

LIGHTSPEED PRODUCT DEVELOPMENT

ABOUT LIGHTSPEED TECHNOLOGIES, INC. Lightspeed Technologies, based in Tualatin, Oregon, employs approximately 80 people. The company specializes in audio amplification systems for classrooms and educational environments, enhancing communication and learning. Their products, which include wireless microphones and classroom audio solutions, serve K-12 schools and other educational institutions, promoting clarity and accessibility for students and teachers.

THE CHALLENGE. For decades Lightspeed has relied on a single, though reliable, supply chain partner to meet large percentage of their demanding operational needs. However, this crucial partner decided to close its doors in 2024 giving Lightspeed little time to strategically rethink and redesign its supply chain and new product introduction practices to both ensure seamless delivery of products to its customers as well as protecting its intellectual property assets.

Acknowledging the need to pivot quickly, Lightspeed Technologies has outlined a two-pronged approach. First, it needed to find new supply chain partners and reduce its reliance on a single source for some critical components. Second, to ensure a more cohesive product development process, Lightspeed Technologies plans to restructure its New Product Introduction processes to ensure quicker time to market with emerging products.

To complicate the situation further, while dealing with these supply chain problems Lightspeed needed to engage in an ERP system change to replace an expensive, aging system with a newer system that better met its business needs.

MEP CENTER'S ROLE. OMEP, part of the MEP National Network™, provided assistance in two primary ways. First, OMEP was there for project management support as Lightspeed transitioned from its old supply chain partner to new supply chain channels. Secondly, OMEP and Lightspeed spent several months mapping and improving the organization's cross-functional new product development process.

OMEP and Lightspeed improved process flow and identified critical milestones within the new product development lifecycle implementing regular progress checks that have helped the business identify and resolve obstacles to bringing new products to market.

OMEP also facilitated warehouse and assembly process layout options, evaluated the feasibility of various process automation solutions and continues to provide regular leadership, strategic, and technical coaching as obstacles are identified.

"Staff at OMEP have been extremely helpful and flexible. Understanding complex issues and turning them into actionable easy to understand concepts is a tremendous value. John has been an incredible coach and mentor to the team assisting us with identifying and connect to other resources that contribute to our success. John and the other OMEP staff are well respected among executive staff."

-Jeff Estuesta, VP of Operations

RESULTS



\$2,100,000 in new or retained sales



\$160,000 in investments and employee development



\$100,000 in cost savings

CONTACT US



7650 SW Beveland Rd
Suite 170
Portland, OR 97223-7952



(503)406-3770



www.omep.org

