

# CUSTOMER CASE STUDY

## CHEMICAL MANAGEMENT SERVICES (CMS)



### THE STORY

A large aircraft OEM had experienced a series of stock-outs that resulted in machine downtime. The customer was managing its chemicals purchasing internally for multiple manufacturing sites. Given the complexity of its enterprise platforms and data management systems, the customer struggled to gather a comprehensive view of its total chemicals usage.

### BUSINESS CHALLENGE

The customer wanted to reduce its chemical management costs, the burden on its employees, its purchasing processes, the cost of inventory, and scrap waste. The main challenges included:

- Consolidated view of chemicals used across the sites, including coolants, adhesives, sealants, cleaners, solvents, hydraulic fluids, oils, greases, and aerospace specified paints
- Comprehensive support for life cycle management, access to technical data, inventory optimization, and robust forecasting
- Gathering constituent data for environmental compliance

### RESULTS

Wesco's integrated solution provided notable cost savings and efficiencies for the customer:

#### \$5M COST SAVINGS

- Optimized chemical spend
- Inventory carrying costs
- Scrap and disposal costs
- Gas cylinder consolidation
- Labor reduction
- Retired legacy IT system

#### EFFICIENCIES GAINED

- Consolidated 98% chemical spend across multiple sites
- 90% reduction in chemical storage footprint
- 96% OTD rating
- 2-day order cycle time (compared to 5-7 days)
- 1 week average inventory turn (compared to 4 months)
- Online access to 3,000 SDSs
- Accurate environmental and financial reporting
- Reassignment of internal resources to higher value workflow

### WESCO SOLUTION

Wesco Aircraft's **tcmls™** data management platform and multi-year Chemical Management Services (CMS) contract provided the customer with an integrated solution for:

- Chemical gatekeeping/approvals
- Inventory planning, purchasing, and forecasting
- Quality Assurance inspection
- Off-site inventory control
- SDS management for 3,000 documents
- Drop shipments
- Just-in-Time replenishment to the point-of-use
- Consolidated invoicing to one monthly bill

Wesco deployed innovative barcode scanning equipment to securely track chemical movement to multiple sites, ensured appropriate inventory levels were maintained, and minimized shelf-life expiration. Wesco's solution also provided accurate and timely financial and environmental reporting.