

Developing a Consistent Supply Chain for a Global Corporation Expanding into Latin America

A global corporation decided to expand its presence, making acquisitions in various Latin American countries, including Central America, Argentina, and Mexico. Their goal was to provide end-users with access to the latest technologies customized to the markets in which they operate.

Challenge

Ensuring continuity of supply for specialized consumables used in laboratories



Solution

Our Global Solutions team provided the customer with:

- A Global Exports account to purchase in the U.S. and export to the different markets where they operate
- Dedicated sales, customer service, and logistics teams focused on accounts purchasing for export
- Support to homologate product needs to drive simplicity, ensure consistency, and generate cost savings

Results

The customer benefited from:

- Programmed orders to ensure continuity of supply of critical consumables
- Flexibility to minimize shipping costs for recurrent or large sales versus more immediate, one-time needs
- Partnerships with in-country dealers to provide technical service support for equipment purchases