



## CUSTOMER STORY

# World Leader in Energy Management Solutions, Auto Motive Power (AMP), Selects Jama Connect® for Modern Requirements Management

Learn why ease of use, quick implementation, and superior customer support matter when choosing a requirements management solution.

- Founded in 2017
- **Headquarters:** Los Angeles, CA, with offices in Detroit, MI, Bangalore, India, Stuttgart, Germany, and Shanghai, China
- **Expertise:** The world leader in end-to-end energy management solutions that empowers electric mobility

Founded in 2017 in Los Angeles, California, Auto Motive Power (AMP) has been dedicated to the evolution of e-mobility. With innovative, industry-leading software and hardware, AMP is the world leader in connected battery management, charging, and cloud technology that empowers electric mobility.

## AMP CUSTOMER STORY OVERVIEW

### CHALLENGES AND OBJECTIVES

- Managing unique requirement IDs across multiple projects
- Maintaining traceability as things change
- Enforcing efficient processes and workflows in development

### WHY JAMA CONNECT WAS THE RIGHT CHOICE

- Full functionality with an easy-to-use platform
- Quick implementation
- Premium customer support and industry-specific knowledge
- Proven performance and industry credibility

### THE OUTCOME AND THE FUTURE

- Quick and easy alignment to ISO 26262
- Modern requirements management process that empowers engineers
- Improved efficiency, reduced rework, and faster time to market





## World Leader in Battery Management Systems, Auto Motive Power (AMP), Selects Jama Connect for Modern Requirements Management

The market for electric vehicles is growing at an exponential rate — and not just cars — scooters, airplanes, drones, helicopter markets are all moving toward electrification. As this demand increases, companies like Auto Motive Power (AMP) are tasked with designing, building and monitoring batteries and charging solutions that can withstand this transition away from fossil fuels.

Batteries aren't cheap, either. It's estimated that a battery in an electric vehicle can cost as much as 30-40% of the total cost. And given this great expense, companies like AMP are being challenged to find a way to bring down the cost — and AMP is leading the charge.

As an innovator and leader in the battery management industry, AMP is refusing to work within the confines of traditional approaches and instead designing for the needs of today and tomorrow.

## CHALLENGES AND OBJECTIVES

### After Initially Selecting Intland Codebeamer, AMP Reevaluates and Moves to Jama Connect

As part of their innovative approach to developing vehicle subcomponents, the AMP team began the search for a modern requirements management solution that could help them address the following challenges and objectives:

- Getting users up and running quickly to support their pace of growth
- Managing unique requirement IDs across multiple projects
- Maintaining traceability as things change
- Enforcing efficient processes and workflows in development

Initially, as a new startup, the AMP team was using Atlassian Confluence and Microsoft Word for requirements management. But as the team grew and their processes matured, it became clear that in order to continue pushing the boundaries of innovation, the team needed to move away from static requirements trapped in disparate documents and move towards a modern requirements management platform that enables Living Requirements™ which create a common thread through all downstream activity.

“It’s so important to implement a proper requirements management process and solution as part of the DNA of a startup,” said Jana Fernando, Vice President of Technology at AMP. “Making great products starts with having good product definition – and requirements are a prerequisite to that. Having a good RM solution and process means that all stakeholders agree from the very beginning.”

After briefly evaluating IBM DOORS and Siemens Polarion, the team focused on Intland Codebeamer for their application lifecycle management (ALM) tool. After just a short 2-3 weeks, the team realized it was, in fact, not the right tool for them and so continued in their search for a requirements management solution that would better meet their needs.

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**Jana F.** (VP Technology at AMP)

## WHY JAMA CONNECT WAS CHOSEN OVER OTHER RM TOOLS

After the trials and limitations experienced with other solutions, AMP's search for the right modern requirements management platform led the team to select Jama Connect for the following qualities:

- Proven performance and industry credibility
- Powerful yet easy-to-use platform
- Quick implementation
- Premium customer support and industry-specific knowledge

The team at AMP knew that if a requirements management solution was frustrating and difficult to use, it would not be broadly adopted and would significantly slow their pace of innovation.

