

Case Study: Printed Circuit Board Assemblies – Global Sourcing

U.S. Industrial Heater manufacturer saved 30% on annual PCBA purchases of \$10 million

Situation

- Buying entity: US facility of manufacturer of electric heaters, sensors, and integrated process systems
- Objective: to find supplier(s) to source production ranging from 15,000 to 500,000 units per year
- History: Printed Circuit Boards and Assemblies had been manufactured in house
- Method: set specific goals to determine if material should be outsourced

Sourcing Process

- Deployed a team of three sourcing experts at client site
- Collected data and developed lotting strategy by board and assembly size
- Trained suppliers on eAuction software
- Developed internal client low-cost sourcing skills & process

Supplier Search

- Recruited, pre-qualified, and received information from 18 potential suppliers in North America, Europe, and Asia



Results – 30% Savings

