

FLUX Assists Manufacturer with Global Deployment



SUMMARY

CUSTOMER

Agricultural Equipment Manufacturer

CHALLENGE

- Manufacturing Time Spent Hard Wiring Components
- High International Deployment Costs
- Changing regulatory compliance standards

SOLUTION

- Ruggedized Plug & Play Cable Solution
- Custom Kitting Service
- Global Stock Deployment of Critical After-market Service Parts

RESULTS

- Manufacturing Lead Times reduced by 1 full day
- On-Site Deployment Time & Costs Reduced by 86%
- Optimized Post-Sale Service Levels

“ Flux’s ability to respond and adapt to our needs quickly allowed us to avoid a major international fine. ”

- Strategic Supply Chain Mgr

CUSTOMER CHALLENGE

With a global presence, this company designs and manufactures automated agricultural equipment in the fast growing agribusiness. As a global supplier, it is important that the company meets the global compliance standards of many countries.

The manufacturer was developing a new unit for an offshore municipal customer, whom had recently passed protectionist labour laws with heavy fines for non-compliance. Traditionally the deployment model included the travel of multiple electricians from it’s North American headquarters for 7 days to assist in the hard wiring of each unit.

The company partnered with FLUX to conduct a full analysis of their manufacturing and supply chain process, to recommend a solution to address its challenges.

FLUX SOLUTION

FLUX assisted in the design and development of a plug and play system, allowing an easier manufacturing process and configurability in the field. Not only did FLUX partner to mass produce these assemblies, they also presented the manufacturer with a supply chain model that greatly optimized their post-service operations.

To help reduce on-site deployment labour costs, boxes were labeled and used colour coded tape to easily identify which sections of the unit they corresponded to.

RESULTS

FLUX’s manufacturing and supply chain expertise allowed the manufacturer to yield significant time & cost savings and avoid major international fines. Flux’s global distribution partnerships provided access to stocking facilities in 50+ countries for mission critical after-market parts.

Contact FLUX today to discover your next deployment solution.