

Localizing Packaging Machine MRO Parts

THE CLIENT

As a Fortune 50 Company, the client is a global leader in the Consumer Packaged Goods (CPG) industry and produces a wide range of CPGs in beauty, grooming, and household care units. The client's brands are available in more than 180 countries.

BUSINESS CHALLENGE

The client purchased spare parts from the manufacturer of their packaging machines.

Due to that manufacturer's internal processes, which included a long procurement lead time and excessive importation fees, purchasing Maintenance, Repair and Operations (MRO) spares was laborious and cost-prohibitive. Eventually, the client identified a need to find an alternate supplier for their MRO parts. Corbus was asked to assist in the implementation of this strategy.

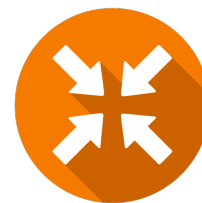
THE RESULTS



Identified a local distributor to engage and provide direct purchasing abilities



Delivered cost savings of 60%



Achieved localization of parts



Increased profitability and accessibility

HOW CORBUS HELPED

- » **Organized** a plant visit to physically see/identify the commercial spares needed by our client
- » **Identified** the Original Equipment Manufacturer (OEM) of the spare parts
- » **Increased** purchase accessibility for our client by establishing a domestic distributor
- » **Provided** cost savings through the localization of previously imported parts
- » **Enabled** our client to buy directly from the OEM versus the high priced packaging machine manufacturer

