



# Delivering Innovative Wireless Sensors with Speed



Schneider Electric SE is a French multinational corporation that specializes in energy management, automation solutions, spanning hardware, software, and services.

## The Product

Schneider Electric was looking for a partner to help co-develop and build three models of a next-generation wireless sensor – The Easergy TH110/EMS59440.

The Easergy TH110/EMS59440 is a self-powered wireless smart thermal sensor that performs continuous thermal monitoring of critical connections made on-field such as cable, bus bar and withdrawable cable breaker connections.

## Challenges

Schneider Electric needed a partner with experience in taking the product from early prototype to manufacturing. However, they faced headwinds in getting their product to market at an accelerated pace.

## Solutions

We were selected to be Schneider's partner based on our ability to co-develop and build innovative products in a rapid and cost-efficient manner. Schneider saw benefits in having a partner who demonstrated strong sense of urgency and team spirit. It also sought a company that could provide design solutions and quickly scale up to mass manufacturing.

Our solutions include providing:

- » Cutting-edge wireless sensor product development by exploring new technologies surrounding connectivity and identifying the right components and materials.
- » Mechanical integration and industrialization of wireless sensors including software, hardware and tester solutions.
- » Engineering support in the wireless sensors' development cycle.

- » Optimized sensor miniaturization and radio frequency expertise to quickly develop and introduce the product to the market.
- » Packaging design that meet requirements.

### Key Success Factors

Global footprint – Our site in Sweden provided design services for these products and seamlessly transferred manufacturing to our Batam (Indonesia) facility for rapid volume production.

Sketch-to-Scale® - We delivered solutions and professionalism from design through production of quality wireless sensors.

Technology Expertise – With in-depth experience and know-how across a multitude of industries, we were in an excellent position to provide innovative solutions for products that required technology convergence.

### Results

- » Speed to market was achieved in 10 months, well within time requirements
- » Flex Batam, Indonesia is now manufacturing these wireless sensors and is expected to produce 15,000 units per month from 2019 onwards

**“Flex provided excellent time-to-market and quality”**

- Patrick Ville, Purchasing Director,  
Schneider Electric



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