

# **Wyerless.NET Solutions Case Study**

## “Cutting the Cord”

### The Original Assignment:

Brought in by the CEO of an old line tool manufacturing company to restructure its electronics division, we were also given the task of getting several key projects back on schedule.

### What We Discovered:

On the management side we discovered that the current division manager was over his head and recommended a search for his replacement.

On the product side we discovered an interface box used to connect the company’s handheld electronic tools to a PC running SPC software via RS-232 cables. Customers hated the cables because they always broke and were never long enough. The interface was an old design and used an obsolete micro-controller that was no longer available. The company had a reasonable supply of parts that would last for several years at the then current sales rate but wanted the product redesigned to extend its life.

### What We Did:

We did some marketing analysis and realized that in the company’s product space there was a huge demand for a viable wireless solution. We noted that several of their competitors had tried to introduce such a system but due to lack of performance (particularly in the area of data reliability and integrity) and ease of use had met with very limited success.

We put together a presentation to senior management that outlined why we thought they should develop this technology and what the benefits would be. The client commissioned us to do a phase one proof of concept project that would demonstrate our ability to overcome the limitations of existing systems. Additionally we did a preliminary manual and product description of what a final deployment would look like.

The initial pilot was successful and Wyerless.NET Solutions was awarded the phase II product development. This was implemented with a predecessor to the ZigBee standard. The product was delivered in Q4 of 2004 and is at beta testing in several of our client’s customer sites.

### The Results:

The company has been able to supplant its largest competitor’s wireless efforts at major customers. The implementation is viewed as state of the art and compliant with the reliability and usability criteria set forth in the acceptance testing phase.