

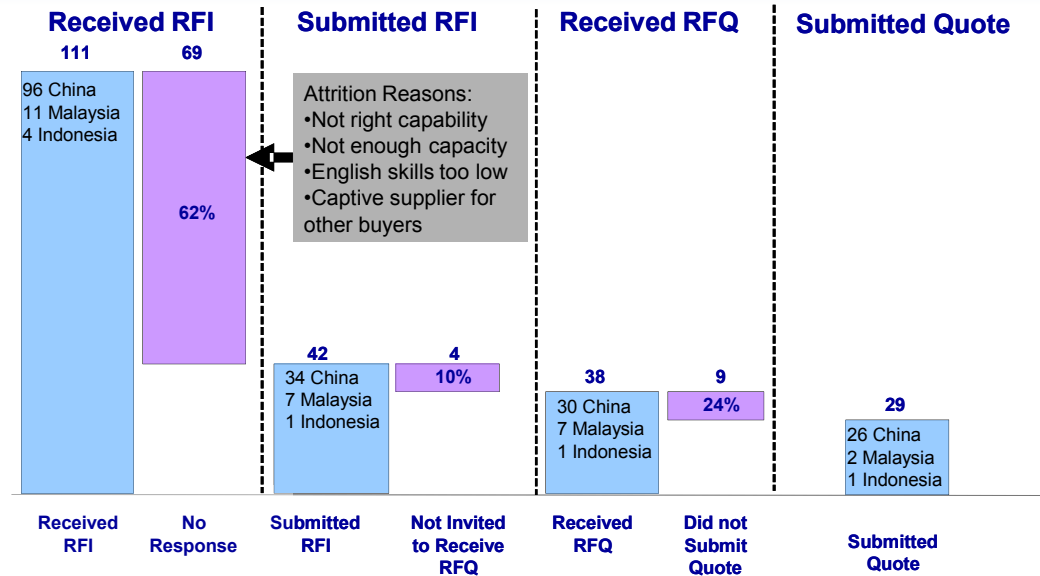
Case Study: Wood Door Products – Asia Sourcing

U.S. Door Manufacturer identified \$6 million in savings on annual raw material purchases of \$200 million

Situation

- Buying entity: Global manufacturer of Interior & Exterior doors owned by major Private Equity firm
- Project Partner: Tenzing Consulting conducted a global sourcing project for the wood door manufacturer and commissioned Transpac Access to conduct the Asian supplier development
- Items sourced: wood door components valued at \$200 million divided into 18 lots
- Asian Suppliers: 38 suppliers received RFQ – 30 Chinese, 7 Malaysian, 1 Indonesian

Supplier Search



Objectives

- Identify and develop Asian sources of supply representing the best options for quality, reliability, and cost
- Create a multi-supplier award scenario to diversify the supply base and ensure reliability of supply
- Establish multi-year supply contracts to support future business growth
- Reduce total cost

Results - \$6 Million Annual Savings

