

Case Study

Chemical Management Services (CMS)

Transforming Chemical Management For A Leading Aircraft OEM

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, they struggled to gather a comprehensive view of total chemical usage. This led to a series of stock-outs that resulted in machine downtime.

The customer was required 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 the use and cost of chemicals



Incora Solution

To address the customer's challenges, Incora™ implemented a tailored chemical management solution that improved visibility, streamlined procurement, and optimized inventory control.

By integrating the tcMS™ Data Management Platform with a multi-year CMS contract, Incora was able to provide:

- ✓ 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

Results

With Incora CMS, the OEM regained full control of its chemical inventory. The integrated solution provided notable cost savings and efficiencies for the customer through:

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 & financial reporting
- ✓ Reassignment of internal resources to higher-value workflow

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

\$3M Annual Cost Savings

Reduced costs across multiple departments, including:

- ✓ EHS labor
- ✓ Purchasing
- ✓ Use and distribution
- ✓ Logistics
- ✓ Waste disposal
- ✓ Chemical purchasing

Key Successes



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