CASE STUDY: Supply Chain Resilience Benchmarking in Manufacturing Sector

COGNITION

CLIENT
Global industrial equipment manufacturer

INDUSTRY
Manufacturing

PRODUCTS
Pumps, compressors, and processing systems

TARGET GEO
Global

BUSINESS OBJECTIVE
- The client, a global manufacturer of industrial equipment, faced persistent supply chain disruptions due to geopolitical tensions and port congestion. They needed to understand how competitors were mitigating risks, diversifying sourcing, and optimizing logistics to maintain operational continuity and customer satisfaction.

OUR SOLUTION
- **Supplier Strategy Mapping**: Mapped sourcing footprints of five key competitors using customs data, import-export filings, and procurement disclosures; validated insights through seven expert interviews with regional procurement heads and logistics consultants.

- **Logistics and Lead Time Benchmarking**: Conducted a comparative analysis of shipping lead times, warehouse strategies, and multimodal transport setups using operational metrics gathered from industry databases and vendor RFP disclosures.

- **Technology & Contingency Planning**: Analyzed use cases of control towers, IoT integration, and predictive AI tools through direct interviews with platform solution partners and logistics experts who had implemented these technologies for tier-1 suppliers.

OUTCOMES

1 Reduced sourcing risk by 15% through addition of nearshore suppliers

2 Improved delivery reliability with multi-route logistics plans

3 Enabled early disruption detection via risk monitoring dashboards modeled on competitor practices