

# Alternative Materials Sourcing Leads to OEM Conversion Savings



## OPPORTUNITY

A pharmaceutical manufacturing customer was dictating where WESCO was to purchase diaphragms, valves and filters, all from an OEM. This resulted in continuous negative material savings, affecting our contractual KPI's by offsetting the cost savings submitted by the WESCO Site Managers. In addition, lead times were extensive as the OEM's were single sourced.

WESCO saw an opportunity to find alternative manufacturers who could offer equivalent or better substitutions at a lower price and with better lead times.

## SOLUTIONS

WESCO Site Managers sourced a supplier who could provide these products. Samples of multiple products (diaphragms, valves, and filters) were provided to the customer's engineering and quality departments for testing. After six months of testing, the substitute products were validated for use by the customer.

## SAVINGS SUMMARY

- WESCO extended opportunity across all four customer sites, increasing material savings by 551% over prior year
- Material savings also impacted cost savings for each customer site, overall cost savings of 75%
- Improved margins realized with sourcing of lower cost

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