

Setech Supply Chain Solutions



Go to www.setech.com/accolades
for entire article.



www.setech.com

Who We Are

Setech Supply Chain Solutions, LLC

Corporate Offices in

- Murfreesboro, Tennessee
- Belmont, North Carolina

Founded in 1982, manufacturing automation equipment & aircraft components
Indirect Materials Management since 1988

People

- On-Site Labor
- Off-Site Support
- Management Team
- Client Liaison

Process

- Procurement
- Storeroom
- Technical Services
- Simplified Payables

Technology

- Specialized Software
- Cloud Capable ERP
- Approval Workflows
- Client Access

SETECH Business Model

Our Business is the Management of Indirect Materials and Selected Production Parts

- No franchised product lines
- Loyalty to the client and their best interests
- “Supplier Neutral” – Best product for the application, at the best price, at the right time

In-Scope Products Passed Through at Cost (No Mark-up)

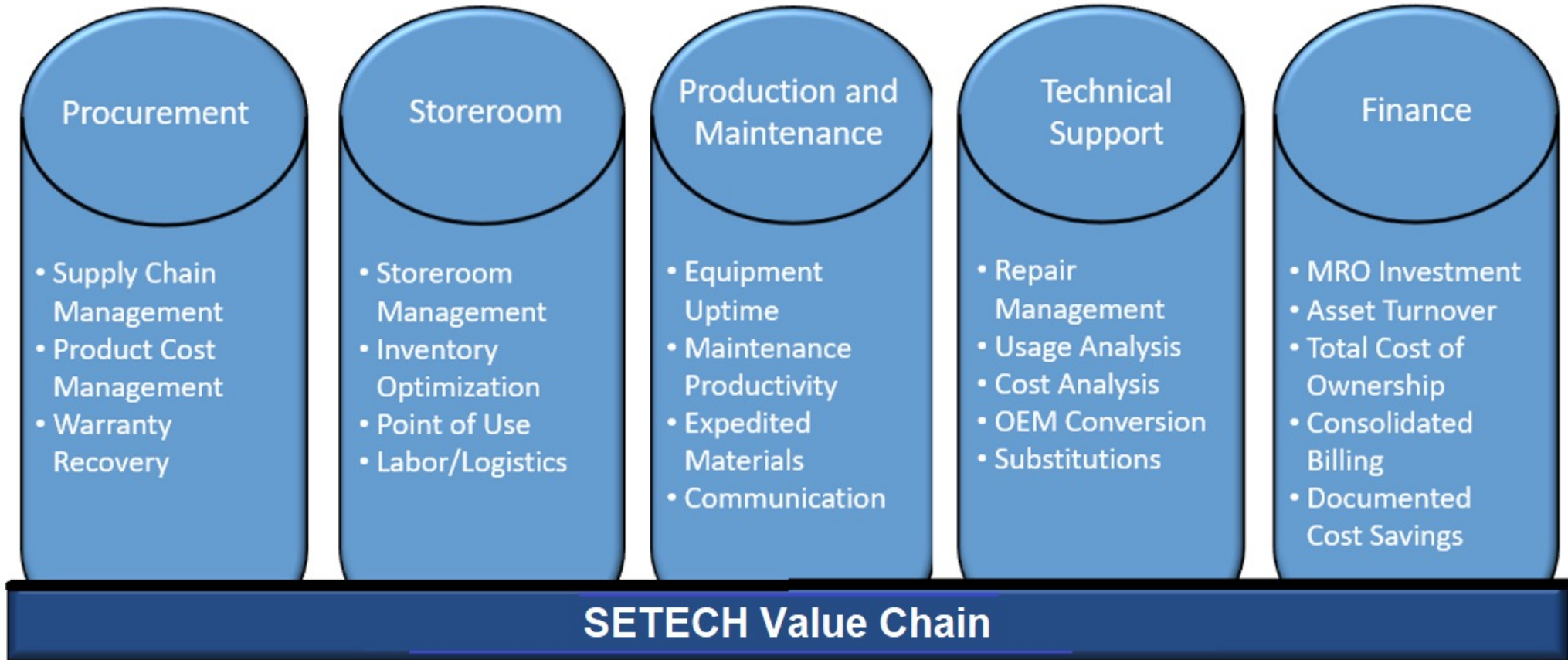
- No hidden costs / margins

Compensated for Services Provided

- Dedicated on-site and shared off-site personnel
- Management fee

Lower Operating Costs Compared to Distribution Based Integrators

Pillars of Our Business



SETECH – Program Components

- Pure Integrator
 - No Manufacturer Loyalties
- Total Cost Savings Focus
- Improved Storeroom Fill Rates
- Inventory Reduction
 - VMI Consignment
- Plan for Every Part
- Warranty Recovery
- Spare Parts Repair
- Tool Calibration Management
- Obsolescence Recovery
- Production Sourcing
- Custom Parts Management
- OEM Conversion
- Reverse Engineering
- Blueprint Tooling Experience
- Share the Spare
- Electrical Expertise
- Global Experience
- Spend Optimization
- Parcel and Packaging Optimization
- PPE Manufacturer Support

