

Case Study:

Securing Embedded Component Supply for an Industrial Machinery Manufacturer

The Problem

A manufacturer of high-end industrial machinery relied on industrial embedded computing hardware, SSDs and memory modules to power equipment operating in demanding environments where reliability and long-term availability were critical.

When its existing hardware supplier introduced significant price increases alongside extended lead times, production was placed at risk. With component shortages, changing firmware revisions and uncertain availability affecting key embedded hardware, the customer needed an alternative supplier capable of protecting both product continuity and future supply.

The Solution

GTK, supported by Review Display Systems' embedded expertise and Volex's global purchasing network, carried out an engineering review of the existing hardware platform.

Rather than simply sourcing replacement components, our engineers identified compatible industrial alternatives, introduced Fixed-BOM storage solutions to guarantee hardware consistency, and established a dedicated buffer stock programme. Combined with Volex's purchasing power, this enabled the customer to reduce exposure to market volatility while maintaining production schedules.

Key Benefits

Cost Efficiencies

Volex's global purchasing capability helped minimise the impact of rising component costs by securing competitive pricing directly from tier-one manufacturers.

Time Saving

Engineering-led component selection and dedicated buffer stock reduced the risk of lengthy procurement delays and production stoppages. The customer maintained their manufacturing schedules.

Business Advantage

GTK combined engineering expertise with global supply chain support to improve resilience against future shortages and obsolescence. Fixed-BOM products, lifecycle planning and alternative component mapping helped provide stability.

Need help with your project?

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