



Case Study U.S. Army

U.S. Army



The Army is the largest military branch in the United States.

Its job is to protect the country and its citizens and is made up of more than 700,000 Soldiers, including active duty and Army Reserve personnel.

The Army's constant need for a diverse range of individual Soldiers, each with his or her own expertise is what sets it apart from other military branches.

"We are working with MFG.com to connect with manufacturers, not just based on proximity to us, but on qualifications, capacity, and price."

Jay Land
Electrical Engineer
U.S. Army

Business Challenge

The branch of the U.S. Army in Huntsville, Alabama was in need of manufacturers that specialized in making machined aluminum housings. Historically, this branch located suppliers based on proximity, but needed to expand their search in order to find qualified manufacturers with the capacity and competitive pricing.

Solution

The Huntsville, Alabama location of the U.S. Army chose to source their parts through MFG.com's online platform, the world's largest online manufacturing marketplace. Proximity to their location was no longer the number one priority which allowed them the flexibility to focus on quality, price and turnaround time.

Results

It was through MFG.com manufacturers that the U.S. Army was able to receive multiple competitive quotes from the type of skilled manufacturers they were searching for.

With such great success on MFG.com, the Huntsville, Alabama location of the U.S. Army is now sourcing the majority of their parts on MFG.com.

Objective	Benefits Achieved
Find qualified manufacturers	Locate manufacturers with capacity to turn parts quickly
Reduce part cost	Expanded pool of qualified manufacturers
Received quick turnaround on parts	Found competitive pricing from quality manufacturers

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