

Case Study: Parts and Service Cost Reduction

Negotiation Results at a leading Stevedoring company

RESULTS
AT A
GLANCE

Business Goals:

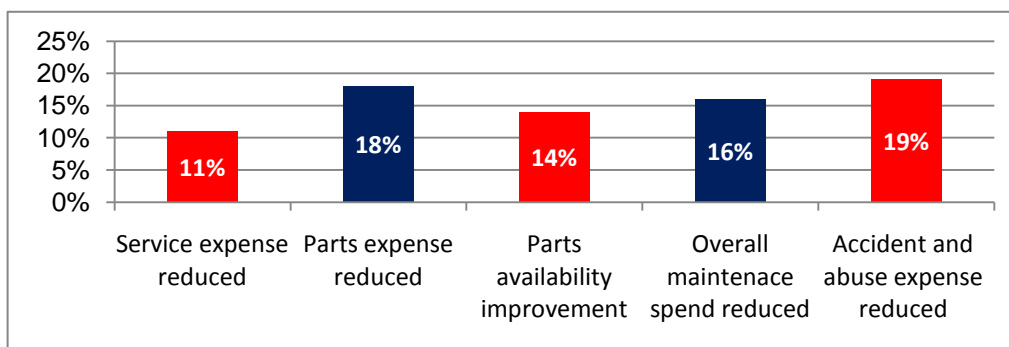
- △ Single source supplier for all parts and service needs
- △ Reduce operating expense
- △ Strengthen business relationship

Performance Challenges and Needs:

- △ Consistent parts and service pricing through-out a multi-facility region
- △ Require dedicated team of professional, experienced service and parts personnel
- △ Safety inspections performed on equipment
- △ Improved parts availability with high-level expedite capability

The Complete Briggs Equipment Solution:

- △ Preferred pricing schedule provided with reduced rates from single business partner
- △ Assigned two certified service technicians with over 30 years of experience and two parts research specialists experienced in stevedoring applications
- △ Routinely complete safety inspections on equipment by a certified maintenance specialist while documenting findings and OSHA compliance requirements
- △ Provide higher parts availability through purchase pattern analysis and inventory adjustment (lead to stock addition of frequent use and critical demand parts)
- △ Implemented volume rebate incentive in addition to preferred pricing



The Facts:

- Results in 24 month time-frame
- Quarterly progress assessments
- Exclusive personnel assigned
- Cost reductions sustained

Briggs Equipment (214) 630-0808

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