Partner Capabilities

- Electrical Component Purchasing
- Plant Electrical Infrastructure, Engineering, and Installation
- Substation Preventive Maintenance and Testing



**Packaging
Optimization**

- Outsourcing and Packaging Management
- Packaging Design
- Full Equipment Supply and Maintenance



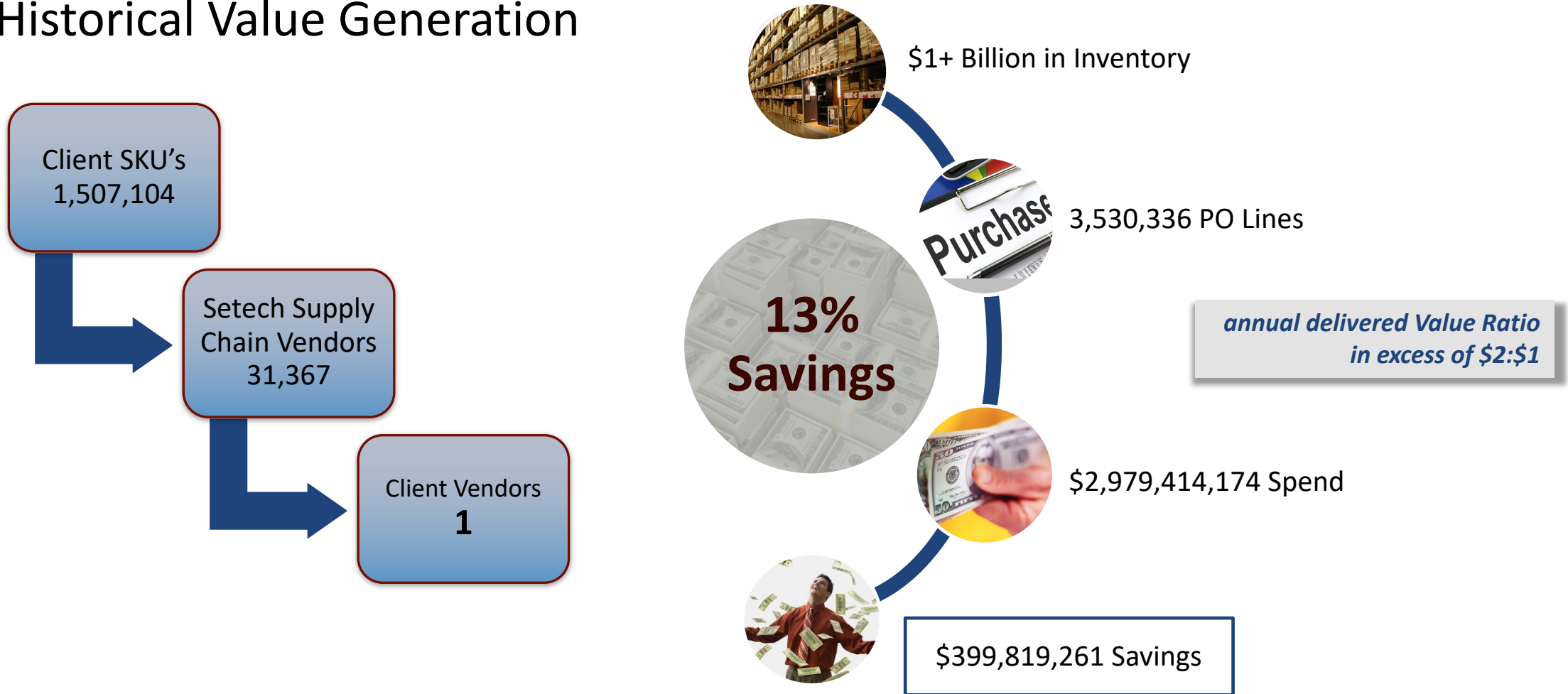
- Component Sourcing
- Fabrication Services
- Power Transmission Solutions



