

FORCE GLOBAL
SUPPLY

Case Study

Electrical Distribution Panel

Boston, Massachusetts

Custom-Designed with
UL-Listed Components

Constructed, Assembled &
Delivered in **34 Days**

Helped **Avoid** Project Delays
and **~\$1.1M in Lost Revenue**

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1

Background & Requirements

In both residential and commercial real estate, reliable electrical infrastructure is essential. From the power plant to the building, every step in the distribution chain depends on specialized equipment like electrical switchgear and distribution panels. Since the COVID-19 pandemic, the U.S. has experienced a significant shortage of these components, leading to supply chain bottlenecks.

This challenge is especially pronounced for smaller projects, such as a local kindergarten or a small residential building that might only need one or two panels. One of our clients, LFI Real Estate, a full-service real estate development company based in Mokena, Illinois, faced this exact issue. LFI oversees the acquisition and development of commercial real estate across the U.S., with a portfolio valued at over \$800 million, primarily in the Chicagoland area.

One of LFI's long-term commercial tenants, a nationwide educational services provider with over 120 locations, encountered severe delays in securing low-voltage electrical distribution panels for new developments. They open 1-2 new locations monthly, but throughout 2023-2024, lengthy lead times were delaying projects and increasing costs. With local suppliers quoting delivery times of up to 12-14 months for a custom-built panel, this was a problem that needed a swift solution.



2

Products & Customization

Force Global Supply (FGS) was asked to look into this issue. FGS, with a longstanding reputation for delivering low-energy lighting solutions and procurement services, leverages a global network of manufacturers to source construction materials directly from factories. Our extensive product offerings include electrical equipment, flooring, millwork, HVAC systems, and bathroom fixtures.

The educational company required a custom low-voltage electrical distribution panel for their latest location in Boston, Massachusetts. With local vendors unable to meet their timeline, FGS were tasked with finding a faster alternative.

3

Sourcing & Product Selection

As an American-owned and operated business with remote teams in Asia, FGS specializes in cutting out middlemen to drastically reduce both lead times and costs for our clients. Leveraging our partnerships with factories across Asia, we began sourcing quotes and information on suitable panel options.

FGS quickly reached out to its network of Asian electrical manufacturers. Within a week, we received multiple quotes. To ensure quality and expedite production, our team flew from Thailand to China to conduct in-person assessments at both established and potential new partner plants. This hands-on approach enabled us to guarantee that the panel would meet U.S. specifications, including UL-listed components, and be delivered as quickly as possible.



4

Negotiation & Cost Savings

For electrical projects of this scale, we have seen savings of up to 70% when sourcing panels from Asia, with lead times as short as 4-6 weeks (excluding shipping). For this project, FGS sourced a panel from a trusted Chinese partner. The client opted for a custom panel with UL-listed circuit breakers, which can be provided by any preferred vendor (e.g., Siemens, ABB, or NOARK). By allowing the factory to propose component options, we were able to optimize both turnaround time and cost.

5

Risk Management & Cost Savings

The panel assembly was completed in-house at the factory, and all of the components, including the UL-listed circuit breakers, met U.S. and international standards. The factory provided detailed technical schematics to the end user within one week for approval, ensuring all specifications were met before production.



By delivering the custom electrical panel in just 8 weeks—compared to the current industry standard of 52—we enabled the school to open nearly a full year ahead of schedule. Our responsiveness turned a 52-week bottleneck into a 44-week head start—allowing the school to turn what would have been idle time into a year of active operation and enabled an estimated \$1.1M USD in revenue.

6 Logistics

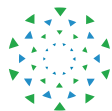
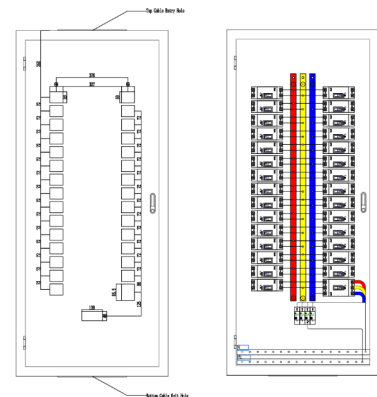


Given the urgency, the client chose air freight to expedite delivery. FGS arranged for the completed panel to be shipped from the factory, to the airport. From there, it was flown directly to Boston, where FGS' shipping partners helped the delivery clear customs and was then transported to the installation site via truck. This streamlined logistics process ensured the panel arrived quickly, allowing the project to proceed without further delays.

7 Conclusion

Through strategic sourcing, direct negotiations, and efficient logistics management, Force Global Supply was able to deliver a custom low-voltage electrical distribution panel in a fraction of the time quoted by local suppliers. By leveraging our global network and cutting out intermediaries, we not only shortened lead times but also provided significant cost savings for the client.

The success of this project underscores FGS's commitment to delivering high-quality, cost-effective solutions to meet the evolving needs of the real estate and construction industries. Whether for large-scale developments or smaller, specialized projects, FGS continues to bridge the gap between global manufacturers and U.S. real estate, ensuring our clients can complete their projects on time and within budget.



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