



CUSTOMER LUXURY BOAT MANUFACTURER*

SOLUTION MSC IN-PLANT, CONTROLPOINT® INVENTORY MANAGEMENT SOLUTIONS AND SAFETY NEEDS ANALYSIS

This company is a premier luxury pontoon boat manufacturer founded in 1997. Since the beginning they have been focused on leading in innovation and design with attention to detail and quality, as well as a relentless focus on customer satisfaction to deliver the pinnacle in boating excellence.

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 DATA VISIBILITY, STOCK-OUTS, LIMITED INVENTORY MANAGEMENT, MANUAL PROCESSES & 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 improvement in inventory data, tool crib management and purchasing processes.

Goals included:

- Implement point-of-use vending
- Reporting and increased accountability
- Brand consolidation
- Proactive supplier partnership
- Consistent inventory levels and consumption reduction
- Reduce walk & talk time obtaining consumables

SOLUTION

MSC DELIVERED A CUSTOMIZED APPROACH TO INVENTORY MANAGEMENT

- Dedicated In-Plant Associate
- Point -of-Use Vending across all 4 sites
- Vendor Managed Inventory Solutions
- Cribware software for full inventory visibility
- Implemented ration & restrictions
- Automated customized reporting
- mscdirect.com
- PPE assessment & Safety Needs Analysis

RESULTS

\$212,200 PROJECTED YEAR 1 COST SAVINGS

- Dedicated In-Plant Associate = \$60,000
- MSC Solutions Investment = \$40,000
- Consumption Reduction = \$20,000
- Workflow & Productivity Improvements = \$19,200
- Safety Site Assessment = \$5,000
- Freight Savings = \$28,000
- Incremental Rebate = \$40,000

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.