



CUSTOMER **TRUCK MANUFACTURER\***

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

This company is an American truck manufacturer founded in 1923. They specialize in the production of heavy-duty and medium-duty commercial vehicles. This company marked several firsts in truck production with the introduction of a raised-roof sleeper cab and the first heavy-duty truck with an aerodynamically optimized body design. They continue their innovation with the development of a hydrogen-powered Fuel Cell Electric Vehicle (FCEV).

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

### **DOWNTIME, POOR INVENTORY MANAGEMENT, TOO MANY SKUs, WEAK SUPPLIER**

- Stockouts
- Too much downtime with no point-of-use inventory
- Too many SKUs driving up on-hand inventory
- Lack of inventory visibility and security
- Supplier that is inflexible and unaccountable

#### **Goals included:**

- On-site supplier partnership with a holistic approach
- Supplier expertise to drive efficiencies to reduce downtime
- Overall indirect supply chain cost savings
- Inventory visibility and reduction in stockouts

## SOLUTION

### **MSC DELIVERED A CUSTOMIZED APPROACH TO INVENTORY MANAGEMENT**

- Dedicated MSC In-Plant associate
- ControlPoint® Vending & VMI in 14 locations
- Supply Chain Excellence- Customer-specific inventory
- Customized performance metrics and reporting
- Productivity improvements

## RESULTS

### **45% SAVINGS ON AVERAGE AS A PERCENT OF PURCHASES**

- Year 1: \$469,631
- Year 2: \$644,952
- Current Year: \$786,809

## CONTINUOUS IMPROVEMENT

We continue to evolve our support in their plants and quickly adapt to their rapidly changing needs and regulations. Expanding their ControlPoint® solution to additional locations. Established a cadence of quarterly Customer Improvement Reviews (CIR) at which MSC and the customer review progress and look for additional opportunities for operational optimization and cost savings.