

# Supply Strategy Simplifies Sourcing



“Quadrem’s work for us was really about doing a supply chain audit and then providing recommendations based on their expertise. We were able to fix what was broken, prioritise, and of the 30+ initiatives they recommended across the wider supply chain, so far we have implemented 23 of them.”

*Aaron Latimer, Supply Chain Manager, Dynamic Controls*

## CASE STUDY

### Background

Dynamic Controls has been the world’s leading manufacturer of control systems for medical mobility equipment for over 30 years, including the world’s premier supplier of electronic control systems for power wheelchairs and scooters. Dynamic Controls is a global organisation with corporate headquarters in New Zealand and regional offices in the United Kingdom, North America and Asia.



### Challenge

Dynamic Controls had undergone a number of management and reporting changes in the previous year and the new team inherited several issues including a lack of supply chain and procurement basics, tools and applications not utilised to their potential and poor data management to support targeted cost improvements. The result was a fragmented approach with little focus on category management, which in turn created higher than acceptable stock and WIP inventories and a more expensive operating base.

### Solution

Quadrem conducted a month-long comprehensive supply chain audit with an overview of the company supply strategy, its sourcing skills for both New Zealand and China operations, warehouse and logistics, Sales and Operations and LEAN Supply Chain fundamentals. Quadrem provided 31 specific recommendations to improve business and company profitability, including a value chain approach where initiatives and projects were bundled into manageable streams like Organisational Structure, Supply Chain Strategy, Sourcing, Inventory Management, Purchasing, Process and Planning.

### Results

Dynamic Controls set up three internal work streams to implement the Quadrem recommendations and requested that Quadrem Professional Services (QPS) provide support for their sourcing efforts

- Realigned reporting structures and changed roles for more efficiency
- Developed a revised supply chain strategy document that created more consistent supplier management and eliminated multiple approaches
- Modified systems to reduce raw material inventory and part shortages
- Simplified the planning process by taking a more holistic approach that emphasized a bundled value chain framework for projects and initiatives



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