

Situation

In the ever-evolving landscape of business, the quest for reliable suppliers can seem like a formidable challenge. The success of any company hinges on its ability to cultivate robust partnerships with manufacturers that perfectly align with their unique needs and aspirations. For Laser Technologies, who've been in the industry for 35 years, this journey wasn't just about sourcing suppliers; it was about pinpointing the right ones within the state of Illinois. As an ISO 9001:2015 certified company specializing in fully integrated turnkey manufacturing services (including motor and generator lamination production and various fabrication services) Laser Technologies is renowned for delivering high-quality components promptly and competitively. With their in-house engineering expertise and round-the-clock production capabilities, they've become an industry faithful.

This is where IMEC's new service, known as the Supply Chain Center, comes into play, ushering in a transformative chapter in how Laser Technologies approaches the identification of their perfect suppliers. Made possible through funding from the Chips and Science Act and a close collaboration with Illinois Manufacturers' Association, the Supply Chain Center serves as an extension of the manufacturers we partner with. Its primary mission is to seek out reliable and well-suited suppliers tailored to the specific project needs of manufacturers, not only revitalizing domestic manufacturing in the United States but also ensuring its enduring presence. In essence, we are instrumental in bridging supply chain gaps and fortifying the resilience of supply chains.

Solution

The journey began with a simple conversation. Our supplier scouting coordinator adopted a concierge approach, eager to understand Laser Technologies' unique needs and aspirations. They delved deep into the "why" behind Laser Technologies' search for new suppliers, exploring their previous experiences and the challenges they had encountered. This initial dialogue set the foundation for a transformative partnership.

From that point onward, the lines of communication remained wide open. Our supplier scouting coordinator consistently provided Laser Technologies with a curated list of manufacturers who, on paper, seemed to be a fit for their current needs. This wasn't a one-and-done effort; it was a continuous process of nurturing and refining the supplier pool.

Amanda Ratliff, Laser Technologies' Point of Contact (POC), became the focal point of this dynamic collaboration. Feedback flowed freely, as we sought Laser Technologies' input at every turn. This iterative approach ensured that the suppliers recommended were not just good on paper but were genuinely the right fit for Laser Technologies' unique requirements.

Results

- Facilitated connections faster and more efficiently than doing it in house
- Delivered a supplier match list which included 6 suppliers vetted and ready to work with Laser Technologies
- 2 manufacturers from the supplier match list quoted for their current project

"Through our partnership with IMEC and the Supply Chain Center, Laser Technologies experienced transformative benefits. They gained access to a network of reliable suppliers, both for immediate project needs and future collaborations, while also streamlining their supplier engagement process. The biggest takeaway? Laser Technologies highly recommends utilizing the available resources, emphasizing that seeking help can pave the way for future success."

Amanda Ratliff, Purchasing Manager