

A photograph of an airplane cabin interior, showing rows of seats and a central aisle. The image is used as a background for the text. The seats are grey and the aisle has a dark carpet with a yellow line. There are some colorful circular light effects in the bottom left corner.

**CYIENT**

# ENGINEERING AN ORGANICALLY EXPANDING CUSTOMER PARTNERSHIP WITH DIEHL AIRCABIN

How an external partner can help improve capacity and processes that meet high standard customer requirements.



## The Customer

Diehl Aircabin, as part of the corporate division of Diehl Aerosystems, is a Tier 1 supplier of cabin modules, crew rest compartments, and air ducting for large aircraft manufacturers. They provide a range of highly specialized aviation solutions from the development, design, and production of cabin elements through to the integration of systems such as in-flight entertainment, oxygen, and electrical systems. The company also produces high-quality cabin equipment and furniture for private and corporate jets.

## The Challenge

Diehl Aircabin has to continually meet challenging schedules with global aircraft original equipment manufacturers (OEMs) to deliver the final products on time, within budget, and with superb quality. This involves a lot of careful and time-consuming resource planning. Operating in a cyclical industry, aerospace OEMs cannot afford to increase their capacity as per the peak load, but rather keep a core team and use external partners as and when needed.

In order to optimize operations in this environment, Diehl Aircabin was looking for support in ramping up their engineering capacity with the objective to meet the development requirements of their commercial aircraft program with a leading OEM.

## Our Solution

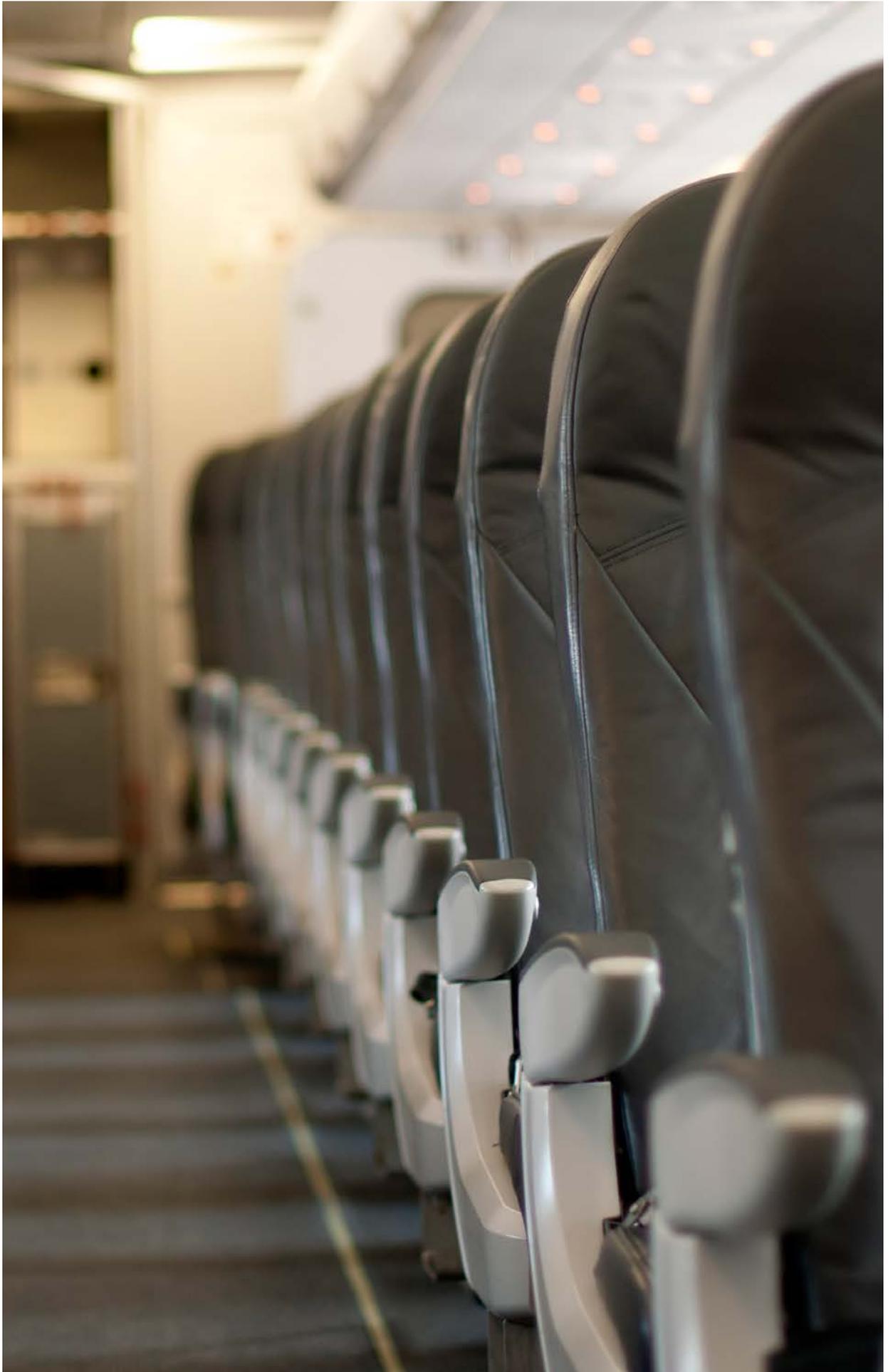
Cyient was selected to support this ambitious program. Our collaboration with Diehl Aircabin goes back to 2009, when Cyient delivered extensive length of design, engineering, and manufacturing services for them. Our engagement format has been continuously expanded and evolved over time.

The partnership started with some minor projects; but as the delivered performance met customer expectations, Cyient was entrusted with more complex projects across multiple areas. Today, Cyient is involved in several cabin interior domains.

A major milestone with Diehl Aircabin was achieved with the inauguration of the current Center of Excellence (CoE) facility in India in December 2010. As the collaboration continued, the majority of the work has been undertaken offshore, ranging from 3D modeling and installation drawings of all the aircraft interior structure, through interface management, to technical publications.

## Key Business Benefits

Cyient continues to build a strong relationship with Diehl Aircabin, helping them achieve flexibility in capacity, optimize resources, streamline processes, and leverage new technology solutions.



## About Cyient

Cyient (Estd: 1991, NSE: CYIENT) provides engineering, manufacturing, geospatial, networks, and operations management services to global industry leaders. We leverage the power of digital technology and advanced analytics capabilities, along with domain knowledge and technical expertise, to solve complex business problems. As a Design, Build, and Maintain partner, we take solution ownership across the value chain to help our clients focus on their core, innovate, and stay ahead of the curve.

Relationships lie at the heart of how we work. With more than 15,000 employees in 22 countries, we partner with clients to operate as part of their extended team, in ways that best suit their organization's culture and requirements. Our industry focus spans aerospace and defense, medical, telecommunications, rail transportation, semiconductor, utilities, industrial, energy and natural resources.

For more information, please visit [www.cyient.com](http://www.cyient.com)

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