

CUSTOMER STORY

HOW A FORTUNE 500 MANUFACTURER REALIZED INSTANT ROI AND 97% EFFICIENCY GAINS WITH PART ANALYTICS

Faced with pressing challenges to align business units and replace time-consuming, error-prone data collection, negotiation preparation, and RFQ processes, a Fortune 500 industrial manufacturer sought a solution to digitally transform their sourcing operations. They needed a platform to streamline manual activities and provide the real-time data and contextual insights needed to save costs and make smarter, faster supply chain decisions. After implementing Part Analytics to solve their challenges, they realized immense efficiency gains, new cost savings, and near-instant ROI.

CHALLENGES

Manual Processes:

- **CBOM Data Collection:** Price compliance review processes with CMs was hindered by manual, error-prone CBOM data collection and analysis.
- **Component Forecast and RFQ Management:** Component-level forecasting, RFQ issuance, bid review, and contract awarding depended on labor-intensive, error-prone manual processes.
- **Lack of Centralized Data:** Absence of a unified data repository complicated historical spend tracking and RFQ review, limiting procurement insights.

Reduced Cost Efficiency:

- **Missed Savings:** Multiple delays in implementing negotiated contract pricing resulted in lost savings with CMs.
- **Unaddressed Non-Strategic Spend:** Limited resources prevent analysis of non-strategic spend, leaving potential savings untapped.

These challenges reduce margins, hinder productivity, and divert electronics supply chain teams to non-strategic, tactical tasks.

RESULTS

97%

Reduction in time spent on quarterly negotiations with Contract Manufacturers

67%

Reduction in time spent on electronic component annual negotiations

3-Month ROI

Realized cost savings

"We were at a crossroads, needing to drive digital transformation of our electronics lifecycle management to continue leading in a highly competitive industry."

- VP of Global Supply Chain, Fortune 500 Manufacturer



"Part Analytics enabled our digital transformation by bringing together our electronics lifecycle management data and enabling seamless collaboration between business units, the corporate supply chain team, contract manufacturers, distributors, and component manufacturers. Part Analytics has truly become key to our Electronics Category Management, ensuring we can innovate and lead with confidence."

- VP of Global Supply Chain, Fortune 500 Manufacturer

THE SOLUTION

Partnering with Part Analytics empowered the Fortune 500 manufacturer's corporate supply chain team to transform the way they manage electronics spend and tackle their challenges head on.

Digital Transformation/Process Automation:

Part Analytics Supply Management Platform streamlined the company's quarterly pricing process with contract manufacturers and its annual negotiations with component suppliers, empowering their commodity sourcing and business unit sourcing teams to better manage spend and dedicate more time to strategic activities.

Cost Visibility: Using Part Analytics AI-powered platform, the company's Sourcing Team was able to get a comprehensive view on material cost; improving contract compliance, harmonizing pricing across contract manufacturers and drive savings on non-strategic spend.

Cost Benchmarking: Leveraging Part Analytics contextualized insights and automated analytics, their Supply Chain Team was able to compare CM and component manufacturer prices with Part Analytics benchmarking data to deliver better negotiation outcomes.

Single source of Truth for Electronics Lifecycle Management: Part Analytics enabled the company's Supply Chain Teams to collaborate with key internal and external teams and leverage AI-powered insights to make smarter, faster sourcing decisions.

THE RESULTS



Full ROI in just 3 months.



Massive efficiency gain of over 97% in CBOM analysis & price compliance processes with contract manufacturers.



67% reduction in time spent on annual negotiations with electronic component manufacturers.



Data driven insights to support supplier negotiations led to significant savings opportunities.



Procurement teams empowered to focus on supplier relationship building activities vs spreadsheet analysis.

"Part Analytics supercharged our electronics lifecycle management. Instead of going through multiple internal systems, spreadsheets, and email, we now have a platform that provides visibility into PCBA & Electronic Component spend, lifecycle, savings, and more. We realized 97% efficiency gains in our quarterly pricing process with our strategic contract manufacturers and 67% efficiency gains in annual negotiations for electronic components."

- Director, Enterprise Supply Chain, Fortune 500 Manufacturer

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