**Case Study - 1**

**Keeping the Body Shop Up and Running with Integrated Production Management System**

How ENWPS helped Tata Motors keep its Automated Body Shop running in the event of an unexpected disruption in the supply chain.

**Client Brief**

Our customer based in India is Tata Motors Ltd, a leading automotive manufacturer in India.

**The Context**

While cost, quality and efficiency are among the key metrics that any organisation – manufacturing company, financial institution, or a service agency – strives to improve upon all the time, in this case the specific requirements were for the Automated Body Shop and all the associated processes and supplies.

Seamless supply of parts during holiday season is a great concern, especially when a supplier turns you down at a stage when that particular product line is the most required.

Searching reliable and competent supplies in such situations is a big ask and can be very costly, a situation all prudent managements would like to avoid.

**Key Challenges**

* Quick turnaround jobs
* Precision machining/manufacturing
* Tolerancing & finishing
* Target costing, and
* Cost saving through compact packing.

**The Solution**

The customer in this case is not only known to us, but based on the past experience we are in the good books of this company. They consulted us and wanted to source this job through us considering our proven credibility. The protocols were set, technical documents were exchanged along with a target pricing.

Finding suitable machine shop that could stop its existing production and help us was a Herculean task. Our Sourcing guys could manage this situation very well within the target price and time schedule.

Shipping the job was another task since the contract was not clear for Incoterms. Considering the urgency, we shipped it DAP and did all shipping the documentation to ensure that the parts were delivered in time.

**The Result**

The Solution enabled the customer to assemble the job in time for trials and deliver the same to the end customer.

They could work within the targeted project cost and time, and we were rewarded with repeat orders.