

**Industry:** Beverage & Process Equipment Manufacturing  
**FTE:** 1,500+  
**Revenue:** \$2 million

**Company:** FSI (Industrial Filtration & Brewing Equipment Supplier)  
Headquartered in North America, serving beverage processing, industrial filtration, and brewing industries.

### Company Challenges:

- High unit costs and lead times from European suppliers
- Risks of import tariffs and currency fluctuations
- Need for industry certifications (e.g. USDA, ASME, 3-A sanitary)
- Quality standards for pressure rating, weld integrity, sanitary finishes
- Dependence on single-source supply

**50%**  
Cost  
Reduction



### The Results

- ★ 28% Cost Savings vs. European sourcing
- ★ Diversified sourcing—reducing dependency on Europe
- ★ Certified tank supply with full quality and sanitary standards
- ★ Reduced lead times and smoother logistics

1. Surveyed Indian tank manufacturers for cost & capacity

3. Tested samples for welds, finish & pressure integrity

5. Audited top suppliers for QA compliance

2. Checked certifications: USDA, ASME, 3-A sanitary

4. Benchmarked total landed cost incl. duties & FX

6. Secured long-term contracts for stable supply