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The Engineering City Journal

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The purpose of the Journal is to disseminate knowledge, experience, and best practice in engineering & manufacturing.
The articles are written by practicing professionals in the Engineering City (EC). They cover issues relevant to their projects, operations, and organizations.
The articles address the challenges of the time. As such, the Journal is also a chronicle of the evolution of the EC, its companies, and its individuals.
It is the aim of the Journal to advance the engineering & manufacturing practice, to enrich the engineering & manufacturing community, and to contribute to the worldwide discourse in engineering & manufacturing.

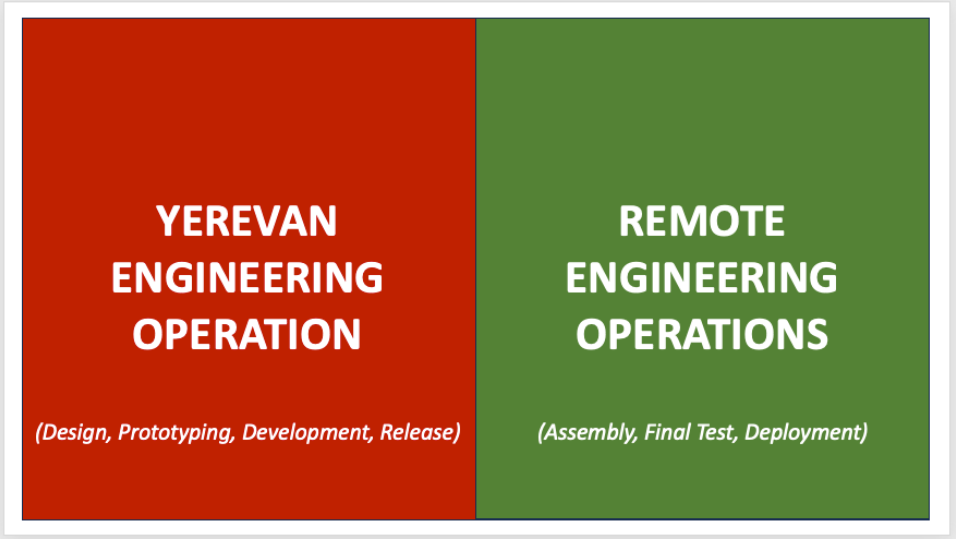
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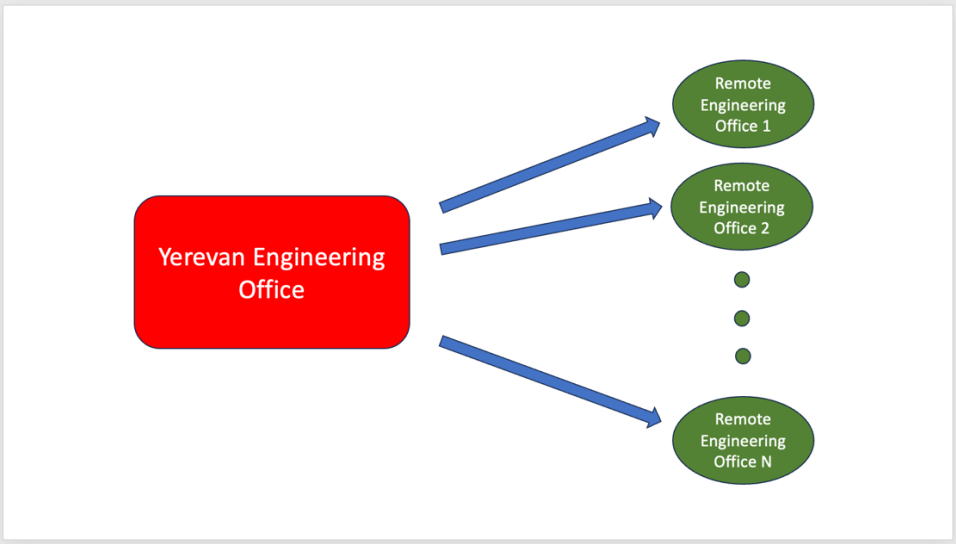
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Engineering Management Corner

. Operating Remote Engineering Operations – a New Culture for Yerevan Companies

by Rama, EA





Some solution providers in the Engineering City have started planning for the establishment of remote engineering operations. At first approximation, these remote offices will be involved in assembly, final test, and deployment of the solutions that have been developed in Yerevan.

