

CASE STUDIES

\$20 Million Business Expansion

Problem to be Solved:

Distribution company with \$60 million in sales was at risk of losing their largest customer who decided to select one company in the industry to be their primary supplier.

Solertis Response:

- Represented Operations Department in planning for customer visit
- Led customer's staff and their consultants on tour of distribution center
- Represented Operations in Q&A session with customer's staff and senior management of distribution company

Results:

- Large customer awards contract to this distribution company adding \$20 million annually in sales
- Solertis assists with immediate implementation of processes, procedures and material handling equipment to support a 30% increase in business