



Case Study | A Global Heavy Equipment Manufacturer

Case Studies

Abstract

A U.S. based industrial equipment manufacturing company specializing in construction access equipment required customer focused assistance with business processes in their Purchasing department. TPS was engaged to provide targeted data driven procedural, financial, leadership & program support.

Challenge

- A mature supply base traditionally intransigent to rapid change.
- Standard business processes for many areas within the Purchasing department yet to be developed.
- Timely implementation of changes while exceeding customer and commercial expectations.

Execution

- Developed and implemented standard processes based on industry best practices.
- Provided knowledge and strategies for supplier negotiations.
- Piloted the use of cost estimation tools as a means of understanding and controlling material costs in the purchasing environment.
- Conducted specialized, targeted cost savings initiatives across multiple commodities and departments.
- Devised tools and processes to aid in the creation and management of robust data records.

Result

A successful result was achieved and has led to savings reaching far beyond expected targets. Additional TPS resources have been added since project launch which has expanded the original scope of work.

Standard processes have been implemented throughout the Purchasing department. The success of the project created an evolutionary flow of the continuous improvement actions, and TPS resources remain engaged in ongoing efforts to lead New Product Development (NPD) commodity sourcing initiatives to world class status.