

CASE STUDY

How a fitness manufacturing company accelerated delivery with a Bangalore ODC

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8 engineers secured for ODC

100% increase in web team delivery

24/7 development capabilities

► CHALLENGE

Johnson Health Tech wanted to set up a team extension for their web development in India. This new team would provide **a bridge between its existing North American team and its Taiwanese team, enabling 24/7 development**. They needed developers who could keep up with their high standards and a partner who would look after everything on the ground.

► SOLUTION

Johnson Health Tech started with a team extension of three web specialists. This allowed them to make sure The Scalers could deliver on the value they promised.

The Scalers sourced over 100 candidates for each position and found candidates with both the right skills and cultural fit. The engineers not only kept up with their requirements but went beyond them convincing the Head of Web Development to **expand to a dedicated team**.

Once the CEO saw the result delivered by the Bangalore team during a board meeting, he declared that **any future expansion in the R&D team would be done via The Scalers model**. Within the next year, Johnson Health Tech expanded its web team and added a new software development team.

► TECHNOLOGIES:



DynamoDB



Johnson Health Tech is a **global leader in commercial and residential fitness equipment manufacturing** found in gyms and homes around the world.

LOCATION:
Taipei, Taiwan

INDUSTRY:
Fitness/Manufacturing

NUMBER OF EMPLOYEES:
1,100

PARTNERSHIP SINCE:
2021

TIMELINE

2021

Initial team extension of 3 engineers starts

2022

Expands to independent Scrum team of 5

2023

8 employees including new software dev team

2024

11 engineers covering multiple products

2025

Planned expansion to 20 to cover more product development

POSITIONS HIRED: ● Web Engineer ● Software Engineer ● Web Quality Automation Engineer

► RESULTS

Johnson Health Tech's offshore teams have become more than a stopgap in support and development and are adding immense value day by day. The quality of The Scalpers' model exceeded leadership's expectations **enabling more autonomous development, delivering value to users faster**. This convinced Johnson Health Tech to expand its R&D operation in Bangalore to increase innovation and remain the market leader.

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The Scalpers are different from other partners I've worked with in the past as I don't have to worry about any of the legal issues; any of the HR issues; any of the IT issues; or any of the building requirements. All I have to do is get up and go at the scale and the speed that I need to.



Jen Hansen
Senior Web R&D Manager,
Johnson Health Tech

LONG-TERM WINS:



Upgraded from legacy tech stack



First choice location for new tech hires



Moving product to 24/7 development



Set up a world-class tech team in Bangalore

UK +44 20 3868 7491

IRELAND +353 1 513 4580

US +1 929 242 3810

AUSTRALIA +61 2 8318 0404

@ partnerships@thescalpers.com

thescalpers.com

