

HCL helped a leading manufacturer for HVAC components to position their products better by identifying the competitor strategies in terms of technology advancement and adoption of those technologies to their live products

## HCL's approach and solution

- Performed study & analysis of various technologies available in the market
- Tear down & schematics trace of competitor products
- Cost Modelling
- Bench Marking
- Functional Analysis
- Ideation

## Benefits delivered

HCL has proposed 39 cost saving approaches in the electrical domain estimating the savings of \$6 million, in two different programs

