



Case Study Nearfield Systems, Inc.

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NSI is the world leader in providing turn-key near-field antenna measurement systems with over 450 systems delivered worldwide. NSI offers systems ranging in size from tabletop designs to large precision systems for a wide variety of applications.

Their customers use these systems for testing in aerospace and defense, commercial, wireless, automotive and many other applications.

“Just this year, MFG.com has saved the company my entire annual salary. And I’m not cheap.”

Peter Bond
Director of Special Parts
Nearfield

Business Challenge

Nearfield was designing brand new critical parts that required a specific expertise, one that their existing suppliers just couldn’t provide. In the past, they worked with their existing suppliers who wanted the work but were not necessarily qualified. The manufacturers would drastically increase pricing because they would create the part using unconventional and unfamiliar methods, or outsource 80% of the machining to make the part. As a result, Nearfield was paying outrageous prices for the parts with long lead times.

Solution

Nearfield selected MFG.com, the world’s largest online manufacturing marketplace, to fulfill their specialized sourcing needs. With MFG.com, Nearfield was able to easily find qualified manufacturers simply by viewing their online profiles with customer feedback, capabilities and certifications—all before picking up the phone. Nearfield found that MFG.com provided them with access to manufacturers that were uniquely qualified to make not just any part, but that specific part.

Results

MFG.com gave Nearfield access to suppliers that could provide them with more competitive pricing for their parts. When comparing current suppliers’ RFQ prices to the prices they were receiving from suppliers on MFG.com, Nearfield found that MFG.com suppliers provided better pricing with better qualifications.

Objective	Benefits Achieved
Find qualified manufacturers in niche market	Identified niche manufacturers that met their needs
Receive competitive pricing	Found suppliers that could provide fair, competitive pricing
Maintain tight delivery schedule	Gained access to manufacturers that could provide the turnaround time they needed

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