

Case Studies

JOHNSON
CONTROLS



Johnson Controls Saves Millions After Implementation of Forming Technology Solution

Forming Technologies Inc., – Oakville, ON, Canada

Johnson Controls seeks cost-efficient methods to reduce part prices

Customer Concern:

- Improve material cost
- Reduce cost estimating time
- Reduce Supplier price per part
- Reduce time negotiating with suppliers
- Reduce inconsistencies

Solutions Provided:

- Utilize FASTBLANK and BLANKNEST Software by FTI
- Provision of FASTBLANK Solution to estimate material cost, optimize formability and nesting before seeking supplier quotes
- Implement technology to change from a manual method for rapid, precise and automated design modifications

Results:

- Ability to set target price for suppliers
- Ability to predict design failure before production
- Use of pre-production tooling development support

Summary:

- \$ 5M in savings per Year by reduction of material cost and supplier price per part
- Reduced cost estimating time by 75% from previous method
- Reduced Material Costs by 13%
- Decreased SRM Procurement Cycle, 2-3 months
- Better utilization of capital
- Instant ROI



“We saved \$US 5 million per year on piece price alone by utilizing this solution.” - Randy Taylor, Johnson Controls

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