PartAnalytics

CUSTOMER STORY

HOW A GLOBAL HOME FIXTURES MANUFACTURER REALIZED 9% COST SAVINGS BY DIGITIZING ELECTRONICS SOURCING PROCESSES

"Part Analytics gives us a scalable platform to manage our entire electronics spend and provides contextualized insights on cost optimization and supply risk."

– Senior Global Category Sourcing Manager, Electronics

When a home fixtures manufacturer began expanding into electronics, they soon realized their existing systems and processes had to change. Their ERP, PLM, and risk management databases offered limited-to-no visibility into electronic component usage across the enterprise, no real-time market intelligence on component availability and risk, and an overreliance on outdated, Excel-driven processes to work with Contract Manufacturers. They sought a platform built for electronics sourcing and supply management and a solution capable of delivering real-time insights to the appropriate stakeholders to support the dynamism of their burgeoning electronics business. **That's what they found in Part Analytics.**

CHALLENGES

- Acquisitions and organic growth led to a 3x increase in electronics spend and additional complexities: tens of suppliers and thousands of parts across hundreds of BOMs.
- Existing ERP and PLM systems lacked the critical information needed for electronics supply management, including component cost, aggregate demand across the company, market availability, and lead times.
- Engineering and sourcing teams spent the majority of their time in spreadsheets and going to 3rd-party risk databases and distributor websites for the information they need visibility and control over component pricing and sourcing activities.

SOLUTION

Electronics Supply Management and Sourcing Platform that:
- Provides a single source of truth for PCBA and electronic component usage, spend, risk, market intelligence, RFQs and supplier negotiations.
- Provides real-time visibility and automated alerts for part availability, lead times, EOL & obsolescence, and compliance information.
- Enables real-time collaboration with all links in the supply chain.

RESULTS

- **Over 9% cost savings and 10X ROI within 3 months of implementing the platform.**
- **Digitizing costed BOM (CBOM) collection and analysis for massive efficiency gains of 75%.**
- **Electronics commodity team no longer manipulated spreadsheets and fought fires, was able to focus on category strategy, implementation and delivering value to business.**

A COMPLETE PLATFORM FOR NEW PRODUCT LINES

With electronics spend growing nearly 300% and new complexities coming from adding tens of products, hundreds of suppliers and manufacturers, and thousands of parts, the sourcing team's challenge was daunting. However, the onboarding process with Part Analytics was collaborative, with weekly calls and configurable data ingestion templates that got them up and running in less than a week. Once implemented, the platform allowed the team to manage their entire electronics spend and significantly reduce time spent on data manipulation in Excel, enabling their sourcing team to focus on strategy and negotiations.

"The shift from manual data manipulation to using the Part Analytics platform has been a game-changer. **We've cut down our data analysis and sourcing function times dramatically, transforming weeks of work into literally just minutes.** It's not just a time-saver; it's truly been a strategic enabler.**"**

SMARTER SUPPLY CHAIN PROCESSES, 9% SAVINGS, AND 10X ROI WITHIN 3 MONTHS OF IMPLEMENTATION

Part Analytics digitized the home fixtures manufacturer's collection and analysis of costed BOM data, improving collaboration between their sourcing team and contract manufacturing suppliers. These new streamlined operations, enabled by instant access to real-time data and component level analysis, the sourcing team could **focus on the most impactful components, leading to annual savings of 9%.**

By partnering with Part Analytics, the manufacturer secured a competitive advantage in their sector and **achieved 10X ROI just three months after launch.** The global manufacturer plans to realize additional benefits through Part Analytics' flexible, scalable framework. As the company grows their electronics divisions, adding new parts, BOMs, products, and suppliers to the business, Part Analytics will continuously provide real-time access to cost, component availability, lead times, obsolescence, compliance information (RoHS, REACH, conflict minerals etc.), alternate part recommendations and potential supply chain vulnerabilities, enabling them to build supply chain resilience early in new product design and throughout the product lifecycle.

"Part Analytics has helped us transform electronics sourcing into a competitive advantage. We've moved from a scattered approach to a **consolidated, metrics-driven strategy with complete spend and supply visibility that quantifiably supports the business."**

READ THE FULL STORY