

CASE STUDY: Taylor Communications Enhances Value to Partnership with Medical Equipment Manufacturer



Situation

A leading manufacturer of home and long-term care medical equipment that serves markets in over 80 countries was looking for a vendor to handle label production for its products. Because the quality and performance of its equipment directly impacts the health and well-being of consumers, the company is heavily regulated by the U.S. Food and Drug Administration (FDA). This means that the quality of the vendors' products, processes and services are major issues as well.

A longtime Taylor Communications customer primarily using printed check solutions, the client entertained quotes from multiple sources for its label needs and looked thoroughly at what each had to offer. Then, after visiting Taylor Communications' production facility in Radcliff, Kentucky – located just a few hours from its Ohio headquarters – the client made the decision to move forward with Taylor Communications.

Solution

Taylor Communications worked with the client to reduce costs by standardizing materials and increasing production efficiency. Creating standard templates for label designers saved time and money while streamlining processes. And by developing a VMI (Vendor Managed Inventory) program, administrative burdens were lifted – freeing up valuable resources as Taylor Communications took over control of managing inventory levels.

Benefits

Expanding its partnership with Taylor Communications reaped sizable rewards for the client. It achieved the product quality required to meet FDA guidelines while using an existing, trusted vendor. And, as the positive effects and cost savings from the newly implemented solutions continue to be realized, the value of the relationship will expand even further over time.

Taylor Communications' Manufacturing Parts Solutions offer customers comprehensive quality, performance and efficiency that lead to reduced costs and greater consistency. With printing, technical and creative support, as well as supply chain and inventory management services, Taylor Communications delivers unmatched value at every stage of the product lifecycle.

Client:
Medical Equipment
Manufacturer

Market:
Medical Equipment

Solution:
Durable Labels

Services:
Label Consolidation and Standardization,
Vendor Managed Inventory (VMI)

Benefits:

- High quality labels that meet FDA guidelines
- No stock outs
- Cost savings