

## United Electronic Industries & FlightSafety International

### WORKING TOGETHER TO FIND SOLUTIONS

FlightSafety International (FSI) helps train pilots by developing cutting-edge flight simulators. Over a decade ago, United Electronic Industries (UEI) met with FSI's Head of Engineering to discuss 3 critical problems and how we could help with solutions.

### THE IMMEDIATE CHALLENGES

- 1 FSI was having trouble accessing the right products and materials, which were either obsolete or unavailable.
- 2 FSI was using way too many suppliers which was creating all kinds of administrative and supply chain headaches.
- 3 FSI was looking for new ways to make their engineering team more efficient when manufacturing simulators.



### UEI'S PATHWAY TO SUCCESS FOR FSI

- FSI invited top companies to help them solve their issues and compete for their business. The initial qualification test included UEI, General Electric and Motorola vying to win the contract.
  - UEI's qualification test was flawless, resulting in UEI winning the contract. UEI beat out companies 100x's bigger because of overall reliable, flexible and rugged design.
  - FSI revamped their design process using UEI for greater production and operational efficiency.
  - FSI streamlined the simulator build by turning 3 systems into 1 using UEI.
- **Best of all**, UEI's solution was fully integrated into FSI's systems. UEI eliminated the master umbilical cord of wires and costly system inspections.

## END RESULT UEI HAS SAVED FSI 10'S OF MILLIONS OF DOLLARS BY HELPING THEM OPERATE MORE EFFICIENTLY.

- [WIN]** UEI's complete system solution has saved FSI 10's of 1000's of hours previously required to install and maintain their systems.
- [WIN]** Procurement is infinitely simpler. Massive reduction in suppliers equals less time to market.
- [WIN]** FSI is synonymous with reliability. For over 10+ years, UEI has helped FSI streamline production and reduce costs resulting in rock-solid simulators that are delivered on-time. FSI truly is a top industry leader in the flight simulator market.