

Industry: Elevator & Building Services
FTE: 1,200+
Revenue: \$2 million

Company: Midwest-based Elevator Modernization Provider
Headquartered in North America, specializing in retrofit and modernization of elevator systems across commercial and residential buildings.

Company Challenges:

- High price and long lead time (10 weeks) for China-based components
- Over-dependence on China risking supply disruptions
- Need to maintain stringent quality and regulatory standards
- Pressure to improve cost-efficiency and speed

**50%
Cost
Reduction**

1. Assessed alternative sourcing options across Asia with cost and lead time benchmarking

2. Identified suppliers in Southeast Asia with capable quality systems

3. Conducted audits and technical alignment to ensure spec compliance

4. Piloted short-run production to validate quality and production lead time

5. Shifted full-volume production to Asian suppliers excluding China

The Results

- ★ 35% Cost Reduction
- ★ Lead Time Slashed by 50% (from 10 to 5 weeks)
- ★ Supply Chain Independence from China
- ★ Maintained Quality & Regulatory Standards

