Guided by AS9100D certified quality management standards, Zepher and its team of project managers streamline processes, improve quality and work to ensure product consistency for a seamless flow of quality products.

## The single source

Clients consider Zepher a one-stop shop for customized testing, world-class engineering, manufacturing, project management, and supply chain development and management. In fact, Zepher is a prime to government agency and Tier 1 to Programs of Record, serving as a trusted partner for organizations working in a wide variety of industries and technologies, including unmanned systems, ground support equipment, space systems, aviation and defense contracting.

In addition to real-world experience that helps companies transition from CAD simulation to full-rate production, Zepher serves as an extension of its clients' internal teams. This leads to an extensive knowledge base that allows Zepher to identify opportunities, make improvements, increase production efficiency and source suppliers. This unique lineup of services, experience and expertise helps companies avoid the Valley of Death and climb the ladder of success.

To learn more about streamlining tech transition, visit [zepherinc.com](http://zepherinc.com).

