



Case Study

Project: DC Power Distribution Unit
Sector: Original Equipment Manufacturer



Background:

A global manufacturer of telecommunications networking equipment found that they were having difficulty sourcing DC PDU's to meet new UK and customer specific electrical standards. This provided an opportunity to review and consolidate a fragmented supply base in this category.

The Challenge:

Bringing together mechanical and electrical parts from different suppliers adds to on-site rack assembly time and cost, and managing an inconsistent supply chain is an issue for any business because of higher direct and indirect purchasing costs, as well as increased risk of supply interruption causing project delays.

Our Approach:

After understanding the challenges in detail following an initial consultation meeting and site visit to determine the variables, Rainford proposed several tailored pre-configured and factory wired racks including appropriate PDU solution. Th to improve the overall process and meet the required standards.

Rainford Solutions has completed almost 4,000 customer projects to date, which gives us a huge library of building blocks from previous designs and experient to meet customer needs.e to draw upon. It means that unique designs do not begin from a completely blank piece of paper, so development costs and crucially time to market are not inhibitors to a highly tailored solution.

The Solution:

Rainford was able to consolidate the supply chain with a one stop shop approach, and a small number of tailored pre-configured and factory wired racks that include the appropriate PDU. The overall process has been improved and the required standards met consistently.

Customer Outcome:

The new approach has enabled the manufacturer to streamline and optimise their supply chain with single part number ordering and lower purchasing costs, as fewer parts are required and achieved economies of scale. Reduced assembly time on-site has improved their customers' satisfaction too.



For further information on this project or to discuss your project requirements please visit www.rainfordsolutions.com or email sales@rainfordsolutions.com