

Industry: Automation & Material Handling
FTE: 800+
Revenue: \$2 million

Company: U.S.-based Industrial Automation Equipment Integrator

Company Challenges:

- Fragmented sourcing across multiple component types
- High costs and long lead times from existing suppliers
- Need to ensure quality and compatibility for automation systems
- Complex customization across robotics, fixtures, and solar drives

50%
Cost
Reduction

1. Sourced grippers, fixtures & drives from Indian clusters

3. Ran prototypes across multiple components for form, fit, and finish

5. Streamlined sourcing into one cohesive supply chain

2. Verified technical capability & certifications

4. Audited suppliers for precision & capacity

The Results

- ★ Significant cost savings across automation equipment
- ★ Reduced lead times due to cluster sourcing efficiencies
- ★ Enabled multi-component supply from single-region suppliers
- ★ Improved system integration and quality consistency