

# Industry: Diversified Manufacturing Laboratory Equipment Manufacturing Company

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### *LEM Needed a Solution That Would:*

- ◆ Increase the amount of participation from their supply base.
  - ◆ Streamline processes through integration with their existing ERP
  - ◆ Grow their electronic Kanban System
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### **CUSTOMER PROFILE:**

This Laboratory Equipment Manufacturing Company (LEM) designs, manufactures and sells scientific equipment and instruments to customers worldwide. It has approximately 39,000 employees globally and supplies customers within hospitals, research facilities, labs, and pharmaceutical companies.

### **BUSINESS SITUATION:**

LEM had been slowly implementing electronic Kanban on their own but had outgrown the ability to continue with their existing system. Parts were not easily scalable when a forecast shifted. In addition, LEM was looking to increase the amount of participation from their supply base and also to streamline their processes through integration into their ERP environment.

### **OUR SOLUTION:**

After evaluating other supply chain execution software solutions on the market, LEM selected Ultriva's Lean Suite featuring the [Collaborative Supply Portal](#) with [Electronic Kanban](#). Using the Collaborative Supply Portal, communication to the supply base could now include both Kanban and MRP driven parts.

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## Laboratory Equipment Manufacturing Company

### *Results For LEM:*

- ◆ Reduced the value of inventory by 21%
- ◆ Increased Inventory turns by over 27%
- ◆ Reduced customer lead times by over 25%
- ◆ Gained the ability to collaboratively communicate new orders, order changes, forecast and receipts

### **About Ultriva Inc.**

**Ultriva** empowers leading industrial, automotive, healthcare, aerospace and defense businesses to operate more effectively and collaboratively by providing real time visibility and targeted actionable intelligence into inventory and material flows. Ultriva's cloud-based platform leverages and seamlessly integrates with leading ERP and MRP systems, to deliver an end to end pull based replenishment model.

### **THE RESULTS:**

Ultriva's [Collaborative Supply Portal](#) filled the holes in LEM's ERP and planning systems. It also allowed LEM to collaborate more efficiently with their global supplier base by introducing a shared, real-time view. The Ultriva Lean Suite also integrated easily with their existing ERP. The entire integration project took just four weeks, resulting in greater supplier collaboration and improved performances. Since Ultriva's Supply Portal is web-based and simple to use, LEM is now proactively communicating with many more suppliers and has a goal to have 90% supplier adoption utilizing the Ultriva portal.

LEM has now gained the ability to collaboratively communicate new orders, order changes, forecast and receipts through their environment seamlessly using Ultriva software, regardless if the parts are on the Kanban system or the MRP system. This helped cement a stronger supplier relationship. LEM was able to reduce the value of inventory controlled by Ultriva by over 21% and increase their turns by over 27%. By moving more of their suppliers to a consumption-based replenishment system LEM was also able to reduce their lead times from the supply base by over 25%.

