

# QP CASE STUDY: Paquin



## Challenge

### Long Lead Time

Paquin was looking for a new solution for their single axis and dual axis hydraulic joysticks. The incumbent supplier's lead times were too long to meet their customer's requirements, causing supply chain disruptions, production schedule interruptions, and customer dissatisfaction.

## Solution

QP introduced Paquin to Make-to-Order (MTO) single axis and dual axis hydraulic joysticks. QP's engineers were able to create a joystick solution and replace the competitors' design in less than two weeks. The MTO solution was able to give Paquin:

### 1) Customization

QP's MTO production approach allowed Paquin to specify the exact design, features and specifications to ensure their joysticks met their customer's needs precisely. QP's MTO program offers flexibility in standard products and can accommodate unique requirements.

### 2) Quick Delivery

Usually MTO products can have a longer lead time than standard products because production is only started after an order is placed. However, with QP's MTO program, they were able to shorten the lead time to less than three weeks for Paquin's single axis and dual axis hydraulic joysticks through effective supply management, streamlined and flexible production planning and efficient communication with Paquin.

## Conclusion

QP became a consistent, reliable supplier for Paquin's single axis and dual axis hydraulic joysticks by offering a MTO product in a much shorter timeline than their current solution. QP saved Paquin six weeks in delivery time and saved them money on product and logistics support. Paquin not only secured a new vendor for single axis and dual axis hydraulic joysticks, but they also found a partner dedicated to enhancing performance and reducing production costs.



Paquin's Make-to-Order Single  
Axis and Dual Axis Hydraulic  
Joysticks

Interested in seeing how QP can help you with a  
Make-to-Order joystick, foot pedal or valve solution?

Contact us at 630-345-4933 • email@qphydraulics.com

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