



## VENETIA PARTNERS OPENS SUPPLY CHAIN CHANNELS FOR A TIER-ONE AUTOMOTIVE SUPPLIER

### OVERVIEW

After tremendous growth, a multinational automotive manufacturer required 2x more parts than forecast. Unfortunately, the tier-one automotive supplier's supply chain wasn't prepared for that demand from production capacity, logistics and warehouse/postponement standpoints. Parts deliveries suffered, putting car production volumes at risk.

To solve this challenge, Venetia Partners worked as an integral part of the existing supply chain, taking operations roles where necessary, and provided leadership and flex-resourcing. They also served as intermediaries between the automotive and parts manufacturers.

### CHALLENGE

5 critical supply chain components did not work:

- Manufacturing resource bottleneck in a western European country needed capacity release
- The customer needed to provide improved and more timely forecast demand for parts
- Truck delivery timeliness was an issue
- Hub warehouse receiving material wasn't prepared for the increased volume
- The European Supply / Demand imbalances within short-term windows forced sourcing of material from Asia and North America

### OUTCOME

Venetia Partners addressed the challenges within a 3-month period:

- A more efficient pattern wheel and material sequencing for the bottleneck led to a 100% increase in throughput
- Worked with the customer on accountability, which improved customer forecast accuracy dramatically
- To improve timeliness, GPS devices were leveraged with all trucks departing plant sites to track and communicate with outbound shipments
- Right-shaped inventory in the warehouse, improved SKU count visibility, helped move the warehouse back in house and standardized certain parts to improve cut-to-length and laser cutting responsiveness
- Implemented and operationalized interregional parts movement at scale, while improving the supply chain planning/execution capabilities

### RESULTS

The customer brought consistency to the manufacturing processes and delivered product to the marketplace as planned.

- High Profitability
- A Multi-Year Sole Source Contract worth \$200 million+

*"After engaging two firms that were unsuccessful in delivering acceptable results, we found Venetia Partners. Their leaders brought the skilled capacity and intellect to help us solve perhaps the most complex supply chain issue we had ever faced."*

VP, Automotive Products

### ABOUT VENETIA PARTNERS

Venetia Partners, an international boutique firm of operational solutions experts, drives rapid performance improvement, real outcomes and an immediate impact on the bottom line. Its no nonsense approach to fix, build or transform operational challenges often associated with the supply chain makes it sought after by large manufacturing and distribution companies and private equity firm owners. Venetia Partners operates out of nine major markets including Atlanta, Chicago, Pittsburgh, Shanghai and Milan.

To speak with an expert, please call 800.607.0910 or email: [sales@venetiapartners.com](mailto:sales@venetiapartners.com)