



SUCCESS STORY

Report #4-09

Key Components:

- Last piece inspection on all parts
- Gap analysis – Plan for every part
- Management of supply chain
- Guaranteed seamless transition
- Majority of work done by Field



Signaling Devices Manufacturer *Vendor Managed Inventory (VMI) Transition*

This manufacturer of signaling devices had a VMI system in place that included **1,450 part numbers** in over **5,000 bins** and **48 VMI stocking cells**. There were **three people** stocking bins, and the buyer was required to spend **five hours** a week managing and planning the system.

Field designed a system that frees up valuable floor space by **eliminating the in-plant store** and requires **only one Field Team Member** to do both the account management and hardware replenishment. The buyer spends a maximum of just **30 minutes** per week managing and updating.

The Field Team developed and executed a transition plan that assured the availability of quality parts and **a seamless transition**. Key components of the plan included **a last piece inspection** on every part, a **gap analysis** (“a plan for every part”), the **management of the parts in the supply chain**, and the **minimization of the time and energy required by the customer**.

The operations were **never interrupted**, and the transition was considered flawless by the customer. Based on the success of this transition, Field’s approach is used as the **model** by the customer for their future transitions. The customer considered it a **“phenomenal job.”**

Concerns about transitions are sometimes a consideration when contemplating a change in suppliers. The Field Team has mastered transitions based on **experience** (75 transitions), **comprehensive plans, attention to detail, and a committed team**.

Time Spent On VMI

