

# Flying high

**This outsourced engineering solutions provider has risen to a new plane**

The Bangalore-based QUEST Global hopes for a large footprint in the \$100-million aerodynamic and fluid system (AFS) solutions market in the US with its acquisition of ASE Technologies, a Cincinnati, Ohio-headquartered engineering services company. "We expect this market to grow as more companies use computer-based simulation for complex product development in the relevant space," says company chairman Aravind S. Melligeri.

The all-cash deal, to which Melligeri declines to put a figure, will result in ASE Technologies being renamed QUEST Global Engineering. "But they will retain their current locations from where they operate... and work closely with the CAE (computer-aided engineering) team in QUEST Global based out of the US and India, in order to be able to pitch for larger and more complex engineering problems in the AFS area." The services of ASE Tech, which has over 100 engineers in offices in South Carolina and Arizona, will also be taken to QUEST's existing customers.



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ASE president Mani Subramanian – who describes himself as "excited about the talent, resources and combined opportunities presented by QUEST to ASE engineers through this acquisition" – is now vice-president, business development, for the AFS market. "This acquisition significantly strengthens our AFS capabilities to offer system-level design solutions to complex engineering problems," says James Gallo, vice-

president, energy, at QUEST, with whom Subramanian will work.

While the 1,600-people QUEST provides outsourced engineering services and manufacturing, which helps customers in various verticals to cut product development costs, shorten lead times, extend capacity and maximise engineering resources availability by providing support across the complete product life cycle from design and modelling to in-house precision machining, the 15-year-old ASE has acquired competence in aerodynamic design and heat transfer analysis of advanced turbo-machinery equipment for critical customer applications.

With delivery centres in India, the US, Italy and Japan, and footprints in the UK, Germany, France, Spain and China, QUEST leverages its local presence and global reach to support globalisation initiatives for its customers through its global product development framework and on-site, off-shore and on-shore models.

ASE, for its part, focusses on advanced engineering technology, research, product design and process development, with major aerospace clients including aircraft engine manufacturers, airframe companies and US government agencies.