

INNOVATIONS IN STEEL

Hi-Tech Steel Services

Case Study:
Computer Enclosures

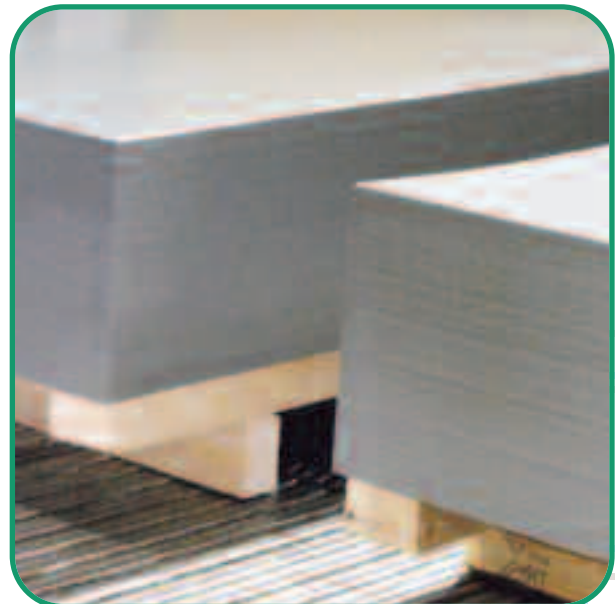
2006 saw HTSS become partners with one of the world's largest Electronic contract manufacturer's. The customer chose HTSS because of the need to be supplied with fully flattened high quality sheet.

Whilst the Multinational Enterprise was thoroughly satisfied with the service that HTSS was providing, HTSS's experienced sales team recognized that there was an opportunity to provide an added value service for the global giant. Consequently, HTSS suggested that the MNE may benefit from its unique consignment scheme.

The results so far...

The Consignment process has been somewhat of a 'giff' for the customer. Indeed, given the simplicity of the scheme, the customer doesn't need to call and order more supplies. With just one click of the button, the customer is able to order more materials. Yet the true beauty of the scheme is that steel is there on the floor, ready to use continuously. Such advantages have earned HTSS praise, such as:

'HTSS is like the partner we didn't know we had'



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