



Challenges

1) Unpredictable Lead Times

Lead times for the hydraulic distribution company's joysticks and foot pedals were not meeting expectations due to inconsistent deliveries. This caused delays in manufacturing and extended deadlines for finished product delivery to customers.

2) Lack of Customization

The company had unique specifications for their joysticks and foot pedals, making it difficult to obtain the exact designs needed. They couldn't rely on off-the-shelf solutions, and very few suppliers could customize to their specifications without a high price tag.

Solution

QP utilized our Make-To-Order (MTO) program and was able to provide better designs and delivery support for their joysticks and foot pedals. With our MTO solution, QP was able to give them:

1) Flexible Design for Better Performance

QP's engineering team built a MTO joystick and foot pedal to meet their unique specifications. QP's flexible designs allowed their equipment to perform better.

2) Lead Time Savings

QP's MTO joystick and foot pedal solutions gave the company's customer **4 ~ 6 weeks in lead time savings**. This time savings enhanced efficiencies, giving the hydraulic distribution company cost savings and improved customer satisfaction.

3) Competitive Pricing

QP's MTO joystick and foot pedal not only led to better equipment performance but also saved the company money.

Conclusion

QP gave this hydraulic distribution company the ability to ship their joystick and foot pedal products out on time and within budget. They received better parts on time for less money allowing for enhanced operational efficiencies, better final product quality and improved financial health.

