



TESTING DEVICE MANUFACTURER

RESULTS

- ✓ Estimated client savings of 40% over branded cable
- ✓ Stocked and price locked for a year!

CLIENT

Formed in 2015 by professionals in the testing industry with a combined 38 years of experience, this company manufactures devices for nondestructive testing for industries including automotive, aviation and military

PROBLEM

A branded cable spec'd in to one of their devices originally costing \$1.05 per foot rose in price over 100% to \$2.10 per foot in less than a year! This put the profitability of their product in jeopardy

SOLUTIONS



Worked with PM to identify the key features and specs in the branded cable



Identified USA manufacturer to produce the cable to exact needs of customer



Material now stocked at our warehouse with a customer friendly release schedule



Customers price is locked in for year, no fears of supply issues or price increases