



CUSTOMER **ELECTRIFICATION, ROBOTICS, AUTOMATION AND MOTION***

SOLUTION **MSC CONTROLPOINT® INVENTORY MANAGEMENT SOLUTIONS AND ON-SITE SERVICE**

This technology company works closely with utility, industry, transportation and infrastructure industries to provide products and solutions for the following areas: electrification, motion, process automation, robotics and discrete automation. Offerings encompass digital and connected innovations for low- and medium-voltage, including EV infrastructure, solar inverters, modular substations, distribution automation, power protection, wiring accessories, switchgear, enclosures, cabling, sensing and control.

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.

ELECTRIFICATION, ROBOTICS, AUTOMATION & MOTION

CHALLENGE

WEAK PROCUREMENT PROCESS, LACK OF VISIBILITY AND REPORTING AND POOR SUPPLIER SERVICE LEVELS

Conducted an extensive operational site assessment through MSC’s Business Needs Analysis (BNA) to identify opportunities to achieve this customer’s goals for process improvements, inventory management and value added services.

Goals included:

- Data visibility and reporting
- Supplier and PO consolidation
- Improved inventory management
- Proactive supplier partnership

SOLUTION

MSC DELIVERED A CUSTOMIZED INVENTORY MANAGEMENT SOLUTION

- Implemented point of use vending
- Item restriction and ration features
- Provide visibility and reporting
- Dedicated In-Plant Associates
- Reduced on-hand inventory

RESULTS

ESTIMATED \$390,793 IN ANNUAL SAVINGS

- Inventory reduction savings = \$15,000
- Terms = \$33,493
- Savings from Metalworking Assessments = \$71,250
- Rebates = \$24,650
- Last price paid = \$86,250
- VMI Services = \$48,000
- Consigned customer specific inventory = \$80,000
- Miscellaneous = \$32,150

CONTINUOUS IMPROVEMENT

Established a cadence of quarterly Customer Improvement Reviews (CIR) at which MSC and the customer collectively review a “scorecard” to evaluate inventory management progress on identified goals and look for additional opportunities with inventory management and procurement process optimization, productivity, supplier programs and cost savings. In addition, MSC partners with the company at other locations across the country.