



## DOCUMENTED COST SAVINGS ANALYSIS

### CUSTOMER/CLIENT:

ISG Infrasystems (ISG Fire)

ISG Infrasystems is a world-leading designer and manufacturer of thermal imaging cameras for the highly specialized field of firefighting.

### APPLICATION:

ISG manufactures thermal imaging cameras in their Lawrenceville, GA, facility from the board level to complete product and ships worldwide. When CIS first started working with ISG, they were hiring temp workers to apply spray adhesive to foam die cut components within the manufacturing facility, placing the foam inserts into the hard cases, and then waiting for the adhesive to cure before inserting the thermal imaging cameras.

Country Innovation & Supply took the same configurations on the die cut foam, but changed the material from an open cell foam to a closed cell foam. The reasoning for this material switch was due to the fact that firefighters can become wet while fighting fires. When the thermal cameras are placed back in to the water tight cases, open cell foam holds water and can generate mold and mildew. Closed cell foam will not. In addition, the procurement team was always tied up with hiring temps and could not focus on performing his core duties. CIS offered to provide the die cut foam cases pre-inserted, delivered, and ready to be opened for the receipt of thermal cameras and immediately ready for shipment. This eliminated CFCs (harmful aerosol components in the air from spray adhesives in the manufacturing department) and the cost of time and money to hire temp agents. CIS also changed the water tight case manufacturer for short lead times and hard cost savings.

### SAVINGS:

**Soft Savings:** Eliminating the sourcing and cost of temp workers, eliminated CFCs, shortened lead times on raw materials, and consolidation of vendors in the production process. Changed layout of the products and material to make the product more suitable for ISG's customer.

**Hard Savings:** Lowered total cost of water tight cases by switching from Pelican to Underwater Kinetics. Eliminated the need to source temp workers, saving time and money. Eliminated the sourcing of adhesives and tapes used in the assembly of the products by the temp workers. Provided a better end user product aesthetically and functionally.

**Other Savings:** Greater efficiencies were achieved by receiving in the cases from CIS ready to be loaded with the ISG thermal cameras, increasing production throughput, storage capacity, and having a better product for less cost than the original.

**Over \$100,000 annual recurring total cost savings from Country Innovation and Supply.**

A handwritten signature in blue ink, appearing to be 'Keaton', is written over a horizontal line.

CLIENT SIGNATURE OF APPROVAL

Buyer

POSITION/TITLE

06/22/2013

DATE CONFIRMED