



**CUSTOMER**     **MANUFACTURER OF RIG & DRILLING EQUIPMENT,  
HEAVY-LIFT CRANES AND AFTERMARKET OPERATIONS\***

**SOLUTION**     **CONTROLPOINT® INVENTORY MANAGEMENT AND  
METALWORKING APPLICATION OPTIMIZATION - AP OPTM**

This company is comprised of 3 parts: Rig Equipment, Marine and Construction, and Aftermarket Operations. Their Rig Equipment team engineers and manufactures drilling rigs, advanced drilling equipment packages, and the related capital equipment necessary to drill oil and gas wells. Their Marine and Construction group supplies the offshore industry with heavy-lift cranes, mooring machinery, jacking systems, pipelay and cablelay systems, and marine riser tensioners. They also have Aftermarket Operations teams that provide spare parts, repair, and equipment rentals as well as remote equipment monitoring, technical support, field service, and customer training.

To learn more about how MSC can help you with a more strategic approach to MRO inventory management to drive cost savings, increased productivity, profitability and efficiency, call us at 800.645.7270 or visit [mscdirect.com/solutions/im-solutions](https://mscdirect.com/solutions/im-solutions)

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

## CHALLENGE

### CONDUCTED BUSINESS NEEDS ANALYSIS (BNA)

- Understand at a site level what each customer stakeholder needs from the overall National Agreement program with MSC
- Assessed the current state of visual management of all planned and unplanned spend
- Assessed the current procure to pay process which had multiple steps

## SOLUTION

### MSC DELIVERED CUSTOMIZED INVENTORY MANAGEMENT SOLUTIONS

- Implemented VMI within Maintenance and Machine Shop
- Implemented vending throughout the facility
- Completed a Metalworking Customer Needs Analysis (CNA)

## RESULTS

### IMMEDIATE YEAR 1 COST SAVINGS OF \$442,410

- ControlPoint® Inventory Management Solutions = **\$40,111**
- Procurement Solutions = **\$7,252**
- Pricing Advantage = **\$11,539**
- Smarter Solutions = **\$383,508**

## CONTINUOUS IMPROVEMENT

*MSC conducted a Continuous Improvement Review (CIR) and provided a new opportunity to the customer – MSC's In-Plant solution. With the success to date, the customer was brought in and stated, "This is music to my ears."*

*The plan for bringing the In-Plant solution is now in the works with one full-time associate to be working across 2 of the customer's plants.*