

CASE STUDY

Delivering Innovation and Efficiency in Custom Machine Builds

Introduction

The Speed to Market Case Study explores how Alacriant, a manufacturing partner, successfully addressed a time-sensitive challenge faced by a customer with a 21-unit machine build requiring a specialized attachment for their end user.

Problem statement

Our customer urgently needed a custom attachment for a 21-unit machine build but lacked the time and resources for an internal production. The tight deadline required samples within a week and full production completed four weeks later. Processes involved in the build included laser cutting, forming, machining, welding, paint, assembly, and kitting.

Methodology

Alacriant provided budgetary pricing within 24 hours of the customer's request.

- **Engineering Collaboration:**

The engineering department collaborated with the customer to modify prints, reducing costs and improving manufacturability.

- **Rapid Prototyping:**

Utilized the Prototype division to produce the first components in days.

- **Efficient Production:**

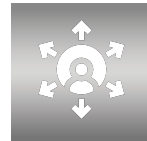
The weld team completed the first unit in under a week for customer evaluation.

- **Full Production and Kitting:**

Once approved, the additional 20 units were produced per the schedule, including kitting for streamlined shipping.



Objectives



Support

Alacriant provide rapid support for the customer's custom attachment requirements.



Delivery

Alacriant deliver samples within a week and complete full production in four weeks.



Costs

Alacriant enhance cost efficiency and manufacturability through engineering collaboration.

Analysis

The key findings include:

- ➔ Alacriant's rapid response and collaboration mitigated time constraints.
- ➔ Engineering modifications by Alacriant enhanced cost-effectiveness.
- ➔ Alacriant met tight deadlines with efficient prototyping and production.
- ➔ Alacriant streamlined logistics complexities through kitting.

Lessons Learned

- Swift collaboration is essential for meeting tight deadlines.
- Engineering modifications can enhance cost efficiency.
- Kitting simplifies logistics and adds value to the customer.

Recommendations

Based on the success of this case study, we recommend exploring similar collaborative projects to enhance efficiency, reduce costs, and streamline logistics.

References:

Internal project documentation and reports.

Client feedback and communication records.

Literature Review (if applicable)

While not directly applicable, the case study draws on Alacriant's expertise in rapid prototyping, collaborative engineering, and streamlined manufacturing processes.

Solution or Outcome

The outcomes of the case study are as follows:

- The customer received samples within a week and full production four weeks later.
- Kitting facilitated direct shipping, eliminating the need for re-packaging.
- The partnership approach resulted in the customer being awarded additional units.

Conclusion

The Speed to Market Case Study demonstrates Alacriant's commitment to innovation, efficiency, and customer satisfaction. The successful partnership approach not only met immediate needs but also resulted in the recognition and award of additional projects.