



Case Study | A Global Heavy Equipment Manufacturer

Case
Studies

Abstract

A globally leading, 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

An overall success in execution has led to realized savings beyond documented targets. Additional TPS resources have been tapped since launch, expanding the project's scope. Standard processes have been adopted throughout the Purchasing department. Based on successes from the project, TPS resources remain engaged in ongoing efforts to lead New Product Development (NPD) commodity sourcing initiatives, as well as a leadership role, advising management within the Purchasing department.