

Industry: Automotive
FTE: 1,000+
Revenue: \$2 million

Company: Global Tier-1 Supplier Headquartered in North America, this supplier delivers critical steering components to leading U.S. automotive OEMs. They are a key player in the automotive supply chain, with over 1,000 full-time employees (FTEs) and a global footprint. Their components must meet strict U.S. Federal Motor Vehicle Safety Standards (FMVSS) to ensure safety and compliance.

Company Challenges:

- Risk from over-dependence on China
- Compliance with strict U.S. FMVSS regulations
- Need for significant cost savings
- Tight qualification timeline for new suppliers
- Pressure to ensure part quality and delivery reliability

28%
Cost
Reduction

The Results

- ★ 28% Cost Savings
- ★ Full FMVSS Compliance
- ★ On-time Qualification of New Supplier
- ★ Secured Supply Outside China

1. Assessed cost and supply options for steering components across Asia.

3. Identified and validated suppliers in India and Vietnam.

5. Aligned supplier timeline with client's SOP and validation phases.

2. Collaborated with engineering team to align technical and compliance needs.

4. Supported pre-audit and PPAP preparation with shortlisted vendors.

6. Ensured full FMVSS compliance through proper documentation.