



THOMAS INVENTORY MANAGEMENT SUCCESS STORY



Challenges

- Lack of communication from previous VMI vendor
- Too much involvement of employees and upper-level management required
- Inaccurate inventory counts
- Lack of inventory availability
- High cost for unsatisfactory results



Solutions

- One expert representative to perform bi-weekly facility visits
- A new local warehouse to ensure easy access to inventory
- Proactive measures to secure stock
- Consistent, immediate support



Results

- Minimized labor requirements
 - Ensured zero production line-downs, even during a global pandemic
- Improved inventory accuracy
- Decreased stock delivery time
- Reduced annual expenses by over \$100,000 (on top of cost savings for the VMI program itself)

ABOUT THE CLIENT

This client is one of the largest and fastest-growing suppliers of critical subsystems, ultra-high purity cleaning, and analytical services, primarily for the semiconductor industry. The company operates in a non-sterile cleanroom environment.

PROBLEM

Prior to integrating a Thomas Inventory Management Solution, this client was already using a vendor managed inventory (VMI) service, but was not happy with the program overall. Not only was there a different person coming into the facility every week, but when they reached out to the VMI vendor, it would take weeks just to get a response. Inventory counts were unreliable and their upper-level management had to get involved almost every week to oversee issues. This company was not getting the type of care that they needed and were left feeling lost in the thousands of other clients of their previous vendor.

WHY TIMS?

Since their previous VMI partner was not meeting their needs, this company started looking around for more cost-efficient options. They decided to take a chance with a Thomas Inventory Management Solution because they wanted to work with a vendor that cares about the relationship with their VMI client and whom would be attentive to their needs. Especially throughout the pandemic, they needed someone they could trust, and TIMS offers the consistency, efficiency, and diligence that they were looking for in an inventory management partner.

"The deployment of Thomas Scientific as a VMI program has aided tremendously in the reduction of managing daily consumable items. Our Thomas Scientific representative has been a blessing to our Team. Melodee's engagement towards our business; business needs; and interactions between our team members and management has been a tremendous benefit. This is a true representation of partnership and a great understanding of our business continuity, as we look forward to many more years of service."

- Thomas L., Production Supervisor and Warehouse Manager of client company



SEMICONDUCTOR SUPPLIER | TIMS SUCCESS STORY

SYSTEM IMPLEMENTATION

With a level 2 Thomas Inventory Management Solution, a Thomas representative visits this client's facility twice a week. To provide the best support, this representative has remained the same for each visit over the past three years. Furthermore, as part of the TIMS integration, Thomas set up a local warehouse only a few miles from this company's facility, solving their prior dilemma of a lack of local inventory. Now, inventory is easily accessible and delivered in a timely manner, straight to their point of stock area. Even throughout the global pandemic, Thomas has proactively helped this client start product validation processes and monitor global supply chain updates to ensure that they always have the products they need. This VMI partnership also provides the client with free shipping services on all orders, adding an additional source of cost savings.

LOOKING FORWARD

In the future, Thomas may implement our digital ClearSpider program at this client's facility to enhance the inventory counting process. Having experienced significant growth over the past few years, Thomas has proudly delivered an optimal VMI for this client and looks forward to serving as their trusted partner as their company continues to expand.

FINAL RESULTS



Over \$53,000 in purchasing and labor cost savings in the first year



0 production line-downs, saving millions of dollars in projected costs



~\$50,000 in annual savings on shipping & handling expenses

Through an attentive, thoughtful relationship with the client, Thomas was able to immediately make up for previous shortfalls and deliver on everything that was promised from a TIMS integration. Even throughout a pandemic that caused global product shortages, Thomas has successfully prevented any stockouts or line-downs, saving millions of dollars in potential expenses. Whenever something is needed, Thomas is always there to help, optimizing workflow and relieving upper-management and employees of prior involvement. Saving both time and money on labor, this supplier can now focus its efforts on revenue-generating work.



SAVING TIME AND REDUCING TOTAL COSTS THROUGH PRECISION COST-EFFICIENT INVENTORY MANAGEMENT

Serving the scientific community for over 100 years, we put our customers first!

We have partnered with hundreds of customers to provide best-in-class vendor managed inventory programs with you in mind. We have a proven track record to manage customer inventory freeing you up to manage your business.

We offer various level programs to suit your needs:

Level 1: Products delivered to Dock or Staging Area

Level 2: Stockroom Management and De-trashing Service

Level 3: Point-of-Use, Gown Room Management, De-trashing Service

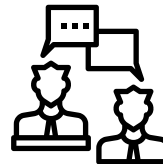
On-site Service: On-site Materials Management, Gown Room Management, De-trashing Service

Integrated Services: Specialized Services, Warehouse Management, Kitting Service

LEARN MORE ABOUT THOMAS INVENTORY MANAGEMENT SOLUTIONS



Website:
ThomasSci.com



Book a Free Consultation:
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