



# Case Study Chemical Management Services (CMS)

## Business Challenge

A large aircraft OEM managed its own chemicals purchasing for multiple manufacturing sites. Given the complexity of its enterprise platforms and data management systems, the customer struggled to gather a comprehensive view of total chemicals usage. This led to a series of stock-outs that resulted in machine downtime.

The customer was challenged to:

- Reduce chemical management and inventory carrying costs
- Attain a consolidated view of chemicals across sites, including coolants, adhesives, sealants, cleaners, solvents, hydraulic fluids, and other chemicals
- Utilize technical data to support life cycle management, inventory optimization, and **robust forecasting**
- **Gather constituent data for environmental compliance**
- **Continuously reduce use and cost of chemicals**

## Results

Incora's integrated solution provided notable cost savings and efficiencies for the customer:

### EFFICIENCIES GAINED

- Consolidation of 98% chemical spend across multiple sites
- 90% reduction in chemical storage footprint
- 96% OTD rating over 4 years (from 82%)
- 0.45% scrap rate over 4 years (from 10%)
- 2-day order cycle time (compared to 5-7 days)
- 1 week average inventory turn (compared to 4 months)
- Accurate environmental and financial reporting
- Reassignment of internal resources to higher value workflow

### \$3M ANNUAL COST SAVINGS

Reduced costs across multiple departments, including:

- EHS Labor
- Purchasing
- Use and distribution
- Logistics
- Waste disposal
- Chemical purchasing

## Incora™ Solution

Incora's integration of the **tcmis™** data management platform and multi-year CMS contract provided the customer with:

- Chemical gatekeeping/approvals
- Inventory planning, purchasing, and forecasting
- Quality Assurance inspection
- Off-site inventory control
- SDS management for 3,000 documents
- Drop shipments
- Just-in-time replenishment to point-of-use
- Consolidated invoicing to one monthly bill

Incora deployed barcode scanning equipment to securely track chemical movement to multiple sites, ensured appropriate inventory levels were maintained, and minimized shelf-life expiration. Incora's solution also provided accurate financial and environmental reporting.

**With Incora CMS,  
the OEM regained  
full control of its  
chemical inventory**