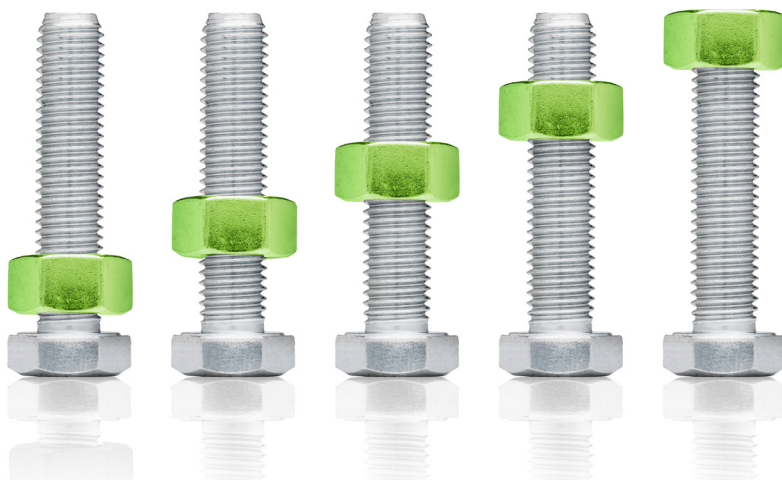




CASE STUDY:

TAILORED SOLUTIONS POWER PRODUCTION & IMPROVE EFFICIENCY

MAKING EVERY CONNECTION COUNT



Automotive | Luxury Vehicle Manufacturer

Optimas International has evolved from a small supplier to a key partner for a leading automotive manufacturer, managing a complex network of customer-nominated suppliers. By streamlining supply chain complexity, coordinating global supplier relationships and improving operational efficiency, Optimas International has helped deliver cost savings, continuity of supply and long-term success.

Real Results, Real Impact

42M

Parts supplied
annually

90%

Customer-nominated
unique SKUs

6,000

Bins on
production floor

Situation

Supporting a complex global supply chain

Optimas International supports a long-term partnership with a global luxury automotive OEM that began in 2003 to support the manufacturer's ambitious production expansion plans. What initially started as a modest point-of-use service, evolved into an integrated supply chain partnership that became critical to the manufacturer's operations.

Today, Optimas International manages a highly complex, customer-directed supply chain environment supporting vehicle production operations. Over 90% of the BOM is sourced from customer-nominated suppliers, requiring close coordination across procurement, supplier management, inventory control and delivery.

Solution

Tailored supply chain & inventory management

Optimas International manages their complete end-to-end ordering. This includes:

- BOM management
- Procurement planning
- Warehouse operations
- Inventory monitoring
- Line-side replenishment
- Delivery to 3,000+ point-of-use locations

Continuity of supply is maintained by providing:

- Strategic sourcing support
- Supplier performance management
- On-site application engineering
- Quality assurance
- Global supplier network management

To support production continuity, the programme implements:

- Vendor-managed inventory solution
- 6,000 production bins incorporated
- On-site operational personnel
- Real-time inventory analysis & replenishment

This integrated approach enables the effective coordination of customer-specified suppliers while maintaining production-critical delivery performance.

Results

Delivering scalable operational performance

The programme currently supports the annual supply of more than 42 million parts across 1,000+ managed SKUs.

Challenge

Managing scale, complexity & supply chain continuity

As vehicle production grows, the complexity of inventory and supply chain management increases significantly. Although the average cost of fixings within each vehicle is approximately €350 - representing only 0.16% of the vehicle's average value - the operational challenge associated with managing these components is substantial due to the high volume of SKUs, diverse global vendor base and multiple point-of-use delivery locations across the manufacturing facility.

The programme requires the management of more than 150 global supplier relationships on behalf of the customer, including supplier performance management, quality assurance and continuity of supply. Many supply routes involve international transactions requiring coordination across multiple regions, while maintaining uninterrupted production performance and inventory accuracy.

Through this long-term partnership, Optimas International has helped manage customer-specified suppliers while delivering full operational responsibility for procurement, inventory management and production-critical delivery performance within a complex global supply chain environment.

ABOUT US

Optimas International is a tech-enabled industrial distributor providing fasteners, components, inventory management and supply chain solutions across APAC & EMEA. Partnering with domestic and global manufacturers, the company delivers bespoke, engineering-led and technology-enabled programmes designed to improve efficiency, quality, supply chain resilience and profitability for its customers.

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