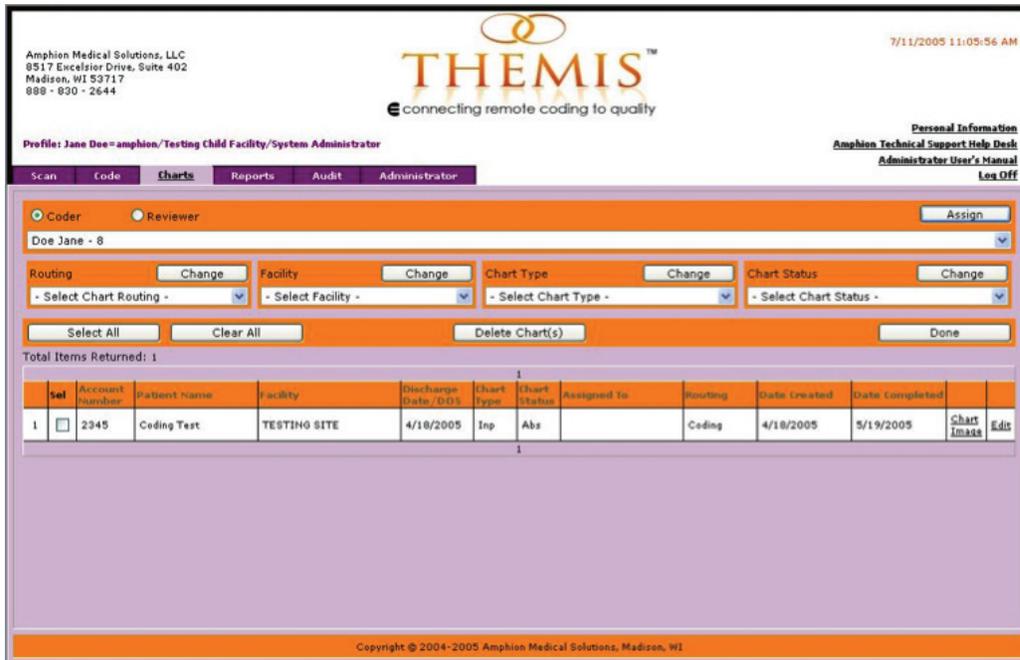


# Complete Outsourced Product Development



Leading medical record transcription and coding company, Amphion Medical Solutions, needed to develop a solution for hospitals and clinics to allow qualified medical coders to work from any remote location. This was a critical project, offering Amphion a competitive advantage, but the company didn't have an internal software development team for the work.

Previously, the company used individual contractors to achieve software development goals. With this strategy, key product knowledge left the company as soon as the project was over. Since the company wanted to stay focused on delivering medical records services, not developing software, but wanted to retain key product knowledge for updates and maintenance, Amphion turned to Esterline Control Systems - AVISTA to provide ongoing, [strategic product development services](#). The team refined Amphion's initial requirements, and defined the design requirements, implemented the design and performed extensive verification.

Close to 95,000 lines of code were generated for the project, including application code, test suites, and auto-generated code. By using the team's knowledge base for optimal project management estimates and coordination, the project came in on schedule and under budget, with even more features than originally scoped. The project went so well, the team quickly began work on the company's next product.

## Fast Facts

**Company:** Amphion Medical Solutions

**Industry:** [Medical](#)

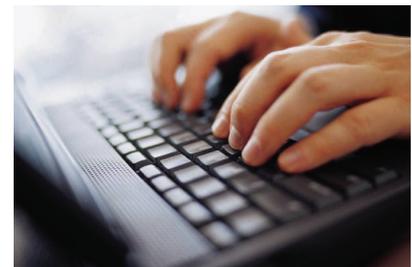
**Geography:** United States

**Project:** Remote coding solution for Health Information Management (HIM) departments

**Challenge:** Lacking the necessary internal engineering staff to undertake the project

**Solution:** Outsource the design, development, and testing effort for its critical product

**Results:** Project came in on schedule and under budget, with more features than originally planned. The team offered retained knowledge for other product development efforts



# Esterline Control Systems - AVISTA Success Factors

In collaboration with Amphion, the team brought the following strengths to the project:

- **Expert knowledge in mission-critical development methodology.** Expert knowledge in the [development of mission-critical software](#) was one of the major reasons that the team was chosen to take on the project. While the project wasn't safety-critical, those processes ensured high quality results.
- **Accurate project budget and schedule assessment.** Using the AVISTA team's expertise, the company can accurately estimate project costs, needed resources, projected schedules, and potential risks. AVISTA services offer detailed accounting of team resources invested in the project and tracks task completion progress. This also enables proactive day-to-day project management by allowing quick response to unforeseen changes that occur during the project.

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**“We were very pleased with the performance of the AVISTA staff. We had great communications between our staff and their staff.”**

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- **Knowledge of product life-cycle processes.** The customer provided the concept of what became the initial set of system requirements. Not only did the team help the client develop the system requirements, but the engineering staff also led the design, development, and testing effort. AVISTA services used an iterative development approach, which allowed the client to evaluate the working application on a monthly basis.
- **Experience and retained knowledge.** The team offers a highly experienced software development team. With a large full-time engineering staff and the lowest turn-over in the market, the AVISTA team was the ideal strategic partner for long-term product development.

For more information about  
AVISTA Services, visit  
[www.esterline.com/controlsystems/avista](http://www.esterline.com/controlsystems/avista)

Esterline Control Systems  
1575 East Business Highway 151  
PO Box 636  
Platteville, WI 53818-0636  
608-348-8815  
[avista@esterline.com](mailto:avista@esterline.com)

