FLEXGEN®

Delivering Game-Changing Hybrid Power Products

FlexGen® (www.FlexGen.com) makes some of the world's most advanced software and power electronics for hybrid power systems. Their products are used in power grids, oil and gas operations, and any other place where battlefield-proven reliability is a must.

FlexGen works closely with their customers to ensure that their hybrid power systems are tailored for their customers' exact needs. The company has recently moved from a project-based approach, where each product was custom built, to a platform-based strategy, which allows them to scale more easily. Instead of developing a handful of custom solutions each year, the FlexGen team expects that a platform-based approach will help them deliver more than a hundred power storage units per year.

As FlexGen began scaling their product pipeline, it became clear that they needed a more transparent way to keep engineers, suppliers and customers on the same page for all their product designs and discussions. As experienced engineers and industry veterans, the FlexGen team knew they needed a Product Lifecycle Management (PLM) solution. But they were concerned about the extensive deployment, custom development and IT support typically required by many PLM systems.

BUSINESS IMPACT

- Higher engineering productivity
- Increased user adoption
- Faster time to launch products
- Increased ability to scale the company
- Lower IT costs and administrative overhead

THE SOLUTION

FlexGen runs much of their business with cloud applications like Amazon Web Services and Slack, so they wanted a PLM system built on a modern cloud platform as well. The company decided to use Propel because it provides a robust set of PLM capabilities, plus it is built on the Salesforce.com platform, recognized by analysts as the leading enterprise cloud platform.

Improved Design Collaboration: FlexGen is using Propel to ensure that all employees can see the latest updates for their customer projects. Their engineers can now define standard platform components, engage in threaded design discussions, and reuse parts across all their customer projects. FlexGen will also be rolling out Propel to their contract manufacturers, so they have direct access to the latest product information.

Rapid User Adoption: One of the main reasons why FlexGen selected Propel is the easy user experience. Unlike traditional systems, which are primarily designed for engineers, Propel made it easy for everyone to get on board. With just a short 2-hour training session, the FlexGen team was up and running creating items, quotes and product releases.

Low IT Overhead: It took less than 3 weeks to get Propel deployed at FlexGen. And because Propel is built on the Salesforce platform, it was easy for the team to set up fields and values, configure layouts, and set up reports and dashboards. Unlike other PLM systems the team used before FlexGen, ongoing updates do not require any dedicated IT staff.

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> ▪ *Tony Olivo, Lead Systems Engineer*