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*“Jama Connect was the most intuitive and easy to use of the platforms we evaluated. It's requirements-centric, and it was an easy decision to make,”*

**Jana F.** (VP Technology at AMP)

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Jama Connect is a proven, well-known industry leading requirements management tool, and because of its intuitive, easy-to-use platform, it stood out immediately among the other choices. And while installation of the platform was incredibly quick, it was clear that it also had the power and flexibility to manage requirements for even the most complex products.

“I knew that all of the functionality was there, and I could focus on improving our process and not on dealing with setting up a tool. I felt confident that Jama Connect was the best choice to help us do that,” – Jana F. (VP Technology AMP).

Jama Software's award-winning customer support also played a hand in their decision. After experiencing frustratingly slow responses from customer support teams with some of the other platforms they had used, the AMP team knew that finding a solution that had premium customer support was an absolute must. And they found that in Jama Software.

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*“Jama Software's support team is always quick to answer our questions and help us get the most out of the platform. When I talk with them, they are always trying to truly understand what we are trying to do, and they work with us to make it happen. They also worked closely with us in the beginning to customize the platform to our workflow and to set up goals and metrics in Jama Connect.”*

**Jana F.** (VP Technology at AMP)

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## THE OUTCOME AND THE FUTURE

### Quick and Easy Compliance to ISO 26262 and Other Standards

Reducing battery costs isn't the only focus for AMP – a battery issue could result in injury, or worse. That's why it's incredibly important for AMP to be able to comply with safety standards like ISO 26262. And Jama Connect makes that easy.

Because Jama Connect is tightly aligned to industry standards and regulations, the platform helps simplify functional safety and improves development cycles.

“We're dealing with ISO 26262 on a daily basis, and Jama Connect is making it easy for us to demonstrate compliance because it serves as a repository for all of the documentation needed to comply with the standard,” – Jana F. (VP Technology AMP).



### Empowering Engineers with a Modern Requirements Management Process

One of the biggest benefits, and reasons why Jama Connect was AMP's ultimate selection, was because it modernized their requirements management process and allowed the team to move fast without compromising on quality.

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*“Jama Connect empowers myself and my team to take things into their own hands and work in the way that they want to work. It's a very valuable tool because it allows us to collaborate across teams to bring the most innovative products to market.”*

**Jana F.** (VP Technology at AMP)

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### Improved Efficiency, Reduced Rework, and Faster Time to Market

The Jama Connect platform, and AMP's modernized requirements management process, has freed the team up from a lot of previous process inefficiencies that were slowing them down.

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*“Until we onboarded Jama Connect, we hadn't been able to get away from the endless emails, long meetings, and the incredible amount of rework. Now it's all about efficiency and getting to the end goal quicker.”*

**Jana F.** (VP Technology at AMP)

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## MOVING FORWARD

As AMP continues to push the boundaries on what electrification of vehicles could and should be, they are looking for opportunities to involve their customers in their new collaborative requirements management process.

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*We're looking to bring our partners and customers directly into Jama Connect so we can collaborate with them in real time. Instead of sending around Word documents and having long email chains, this will make everything more effective and efficient and will allow us to have traceability right from the get-go.*

Jana F.  
VP Technology, AMP

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Jama Software® is focused on maximizing innovation success in multidisciplinary engineering organizations. Numerous firsts for humanity in fields such as fuel cells, electrification, space, software-defined vehicles, surgical robotics, and more all rely on Jama Connect® requirements management software to minimize the risk of defects, rework, cost overruns, and recalls. Using Jama Connect, engineering organizations can now intelligently manage the development process by leveraging Live Traceability™ across best-of-breed tools to measurably improve outcomes. Our rapidly growing customer base spans the automotive, medical device, life sciences, semiconductor, aerospace & defense, industrial manufacturing, consumer electronics, financial services, and insurance industries. To learn more, visit us at: [jamasoftware.com](http://jamasoftware.com).