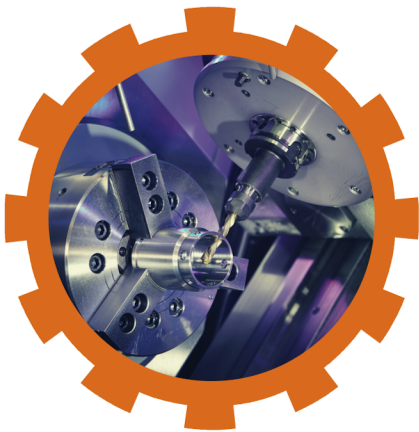


About the Company

MES is a global manufacturing and supply chain organization based in Columbus, OH, with offices in 8 countries and 250 employees globally. MES focuses on purchasing and sourcing custom-engineered products globally from quality suppliers, managing the entire supply chain and inventory at local warehouses, and shipping just-in-time to customers.

MES helps North American OEMs by managing the entire outsourced manufacturing process. Their focus is primarily on castings, forgings, extrusions, assemblies, and machined parts with automotive, lighting, construction, agriculture, electrical/power applications, etc.



By the numbers

	2014	2022
 RFQs	37	1,354
 Customers	15	154
 Suppliers	35	340
 Countries	2	14

CHALLENGES



Increase of Request for Quotes (RFQs)

MES has long been an agnostic company where it sources its custom-engineered products on behalf of its customers. It has offices in 8 countries with sourcing engineers across almost 20 cities to be close to their suppliers and engage in supplier development activities.

Customers Needing Quotes

MES had added several new Sales Account Managers (SAMs) to develop new markets such as OEM Automotive, EV, Agriculture, and Electronics customers. As SAMs became more established in their markets, the RFQ activity grew rapidly.

Additional Suppliers

Due to Covid, most customers were now open to having their products sourced globally. While all customers would love to have their products sourced locally in North America or Europe, finding a supplier base that can support the required capacity, cost, and quality levels is impossible. The MESH on-site visits to suppliers and ratings were a game-changer when the MES team needed to choose and develop suppliers quickly.

Global Reach

Because these additional resources focused on growth and changes in customer priorities to source globally, MES experienced a huge drain on their resources if they managed everything using conventional emails, excel, and PDF files for quotes, supplier communications, and customer quotes.

THE SOLUTION



MESH RFQ and MESH SRM have allowed MES to scale their operations and keep up with the demands of supplier development, supplier quotes, and customer inquiries. MESH has enabled MES to make 1354 RFQ inquiries with almost 350 suppliers in 2022. The MES team reviewed 6700+ supplier quotes in 2022 alone with just two estimators.



MESH has been a game changer for accuracy, speed, and retention of information. We've been able to digitize sourcing and purchasing allowing us to standardize and streamline our systems and processes.

RANDY R.
VP of Sourcing, Transportation, and Quality Engineering

BENEFITS



1

Ease of Use

Ease of use for Estimators, Sourcing engineers, and Commodity managers: MESH has also allowed MES to customize templates for almost 13 different manufacturing processes. Commodity managers like using this platform since the templates they use are customized for their and their supplier's use. MESH also makes sending requotes out updating drawing files or specifications easy as engineers frequently change designs.

2

Supplier Enablement

Supplier Enablement: MESH's critical benefit is its sensitivity to make suppliers' lives easier. Suppliers are not required to do extensive registration. If they like, they can submit quotes in MESH-linked templates or upload excel files, which MESH can read and develop standard quotes for review. This allows a much higher supplier engagement. MESH is also deployed on a cloud platform, which is global, to allow suppliers in different countries access easily while maintaining high-security protocols. MESH improves efficiency by allowing buyers and suppliers to communicate easily about specific RFQs.

3

Streamlining Sales Processes

MESH has enabled sales managers to engage with sourcing teams very effectively. Gone are the days of uploading all files on SharePoint or emailing them to each other. Sales can also upload them directly into MESH to have a "single source of truth" throughout the entire sales cycle.

4

Quality Engineering

APQP and quality engineers can access these files at any time to understand the progression of designs and previous communications with customers or suppliers.