This will lead to having technical staff in the remote offices and long term travels for the Yerevan engineers during the remote assembly and deployment.

This may change the mode of operations of the Yerevan operations. Here are some of the foreseen changes:

Operations

- Remote Offices. Most likely office space will be rented in remote partner companies.
- Remote Staff. Initially, the remote staff will be hired as on-demand. With time, they may become employees of the remote operations.
- Management of remote personnel.
- Partnering with remote service providers.
- Renting remote apartments. This will be needed for long-time stays of the Yerevan engineers during the production, assembly, and deployment.
- …

Project Assessment and Management

- Splitting the projects into two parts – local and remote.
- During cost analysis, calculate cost of both Yerevan and the remote operations.
- Write clear instructions for the remote staff for assembly, test, and deployment.
- Extend the quality control processes to include quality control of the remote assembly.
- Include remote monitoring capabilities in the software.
- Count for long-time travel for the Yerevan staff for the remote assembly and deployment.
- …

Culture

- This is a new mode of operation, and it must be understood by all members of the organization.
- Bonding with remote staff will be needed as they will be part of the companies.
- …

Other

- This will surely add certain cost to the operation in terms of remote office expenses and long travel costs. But the believe is that it will generate overall cost and time savings.
- …

. Developing the Exotropic Eye: Engineering + Sales in One Person

by Rama, EA



Engineering companies that provide engineering solutions usually have a very small sales force, if any. In such companies, everyone must, in addition to their main responsibilities, act as a salesperson looking out for opportunities.

The dictum is:

AN EYE ON THE PROJECT and AN EYE ON NEW OPPORTUNITIES.

This is also called – developing the exotropic eye.

The engineering team is very well positioned in developing such an exotropic eye as they are permanently in touch with the end-users throughout all phases – assessment, design, development, deployment, and support.

Such a culture will relieve much of the sales burden from the organization's shoulders.

New Products Corner

. Seismic Monitoring System by Van Technologies



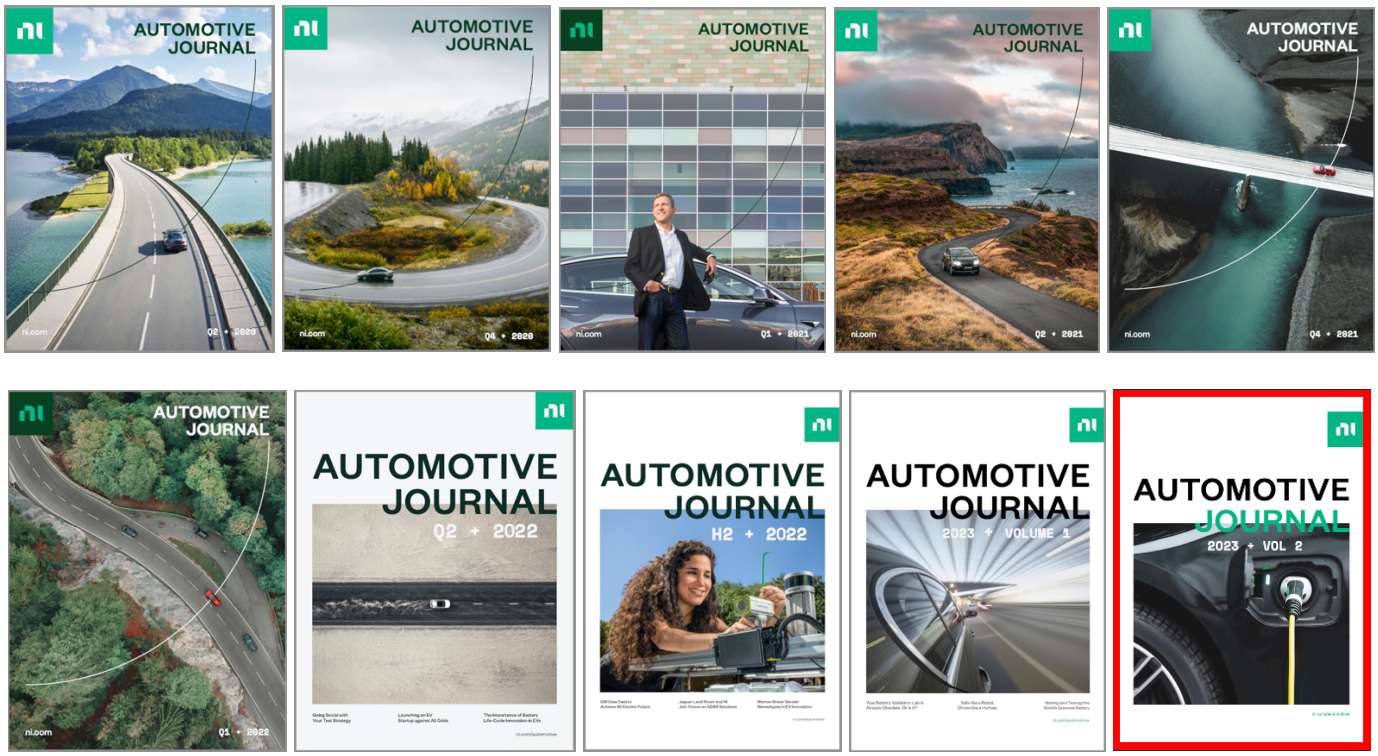
Hakob Gevorgyan presenting the Seismic Monitoring System that will be installed in the Armenian Nuclear Power Station.



