

## CASE STUDY

# On The Move With Rail

### Client:

A supplier and system integrator for safety solutions in rail transportation.

### Challenge:

Wire harnessing not a core competency, plus a lack of workforce and manufacturing floor space, both needed to grow capacity.

### Solution:

Outsource key assembly operations to a proven supply chain partner which allowed the company to redeploy their workforce in other areas and free up manufacturing space.

### Results:

- OEM able to meet industry demands and grow their business
- Customized production of key components with Just in Time (JIT) delivery
- Improved manufacturability resulting in production efficiencies and a reduced Bills of Material (BOM)
- Successful manufacturing relationship resulting in ongoing collaboration

### THE CLIENT

Through strategic outsourcing ALTEX Wire and Cable solved several pain points for a system integrator for rail transportation with the manufacture of wire harness assemblies for crossing warning systems, braking systems, transit controls and end of train boxes. With an innovative partnership approach and an eye on manufacturability and overall cost, ALTEX became a valued part of the client's supply chain.

### THE CHALLENGE

The client was faced with two key challenges. The first hurdle was a remote plant location which created a challenge in finding enough skilled labor to support the rapid growth in their \$60 billion industry. Additionally, they faced a lack of manufacturing floor space to expand operations to meet the growing demand.

### THE SOLUTION

Based in a bustling metropolitan area, ALTEX had a ready workforce and the manufacturing floor flexibility to support their wire harness requirements and ramp up production quickly.

Moreover, with nearly two decades of experience as a custom manufacturer of wire harness and cable assemblies, ALTEX had the expertise to make pivotal improvements to the manual process through equipment and automation that the client did not have at their disposal.

### THE RESULTS

By outsourcing the wire harness operation from their plant to ALTEX, the client was able to better support growing demands, free up valuable in-house floor space and realize tighter logistics with just in time (JIT) supply from ALTEX.

Through strategic collaboration they also were able to reap the competitive advantage of improved manufacturability and a reduction in the Bills of Material (BOM). Due to a successful wire harness outsourcing endeavor for their plant, the client expanded their strategic partnership with ALTEX to also include harness assemblies for their rail and transit plants.

