



CUSTOMER **TRAILER MANUFACTURER***
SOLUTION **MSC CONTROLPOINT™ IN-PLANT SOLUTION**

Since 2006, this company has produced the most diverse, highest-quality aluminum trailer line in the industry. With 6 operations and manufacturing facilities around the U.S. They manufacture 160+ standard aluminum trailer models under numerous brand names. They are also equipped to do customization.

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.

AUTOMOTIVE & TRANSPORTATION

CHALLENGE

INADEQUATE INVENTORY MANAGEMENT, LACK OF PROCUREMENT RESOURCES, PROCESS IMPROVEMENTS

Conducted an extensive operational site assessment through MSC's Business Needs Analysis (BNA) to identify opportunities to achieve this customer's goals to overcome poor supplier support and lack of procurement resources and effective inventory management.

Goals included:

- Supplier on-site support
- Improve procurement processes to control MRO spend
- Eliminate stock-outs and ensure product availability
- Improve application-specific process efficiency

SOLUTION

MSC CONTROLPOINT™ IN-PLANT SOLUTION

- Dedicated MSC In-plant associate
- Purchasing and order management
- Vending and VMI management and optimization
- Manage vendor/manufacture visits and product testing
- Cost savings initiatives
- Special projects such as regrind program

RESULTS

COMPANY ASSOCIATES CAN NOW FOCUS ON THEIR CORE RESPONSIBILITIES

- Supplier consolidation
- Zero stock-outs
- Alleviated lack of resource for all MRO procurement
- Productivity and cost savings with regrind program

CONTINUOUS IMPROVEMENT

Established a cadence of quarterly Customer Improvement Reviews (CIR) at which MSC and the customer collectively review a "scorecard" to evaluate progress on goals and identify additional opportunities to increase productivity, operational improvements, and cost savings.