

NPI Selecting the Correct Supply Partner

The Challenge

The client produced a disposable recyclable one trip keg for bulk liquid distribution.

All keg filling & dispensing valves were incurring significant customer complaints/failures for different reasons.

Valve V4 was designed to address the failures of previous versions including utilising technologies from other industries, Oil & Gas and Pharmaceutical.

No current supplier could manufacture to current design requirements.

The Solution

A number of valve manufacturers were evaluated from food and drinks industries. 4 suppliers were shortlisted based on capabilities and food grade manufacturing capabilities.

Key material identified as possible medium term supply issue, 10 year supply procured and available to free issue to selected supply partner.

A supplier weighted selection criteria was implemented and presented to board for sign-off.

Supplier was selected on the following basis:

- Safety
- Quality
- Capability
- Capacity and future capacity
- Technical capability (New technologies)
- Food grade capabilities
- Manufacturing & Assembly solutions
- Timeline
- Cost

The Results

Key supply partner was selected and commenced development plan to proposed timescale.

Price per unit including unbudgeted waste below budget target and previous version costs.

Manufacturing / Assembly techniques shared with existing valve supplier to assist short term customer failures.