



CUSTOMER **RECREATIONAL BOAT MANUFACTURER***

SOLUTION **MSC IN-PLANT AND CONTROLPOINT® VENDING INVENTORY MANAGEMENT SOLUTIONS**

For more than 60 years, this American boat manufacturer has been building unsinkable sport fishing, pleasure, and yacht tender boats. They have conceived and built peerless designs that meet boaters' diverse and changing needs. The company's unique foam-cored construction process contributes not only unsurpassed flotation, but also superior ride characteristics and durability. The current product line ranges from 11 to 42 feet and is distributed around the world.

To learn more about MSC's BNA, our unbiased process, and data assessment of your indirect supply chain, designed to identify customized solutions to **empower performance, generate savings and maximize profit potential**, call us at 800.645.7270 or complete this [brief intake form](#) to get started.

*While the customer information is confidential, the story and results are real.

CHALLENGE

FEAR OF STOCKOUTS, DOUBLE-STOCKING, POOR SUPPLIER ENGAGEMENT, SPACE CONSTRAINTS

- Current supplier was not providing expertise, process improvements, or service
- Lack of an effective inventory management program
- Lack of data analytics causing redundant buying

Goals included:

- Establish an effective supplier partnership that's beyond procurement
- Ensure supplier partner is engaged and delivering value above and beyond "product" with on-site support
- Supplier consolidation and reliable delivery time
- Streamline inventory to reduce overstock and open up space

SOLUTION

MSC DELIVERED A CUSTOMIZED APPROACH TO INVENTORY MANAGEMENT

- Dedicated MSC In-Plant associate
- ControlPoint® Vending & VMI with data analytics
- Customized inventory management program
- Productivity improvements

RESULTS

INITIAL SAVINGS OF \$237,383 WITH A \$778,149 POTENTIAL COST SAVINGS

- Increased profitability with MSC In-Plant and solutions implementation
- Savings tracking with automated reporting and real time data visibility

CONTINUOUS IMPROVEMENT

Established a cadence of quarterly Customer Improvement Reviews (CIR) at which MSC and the customer evaluate progress and look for additional opportunities for operational optimization, productivity, and hard and soft cost savings. Based on the successful implementation of MSC's inventory management solutions, this boat manufacturer recognizes MSC as a best-in-class partner.