

Hiller Associates Profile

Headquarters: Arlington, MA, USA

Client Profile, Product Cost Management :

- \$100 million+ revenue
- Manufacturing companies

Client Profile, Software Product Management, Inbound Marketing, & Entrepreneurial:

- \$10 Million+ revenue
- Commercial & Enterprise Software

Sample Client Industries

- Industrial Equipment
- Automotive
- Defense Vehicles
- Food & Beverage
- High Tech

Partnering with HA

HA regularly partners with other consulting firms and product cost management software firms to provide the best solution to our customers. HA partners with other consulting firms in both sales and delivery relationships.

HA also will often help specify and/or re-sell software tools that enable the processes HA creates to solve client problems, especially in Product Cost Management engagements

If you would like to partner with Hiller Associates, please contact us.

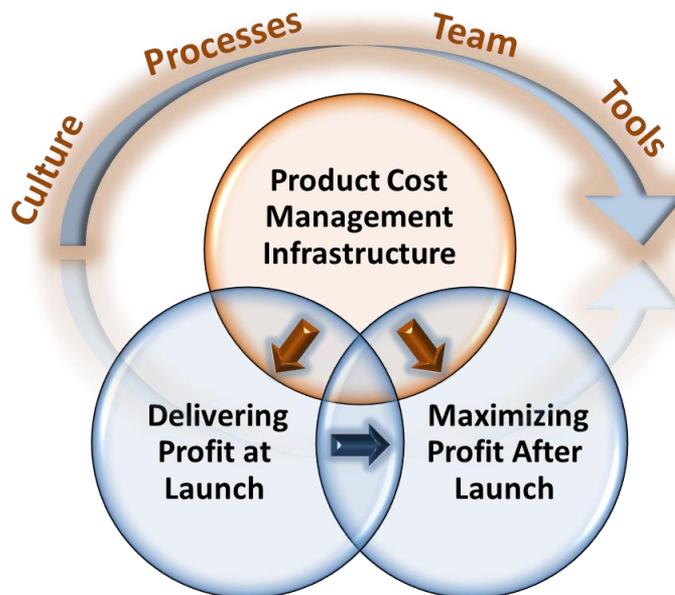
Hiller Associates is a business performance consultancy that specializes in Product Cost Management (PCM). We help discrete manufacturing companies reduce product cost, whether the product is before or after launch.



Our practice sits in the nexus between design engineering, finance, purchasing, and manufacturing. HA has helped Fortune 1000 clients save tens of millions of dollars through our [Product Cost Management](#) engagements. If you have a challenge with Product Cost Management in culture, process, roles, or tools, we would like to help.

Hiller Associates Product Cost Management Framework

HA's over 17 years of experience in PCM has given us the perspective to understand the key drivers of product profitability. We use our PCM framework (below) to help us understand where clients' PCM challenges fundamentally lie.



Product Management Infrastructure

Before rushing headlong into Product Cost Management, it's important that an organization has the right structure to be successful. HA will help you identify your PCM goals and assess the current state of your PCM Culture, Processes, Team, and Tools. Together, we will identify any gaps between your goals and your current situation today. HA will help your team re-design these

four critical elements so that your product development process includes the right PCM structure to drive maximum product profit.

Delivering Profitable Targets at Launch

The 1960 DARPA study showed us that 80% of product cost is determined in the first 20% of product development. Yet, most firms spend the majority of their product cost management effort post launch, just accepting that missing profit targets at launch is an inevitable fact of life. This is not true. There are many product cost management activities that can help you achieve your product profit targets at launch, including Target Costing, Design-to-Cost, Design for Manufacturing & Assembly, Benchmarking, Tracking Roll-ups, Should-Cost, etc.

Typical Parts Product Cost Management Engagements

- **Cultural Change**
- **Process creation / improvement**
- **Team recruiting / training**
- **Software selection**
- **Target Costing**
- **System / Concept Costing**
- **Design-to-Cost**
- **Feature Based Costing**
- **Design for Manufacturing and Assembly**
- **Roll-ups and Tracking**
- **Should-Cost & Negotiation Support**
- **Spend Analytics**
- **Commodities Management**
- **Financial statement analysis**
- **Historical trending**
- **Cost Modeling**
- **Value Engineering/Analysis**
- **Process Re-routing**
- **Make/Buy and Re-sourcing**

Hiller Associates can lead these activities with with your team together or work autonomously for minimum distraction. HA can also train your team on these PCM processes and methods.

Reaping Maximum Profit from Existing Products

There is always a significant opportunity to reduce the cost of products that are already in production or currently made by your suppliers. With limited time and resources, it's important to know which of your thousands of components has opportunity for reduction and what that opportunity is. HA uses spend analytics and other techniques to help you identify where the biggest opportunities are for cost reduction. Once the candidates for greater profit are identified, HA will work with your engineering, manufacturing, and purchasing teams to re-source, re-route, and/or re-design these products or components for greater profit, without compromising the product's content, performance, quality, or safety.

Other Practice Areas within Hiller Associates

Software Product Management (PM)

Great products happen with great planning and product management – not just at beginning of the product development process, but throughout launch and service. HA specializes in commercial and enterprise software product management, and has been directly involved in PM for several software start-ups.

- HA can review your product management processes and help you adjust and improve with a 'whole product' approach.
- We also can work as or with your current PM team to provide direct product management for your product.

Business Strategy, Planning, Entrepreneurship and Funding

Whether you are a small organization focusing on one product, or a large firm planning the next product to fuel growth, you need a business plan to clarify and communicate the value of the project to yourself and others.

Hiller Associates can help you move from a place where only you understand the value your idea will bring, to a new place where potential investors, partners, team members, and customers will understand that value, as well.



Marketing Communication

It's important, not only to know what your customer wants (inbound marketing), but to make the customer clearly aware that you have delivered the value they need in your product. This is especially important with complex products, such as software. A picture is worth a thousand words, and a short screen video is worth 10,000. A well-crafted, simple, and compelling sales pitch is priceless.



Click picture to view video demo!