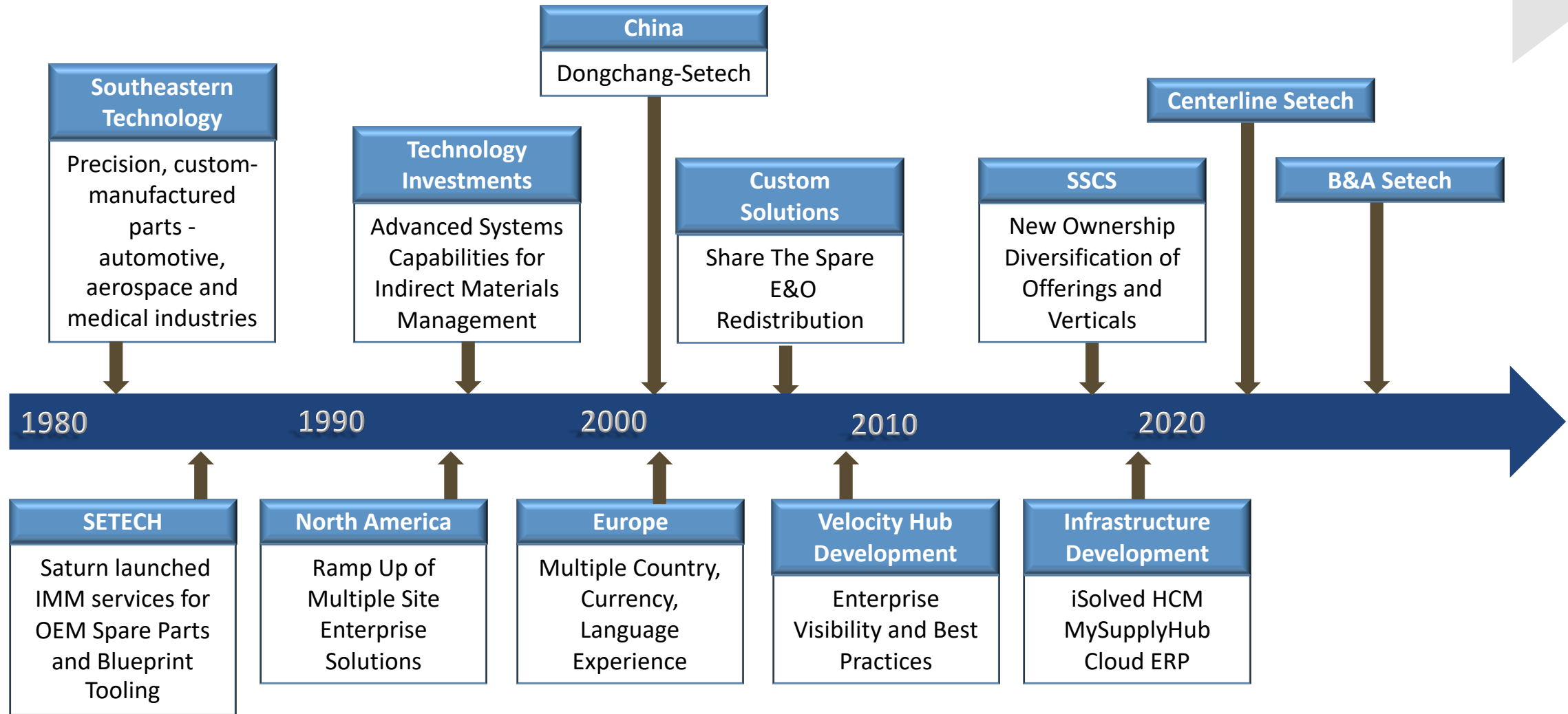
- Spend Analytics
- Contract Pricing Compliance
- AP Auditing

Savings Centered Solutions

Historical Value Generation



Evolution and Refinement



Case Study 1: Delphi Automotive

The Delphi logo consists of the word "DELPHI" in a bold, blue, sans-serif font.

Reduced inventory from \$145 million to \$70 million.

Situation: Delphi Automotive had 18 locations and \$145 million in MRO spare parts inventory in North America. They contracted Setech to formalize and execute a plan to optimize this inventory and reduce it to lowest level obtainable without jeopardizing production downtime.

Complication: None of the 18 locations were tied together and worked independently on various ERP platforms and had no visibility to other locations' inventory and assets.

Result: Setech deployed and implemented our world-class inventory management system to all 18 locations giving each site visibility to any location's inventory, cataloged all items at each location, and established correct min/max to be kept at the plant, based on usage through our Plan for Every Part. We then established a centralized warehouse where each site could send their excess inventory that could be deployed to any location when needed. The end result was the overall inventory burden went from \$145 million to \$70 million.

Case Study 2: General Motors



Production increased by 4900%

Situation: General Motors was contracted by the Federal Government to convert from manufacturing electronic automotive components to medical ventilators at its Kokomo, Indiana plant during the peak of the COVID Pandemic.

