

ADDED VALUE LEADS TO A LONG-RUNNING PARTNERSHIP FOR NORTHWEST MANUFACTURER INSITU

Flexibility, innovation and communication are only some of the reasons Insitu has been relying on Zepher to help them deliver their UAV launchers for nearly a decade.

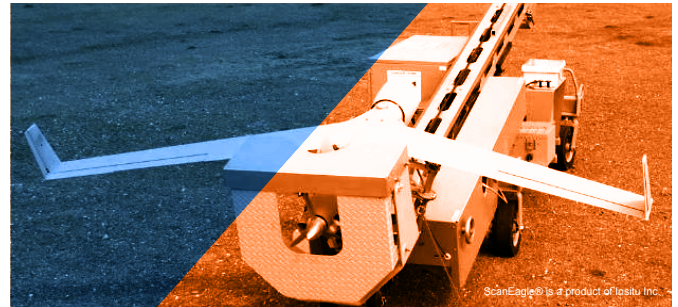
An extension of your internal team.

Delivering a final high-quality product that meets production specifications is always challenging for companies, especially when they use outside partners. But Zepher isn't any ordinary partner for Insitu. Zepher operates as an extension of Insitu's team and over the years, has developed and maintained an extensive knowledge base of Insitu's product line. This allows Zepher to see opportunities where they can help Insitu make improvements and increase efficiency during the production process.

Insitu acknowledges that, without Zepher, they would have to staff up internal procurement and supplier management capabilities – tasks that Zepher handles in addition to the production side of the business.

In fact, Zepher sources suppliers for the individual sub-assemblies, making buy-versus-make decisions on whether they build the component themselves or sub it out – all based on the best solution for quality, time and cost.

"They certainly know our product line. They're in the trenches with us getting these things built on a day-to-day basis. Having a partner like Zepher, who we can bring in when we need them for surge capability, is really helpful." – Matt, Integrated Product Team Lead, Insitu



Providing greater value than simply product assembly.

For Insitu, having a partnership with Zepher is critical because Zepher provides the ability to quickly and efficiently scale depending on the needs of the project. In the case of Insitu's launchers, Zepher has also taken on the responsibility of working with other partners in Insitu's supply chain to streamline launcher production. So much so that an analysis revealed Zepher was able to deliver the launchers to Insitu faster and more affordably than Insitu could internally, providing even greater value as a partner.

The added benefit of Zepher Labs.

Insitu's decision to work with Zepher goes beyond their confidence in Zepher as a top-tier contract manufacturer. Zepher Labs, a division of Zepher, provides Insitu and other clients with world-class engineering, prototyping and testing capabilities. For Insitu, Zepher has invested in building testing rigs for check-out testing of Insitu's launcher units, providing Insitu a capability they don't have internally.

ZEPHER

ZEPHERINC.COM



ScanEagle® is a product of Insitu Inc.

Additionally, Zepher's familiarity with Insitu's product line enabled the production of a great number of prototypes within a tight timeframe. That familiarity was also helpful in predicting what was going to happen in the manufacturing and building process, enabling Insitu to make quick decisions that reduced turnaround time on those prototypes.

A recent case highlighting Zepher's ability to add value is that of a production part that went end-of-life, creating the need for a replacement part in the production chain. Insitu's engineers developed a new part design, brought it to Zepher to discuss the most efficient, easy and affordable way to manufacture that part, and then Zepher helped build the prototype.

In the words of Matt, the Integrated Product Team Lead for Insitu, *"We gave Zepher the drawings for the first prototype. Once they had parts created, we did a build with them in person so we could see where the design could change and be improved, and worked together to figure out how we could make it easier for the team to assemble or package or paint. Their knowledge of the production process really helped in that design, as well, because they could see further into their future of how it would be put together as an assembled unit."*

Communication is key.

When you model something in the computer, everything is perfect. But when you start building and cutting real metal, you see the realities of the physical world. Zepher's manufacturing experience is invaluable in helping Insitu through the transition from CAD simulation to actual production. An example of this applied knowledge could be something as simple as understanding that when you're

designing in CAD, you don't have to actually fit a wrench in a hole, like you do in the real world.

Insitu has an open line to Zepher and is in constant communication about things that can be refined, whether it's manufacturing or process improvements, or even how their already strong relationship could be made even stronger. This commitment to communication and to working together closely has resulted in design and manufacturing solutions that increase quality, speed production and drive down costs. And it's why Zepher and Insitu will be helping each other succeed well into the future.

"It's always easy to just pick up the phone and get who you need on the phone, get right to the point, figure something out quick and then get it done, and you don't get it passed around from person to person; you know directly who to go to for a certain problem, and it just works." – Matt, Integrated Product Team Lead, Insitu

Interested in how Zepher can help you with your next project? Call Adam Stolz at 812-664-3021 to find out more.



ZEPHER

ZEPHERINC.COM