



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**
- **Gathering constituent data for environmental compliance**

Results

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

EFFICIENCIES GAINED

- Consolidated 98% chemical spend across multiple sites
- 90% reduction in chemical storage footprint
- 96% OTD rating
- 2-day order cycle time (compared to 5-7 days)
- 1 week average inventory turn (compared to 4 months)
- Online access to 3,000 SDSs
- Accurate environmental and financial reporting
- Reassignment of internal resources to higher value workflow

\$5M COST SAVINGS

- Optimized chemical spend
- Inventory carrying costs
- Scrap and disposal costs
- Gas cylinder consolidation
- Labor reduction
- Retired legacy IT system

Incora™ Solution

Incora's integration of the **tcmlS™** 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
chemicals inventory**