



## How Enea Global Services is helping global companies optimize their R&D dollars ROI

We like to talk about our Professional Services business as specialists in difficult embedded software engineering stuff. Our 300+ strong Software Engineers tackle some of the most advanced problems that embedded software can pose today. But that is not all it takes to deliver value for our customers.

Today, a normal R&D department in any Product / Intellectual Property driven company faces challenges as diverse as timely access to skilled resources, program and project management capabilities, active collaboration with the engineering brain-force, sustainable long term quality standards, all this spawning across multiple geographical locations and time zones.

The core focus of any such R&D department though should be on the exact and precise goal it has in it's name: Research & Development. On innovation that pushes the business forward, that gives an edge over the competition and that creates long-term market share.

We are seeing these challenges every day in our work here at Enea Global Services. We talk with companies and corporations that are chasing this holy grail of engineering delivery mix, while keeping ahead of their ever changing market landscape.

Enea Global Services answer to all those challenges is a multiple component, Software Services package, called Bridge Services. It brings into one single offering the sum of more than 14 years of Professional Software Development Services and almost 40 years of Product R&D engineering, making it one of the most advanced, high-value R&D creation programs available today in the market.

We fully leverage our Global Delivery sites in North America and Eastern Europe, allowing best-in-class embedded software engineering resources to engage with customers across the globe. The high quality requirements of our own Product R&D processes are critical in delivering solutions and technologies for any other Product R&D organizations, while mature Services driven project management frameworks allow high accuracy delivery for any schedules.

Working with international R&D departments, we learned that the best business delivery mechanisms are the ones that put experts in front of experts, allowing for fast-flow of ideas and solutions. Therefore, we have established senior project management practices in our customer facing units in North America and Europe, providing the customers with on-site, real, senior experts that take care of details related to complete



Program Management activities, ranging from design and specifications, to prioritization and task allocation per engineering resource. We learned that having such senior resources fronting the customer in face-to-face activities provides higher value than the traditional off-shore outsourcing models, which usually generate higher over-head in communications and synchronization tasks, with higher chance of errors across the whole engagement.

Those local senior resources, embedded within the customer organizations, drive and manage the actual work being delivered in one of our Near-Shore or Off-Shore centers, allowing follow-the-sun productivity and seamless integration and communication with the customer R&D organizations.

The higher efficiencies delivered has lead Enea Global Services to sign major accounts to this Offering, with complex R&D programs ranging from 3 months to 5 years, in industries as complex as Communications, Medical Devices, Avionics or Financial Transactions.

Our ability to deliver on our sales pitch generated constantly growing business volumes year-over-year, and a strong organization that Bridges local presences in North America and Europe with leading international delivery centers in Eastern Europe.

If you see some of those challenges in your organization today, don't hesitate to get in touch with one of our experts today. Write us at [expertservices@enea.com](mailto:expertservices@enea.com) and we will show you how Enea can contribute optimized value into your engineering organization.