

DEMAND OUTPACING YOUR DELIVERY?



PROBLEM:

Customer has significant order demand with limited fulfillment capacity.

To address this increased volume, 600+ machines needed to be redesigned, built and deployed over a 3-year timeframe.

With minimal internal expertise or resources in design and build, they needed a partner that could manufacture and deploy safely and quickly. In addition, they needed someone with a mature service program to deliver uncompromising maintenance and support post-installation.

NEED TO INCREASE FULFILLMENT CAPACITY

10X

RESULTS:

REAL-TIME ALL WITHOUT IMPACT TO SCHEDULE



SCALE EXPAND INTO NEW REGIONS



FASTER LAUNCH ENABLED BY MULTIPLE BUILD LOCATIONS



100% ON-TIME DELIVERY



INCREASED REVENUE BY REDUCING MACHINE DOWNTIME



SOLUTION:

ATS became an extension of their development team working concurrently to an active production line while introducing critical machine upgrades in real-time.

Expansion into new markets and countries beyond the original product design intent required ATS compliance teams to quickly review and implement cost effective solutions to in-country certification requirements effectively avoiding costly fines and non-compliance.

Customer placed an initial machine order with an aggressive timeline. After becoming more intimate with ATS, the customer decided to increase the original order by 50%. To meet their demands and improve transit times while reducing shipping and tariff costs, ATS employed a multi-site build in two continents.

The customer's strong brand commitment to deliver on their promises had them choose a reliable partner to share their urgency and to achieve their customer experience goals. ATS did this by delivering 600+ machines on-time and safely including post install training and continuing education.

Machine downtime is inevitable, with various peak operating periods, the customer could not afford any lapses in their operation, and it was not fiscally prudent to store a complete set of spare parts for every machine on site. Instead, to address the machine install network, ATS implemented:

- Regionalized safety stock warehouse to avoid long lead times in two continents
- On-site quick deploy spare parts kit
- 24/7 remote support with subject matter experts



WHY ATS

ATS is an experienced and trusted design-manufacturing partner who can help your organization introduce your product from concept to completion.

By leveraging our end-to-end resources and experience since 1978, we help businesses grow faster by mitigating poor design choices or production woes into both domestic and foreign markets.

Share your current challenges and gain our insight as a proven partner to help you finish your expansion. Engage us early and we can help shape your program from the start and avoid design creep or schedule delays.

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