

# Supplier Partnership Group Success Stories



## Government Campus Local Integrated Supply

- The Challenge:**
- Support over 1.150 buildings and a complete infrastructure
  - Reduce hundreds of suppliers and excess inventory
  - Reassign several personnel to more productive activities, and increase service levels

- The Solution:**
- A procurement outsource with an onsite Team of 12 personnel
  - Consigned inventory, including electrical, PVF, HVAC, safety, auto parts, building supplies, etc.

- The Result:**
- An integrated procurement system for electronic requisitioning and ordering
  - Reduced inventory by over 60% and requisitions by nearly 70%
  - Reduced material management staff by over 50% and increased overall service levels

## Cutting Tool Manufacturer Single Location

- The Challenge:**
- Provide an inventory management solution with strong technical service and support

- The Solution:**
- A fully automated replenishment solution, including inventory service analysis, storeroom reorganization, product standardization, bar coding, and Web Order capability

- The Result:**
- Significant labor savings as a result of the automated processes
  - Improved material management
  - Greater focus on manufacturing process related opportunities, resulting in improved productivity and reduced costs

## Electrical Contractor Project Trailer

- The Challenge:**
- Support a high priority, performance based project with over 100 electricians working two shifts

- The Solution:**
- An on-site, fully stocked trailer with back-up material maintained at our local warehouse
  - A Steiner Inventory Control Specialist was on-site twice a week to count and replenish material
  - A Steiner Project Manager met with the customer Project Manager at each phase of the project to modify forecasts and material requirements and track job performance

- The Result:**
- Real time availability reduced material related wait time to virtually zero, no cost for placing orders, receiving backorders, or delivery
  - The Client was able to focus more on critical Project issues, saving time and money
  - End of project returns were minimized, reducing costs for both parties

## Large, International MRO with 36 North American Locations

- The Challenge:**
- Excessive MRO inventory, multiple suppliers for each commodity group, inconsistent pricing and no standard service and support benchmarks. By consolidating their \$9 - \$12 million in electrical purchases with a single, committed supplier with national coverage, the customer is expecting to resolve these issues while achieving an annual, aggregate, 6% overall cost savings over the life of the Agreement

- The Solution:**
- After an analysis that included most of the leading national electrical suppliers, the customer chose *supplyForce* as their primary partner to achieve its expected goal

- The Result:**
- In addition to a significant track record of success managing large, national/integrated supply agreements, *supplyForce* offered the added benefit of including many quality, incumbent suppliers among the existing distributors servicing the customer's facilities at the local level