



How well do you know your current supplier?

Industry

Oil & Gas

Application / Products

Preforation equipment and downhole completion valves

Challenge

Running a business can be challenging enough. Good companies confront roadblocks that arise head on and get them solved. But how do you solve a problem that you don't even know exists?

This is exactly the situation that a leading manufacturer of perforating equipment along with other downhole and wireline solutions found themselves in. They were having difficulty getting the parts they needed in a timely manner to keep their production running smoothly. The company decided to search for a new supplier that had the ability to meet their production needs.

Solution

With decades of experience in the Oil and Gas sealing industry, the team from ERIKS began gathering all the requirements from the company. The ERIKS team came back with a proposal for a customized stocking agreement that would not only significantly reduce their lead times and meet their production demands, but also, due to the buying power of ERIKS, would significantly reduce their cost.

Results

The customer was excited with the ERIKS proposal and quickly began transitioning the troubled parts over to ERIKS start supplying, solving the challenge of getting the parts they needed when they needed them. The story doesn't end there however.

Almost immediately after partnering with ERIKS, the customer started seeing a significant cost savings on these high moving critical parts. And after steadily moving over the bulk of their PEEK back-up ring business to ERIKS, the actual savings has been substantial at over 30% compared to what their previous supplier was charging!

As a new customer of ERIKS, they are extremely pleased with the way that ERIKS was able to not only solve the issue they had, but the one they did not even know about. So much so, they have asked ERIKS to look at supplying additional components.

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