



MEDICAL DEVICE MANUFACTURER

RESULTS

- ✓ Estimated client savings of \$86k
- ✓ Improved client cash flow
- ✓ Limited to zero production downtime

CLIENT

For over 30 years, this Florida based medical device manufacturer has been developing life savings machines, devices, and equipment for hospitals, labs, and other medical facilities

PROBLEM

As a mid-size but growing manufacturing company this client had purchasing spread across three distributors and struggled to get support for their purchasing and engineering departments in identifying materials for their equipment. This lack of support from their partners created cost overruns, production delays, and cash flow problems

SOLUTIONS



Provided exact equals with client approval of spec sheet



Partnered with purchasing to develop stocking plan to match usage



Maintained safety stock in our warehouse to eliminate risk of downtime



Setup client with Net 60 terms to improve client cash flow and reduce inventory costs