

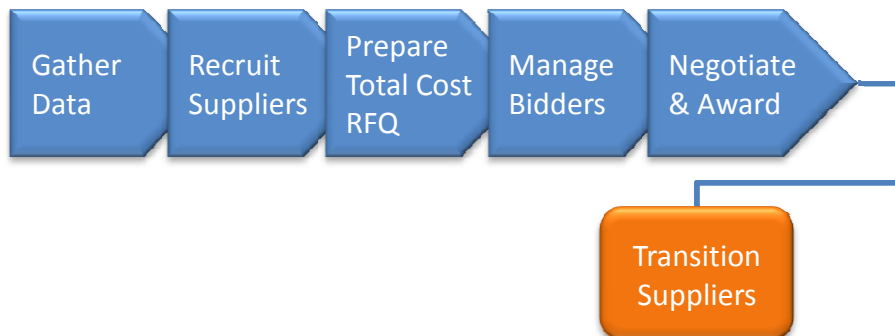
# Case Study: Wire Harnesses – Global Sourcing

Canadian High Tech Manufacturer saved 32% on annual wire harness purchases of \$1.7 million

## Situation

- Canadian maker of high-tech pre-press printing equipment with \$650MM in global annual sales
- Buying location: Vancouver site
- Items sourced: 748 wire harness part numbers that cost \$1.7 million
- Buying history: harnesses had been sourced a few at a time to North American supply base
- Goal: Reduce total cost 30% by identifying high-quality sources in lower-cost countries

## Sourcing Process



## Supplier Search



## Results – \$566k (32%) Savings

