

Industry: Automotive & Industrial Manufacturing
FTE: 2,000+
Revenue: \$2 million

Company: Global Industrial & Automotive Component Manufacturer - Headquartered in North America, supplying shock absorbers for both automotive and industrial applications.

Company Challenges:

- High duties on China-sourced shock absorbers
- Dependence on a single-country supply, risking disruptions
- Mandate to retain OEM-level testing and quality standards
- Need immediate, certified alternative sourcing

50%
Cost
Reduction

1. Assessed certified shock absorber manufacturers in India

3. Audited plants and performed technical alignment

5. Ensured tariff-free eligibility by verifying country of origin

2. Reviewed testing capabilities: pressure, damping, endurance

4. Conducted sample testing to validate performance metrics

6. Finalized long-term supply contracts with qualified Indian suppliers

The Results

- ★ 25–30% Cost Savings vs. Chinese sources
- ★ Tariff-Free sourcing due to verified Indian origin
- ★ Certified & performance-tested products meeting OEM specs
- ★ Reduced supply-chain risk through diversification

