

CASE **STUDY**

REPLACEMENT

**SPECIAL ELECTRIC
MOTOR SOURCED FOR
MEDICAL EQUIPMENT
MANUFACTURER
CUTS DOWNTIME
FOLLOWING
BREAKDOWN**

CS240
TRACKUP ID: 14172



HAYLEY
DEXIS

HAYLEY DEXIS DRIVES // PHARMACEUTICALS

Focus on **value** **TRACK
UP**

THE SITUATION

A manufacturer of hospital and surgical products had suffered a breakdown to one of their main compressors, during the week before Christmas.

The Utilities Manager at the production facility contacted the local HAYLEY DEXIS team who assisted in the inspection of the failed unit.

It was discovered that the electric motor on the line was the cause of the fault, and this was removed and taken to the HAYLEY 247 DEXIS workshop, for repair.

THE SOLUTION

Once the unit arrived at the workshop, it was stripped and inspected, with a report compiled for the customer. HAYLEY 247 DEXIS engineers deemed the motor was beyond repair due to the severe internal damage it had suffered. The motor was also a special unit, with no off-the-shelf replacement available.

The customer contacted the manufacturer of both the compressor and electric motor, while the team at

KEY VALUE AREAS



INCOME



SPEND

HAYLEY DEXIS used their supplier network to source a replacement motor.

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DELIVERY
TIMESCALES WERE
EXPEDITED BY
HAYLEY DEXIS TO
REDUCE DOWNTIME

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THE RESULT

The manufacturer of the special electric motor quoted the customer £85,000 and a six-month delivery leadtime.

HAYLEY DEXIS managed to source an alternative replacement motor from

one of their trusted supply partners for £44,000, with a drastically-improved leadtime of eight weeks.

The initial cost-saving on the purchase price HAYLEY DEXIS enabled for the customer stands at £41,000. In addition to this, there was substantial production losses prevented, thanks to the expedited delivery time scale. Reducing the time this section of the facility was offline from six months to eight weeks.

CONTACT US!

Speak to your local HAYLEY DEXIS branch today!

You can find their details by using our online Branch Finder tool:

www.hayley-group.co.uk/branch-finder.

KEY RESULTS

£14,000 cost-saving achieved.

Leadtime on replacement electric motor reduced significantly.





HAYLEY

DEXIS