Complication: Setech had 21 days to implement an indirect materials storeroom and procure all spare parts needed on Day 1 of production and set up strategic point-of-use locations for critical parts using a BOM of manufacturers we had never dealt with before.

Result: Setech created an indirect materials storeroom, obtained all parts needed and trained over 100 new employees in 21 days to be ready for Day 1 of production to support GM's production of 400 ventilators a day, compared to the 8 that the original manufacturer was producing.

Case Study 3: Borg Warner



Indirect materials spend cut by two-thirds.

Situation: Borg Warner contracted to take over indirect materials management at one of its electronic component plants that was spending much more than anticipated with the incumbent service provider

Complication: Borg Warner had spent 1.5 million dollars the previous year with the incumbent service provider when they only had an indirect materials budget of \$600k for the plant and very little visibility to usage or pricing from incumbent supplier.

Result: Setech implemented an indirect materials program at the plant that resulted in the indirect materials spend in year one to go from \$1.5 million to \$480k without any loss in productivity at the plant.

Accolades for our work!



MANUFACTURING TOP 10
LEAN MANUFACTURING
CONSULTING/SERVICES COMPANIES - 2018

SETECH Supply Chain Solutions Optimizing Supply Chains with Lean Strategies

When General Motors and Toyota collaborated for a joint venture in the early 1980s, William C. Shriver, an executive at GM for over a decade, received firsthand access to the renowned Toyota Production System. Like a hungry scholar, he absorbed every last detail and became a walking encyclopedia in the lean materials management spectrum. Using his newfound savoir-faire, Shriver went on to help countless clients with both direct and indirect supply chain needs.

Fast forward to thirty years later, Shriver and his team at SETECH Supply Chain Solutions, a southeastern-based lean manufacturing consulting firm, are applying the same proven methodologies, even as his competitors tend to focus more on a technology-aided supply chain transformation strategy. "We're more grassroots, and provide a 'place for everything and everything in its place' SS approach. We're unique because we focus on client's pain points and transformation platforms," says Shriver, the CEO of SETECH.

by a startup that didn't have any supply chain capabilities, SETECH proposed to create a strategy and subsequently put a fully functioning system in place.

“On the direct side, we're typically able to reduce inventory by 50-75 percent, improve cost of goods sold by three to five percent and on the indirect side achieve consistent 10-15 percent year-over-year cost savings**”**

Shriver highlighted other such recent examples of a client in the chemical industry failed an audit and spare parts lying all over the place. The client's situation by surveying the SS approach, they were able to utilize the SS approach to potential extent.



Grow Company, Reduce Cost, Deliver Real Value with Setech Supply Chain Solutions.

The Silicon Review

The Setech journey began in 1982 as a manufacturer of automation equipment and aircraft components and then medical implants and surgical hand tools. But the company today is known for its reliability-centered supply chain solutions, which increase equipment availability through process-driven best practices in Indirect Materials Management.



Bill Shriver, CEO of SETECH

The company's programs supported by Certified Reliability Leaders are completely flexible and can be configured to client requirements, scope, and scale – from Consulting to Software-as-a-Service to fully Outsourced Solutions. Setech's Pure Integrator model for Indirect Materials Management and Reliability as a Service model truly aligns with the best interests of its clients, focused on reliability, reduced spend, and optimizing assets to increase client profitability.

Having begun his journey with Setech as a consultant, Bill Shriver today leads the company as its CEO. We recently interviewed him to know more about how the company is leading when it comes to delivering quality solutions in its target sectors. Read on for the excerpts from the interview.

Q. Can you explain about your services in brief?

Setech is a full outsourced Indirect Material Manager as well as a supply chain solution service provider that has been in business since 1988 (sourcing to requisitioning to inventory management to payables). Over the past 30 years we have a proven history of providing a value generation on a 2:1 ratio. That means whenever a customer invests in SETECH we will turn generate twice that much in savings.

Q. How successful was your first project? Share the experience.

Our first project was at the GM Saturn plant in Spring Hill, TN. It was a great experience for a relatively new company to be entrusted by such a large customer as GM. They truly have been a great partner and we still a valued customer.

Like any new startup we had many challenges that were demanding but they were also motivating. It was through our model for Indirect Materials Management. This led us directly to our later success in launching our new vendor business last year in less than 3 weeks.

Integration Difficulties

Entire articles are at www.setech.com/accolades

Serving Diverse Industries



ultium cells



CATERPILLAR



BorgWarner



BOMBARDIER



TEXTRON



CSX

Continental

HUNTSMAN

DELPHI



Abbott
A Promise for Life



ISUZU



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