



CUSTOMER WATER PUMPS MANUFACTURER*

SOLUTION MSC IN-PLANT, CONTROLPOINT® INVENTORY MANAGEMENT AND mscdirect.com SOLUTIONS

This manufacturer delivers energy efficient pumps that provide comfort, deliver drinking water, remove wastewater, or help farmers water their crops all over the world. Specialties include pumps, pump solutions, controls and sensors, water technology, water, water supply, commercial heating, domestic heating, district heating, industrial cooling, municipal water supply, municipal wastewater, and water distribution.

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

LACK OF LEAN PROCESSES, METALWORKING EXPERTISE, POOR REPORTING, & REDUNDANT PRODUCT PURCHASING

Conducted an extensive operational site assessment through MSC's Business Needs Analysis (BNA) to identify opportunities to achieve this customer's goals to address their challenges and streamline their operations.

Goals included:

- Process improvements
- Product consolidation
- Reduce tooling inserts and usage
- Improved reporting
- Cost savings and faster quotes

SOLUTION

MSC DELIVERED A SUITE OF CUSTOMIZED SOLUTIONS

- Implemented Vending and VMI including point-of-use throughout facility
- Unplanned purchases to flow through mscdirect.com for accountability & tracking
- Engaged MSC metalworking specialists for unbiased metalworking guidance
- Engaged MSC lean and safety specialists to identify optimization opportunities
- Provided 2 MSC In-Plant associates to help drive cost savings with sourcing and solutions
- Delivered reporting with GL cost allocation, consumption, and rationing data

RESULTS

PROJECTED COST SAVINGS OF \$368,170

- Contract discount pricing
- Dedicated In-Plant, local team, Key Account Consultant, and vending support
- MSC investment in vending equipment
- Metalworking Application Optimization (Ap Op™)
- MSC specialists' assessments – Lean and Safety
- Utilization of mscdirect.com to manage and track spend

CONTINUOUS IMPROVEMENT

"MSC came into our facility and grabbed our inventory manufacturing processes with both hands and found solutions to problems we didn't even know we had. They identified over \$100K USD in obsolete inventory. They have been instrumental in identifying Kaizen savings opportunities and ways to keep key material costs down, even during a time where MRO costs are so volatile. The switch to MSC was not without its challenges on both sides, however, they have shown what being a true partner is, and have worked with us and continue to work with us on streamlining our MRO space."

Senior Category Manager, MRO