

Transfer to production

"As an Account Engineer, I have a wide-ranging job. I am the first point of call when a customer has technical questions or comments. As part of a Customer Focus Team, I visit the customer every Monday to discuss ongoing projects.

I am also a project leader for New Product Introductions (NPIs). If a customer wants to launch a new product, they will come to us with a design. It is then our job to translate this design into a project with clear and separate phases: from review and testing through to production, which leads to a product that finally emerges from the factory. These products range from PCBs to complete box-build systems. On average, our team handles two new product introductions every week.

We look carefully at the specifications provided and discuss these with a multi-disciplinary team of various engineers. We suggest improvements as early as possible. Sometimes, a design does not adequately take account of the lifecycle or availability of the components needed. We always advise the customer as soon as possible as to how to achieve the highest quality at the lowest possible price. That is Design for Excellence at Neways."

PARTNER IN DRIVING EXCELLENCE

DEVELOPMENT

TRANSFER TO
PRODUCTION

PRODUCTION

SALES

AFTER SALES

CONTRACT
MANAGEMENT

WESLEY BASTIAN

RESIDENT ACCOUNT ENGINEER
NEWAYS INDUSTRIAL SYSTEMS