

Industrial Supplier

to Major U.S. Steel Manufacturer

APPLICATION

General consumable MRO items and calibrated instruments managed in 26 SupplyAgents

OBJECTIVES

Acquire \$350,000.00 worth of new business through Vendor Managed Inventory (VMI) solution proposal

INITIAL STATE

Multiple suppliers supporting multiple departments

No single point of contact

No conforming pricing or standards

Everyone did their own thing

CURRENT STATE

Single sourcing for MRO Indirect Supplies

Standardized pricing across all departments (National Account Pricing)

Reductions in:

Inventory carrying costs

Inventory handling costs

Inventory levels



SupplyPro technology can be applied in many different ways to accomplish a particular client's objectives. This Application Profile is part of a series on real-world application successes that have been implemented with our clients.