Ready for Shipping.

Technology Corner

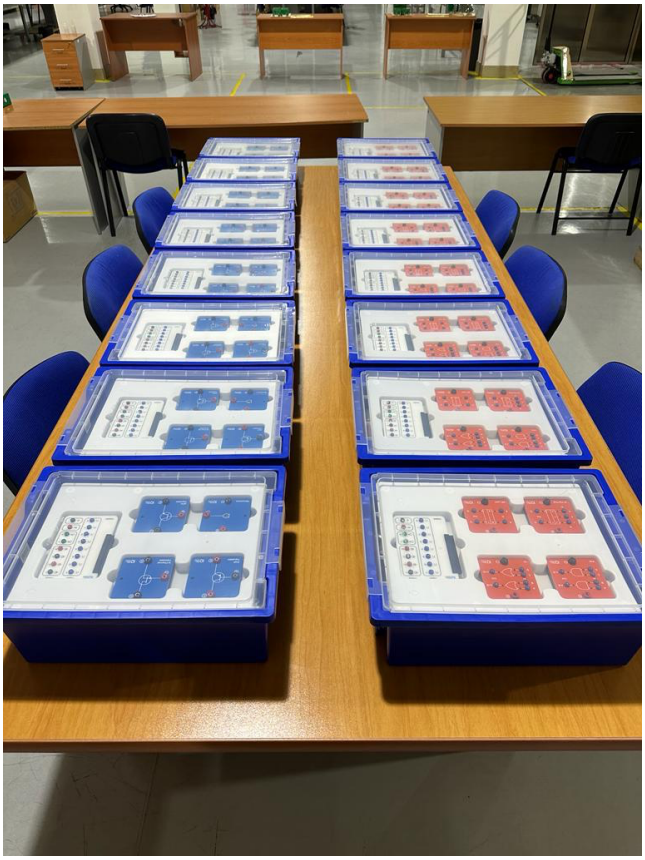
. NI Automotive Journal – New Edition



This year's second volume of NI's Automotive Journal is out.

Markets Corner

. America, here we come!



This shipment from Project Integration is going straight to Los Angeles. America, here we come!



Gayane Muradyan from the manufacturing team throwing good luck water on the truck that is taking the products to the airport.

EC News Corner

. Ambassador of India visits the EC



Here excellency Ambassador of India Ms. Nilakshi S. Sinha with the EC Factory Staff.



At the Museum of Science & Technology with the two Marina's – Minasyan and Saguinian.



Writing a note in the Museum Journal.

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All materials contained in *The Engineering City Journal* may be used with reference to the Authors.

For feedback on the *Journal*, its content, and its articles please send to info@engineeringcity.am.

To submit articles, please send to info@engineeringcity.am. Articles can be in any language.