

# ~~COMPLICATED~~ CUSTOMIZABLE

## ABOUT

### CUSTOMER

A multinational metals & mining corporation in Canada

### PROJECT

Medium voltage cable

### CIRCUMSTANCE

Expedited service and deliverables required to meet less than standard Minimum Order Quantity (MOQ) and faster lead time

A large multinational and one of the world's largest metals and mining corporations in Canada was looking for a medium voltage cable solution. The demand necessary to complete the installation was under the Minimum Order Quantity (MOQ), and they needed it faster than the standard lead time. A typical industry lead time for this type of cable at the time would see deliveries above 20 weeks.

Southwire SPEED™ and CableTech Support™ Services partnered utilizing their agile platform and engineering knowledge to offer a custom alternative to the requested cable which met all of the customer's requirements, and through SPEED™, Southwire was able to deliver the precise quantity the customer originally wanted which was roughly two-thirds of the typical MOQ. Southwire was the only one in the industry to handle such a custom request so quickly by utilizing the Southwire SPEED™ Services. Due to the services provided by Southwire SPEED™ the order shipped and successfully delivered 5 weeks earlier than the industry standard lead time.

## THE BENEFITS OF RECEIVING A FASTER DELIVERY AND A FLEXIBLE MOQ INCLUDE



On-time installation scheduling for the contractor and precise material in relation to the engineered quantities.

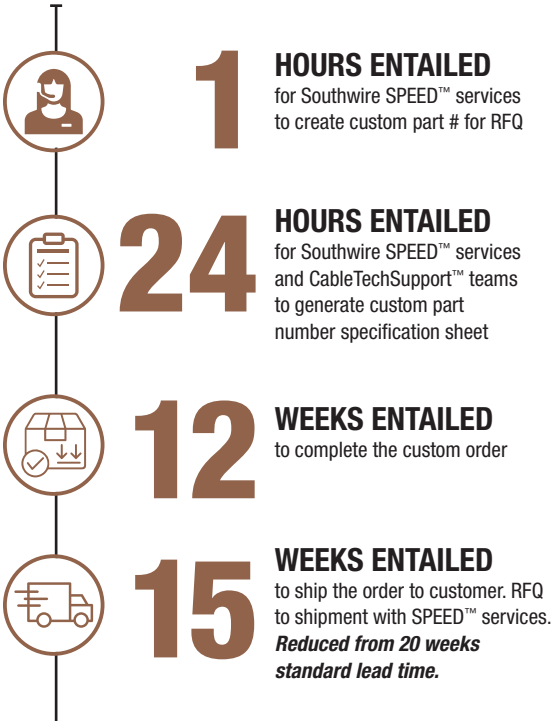


Having to carry excess inventories to meet manufacturers standard MOQ requirements.

This savings helps to avoid over budgeted storage and carrying costs for materials above and beyond the scope of the work. Southwire SPEED™ services caters to customer's customizations through expedited deliveries, allowing them to stay on time, on budget while reducing the unwanted alternatives of having to re-engineer or be forced into utilizing only standard alternatives.



## TIMELINE

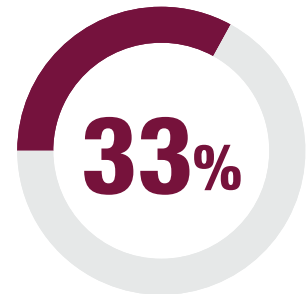


## BY THE NUMBERS

### LEAD TIME REDUCTION



### MINIMUM ORDER QUANTITY REDUCTION



### RFQ TO SHIPMENT

