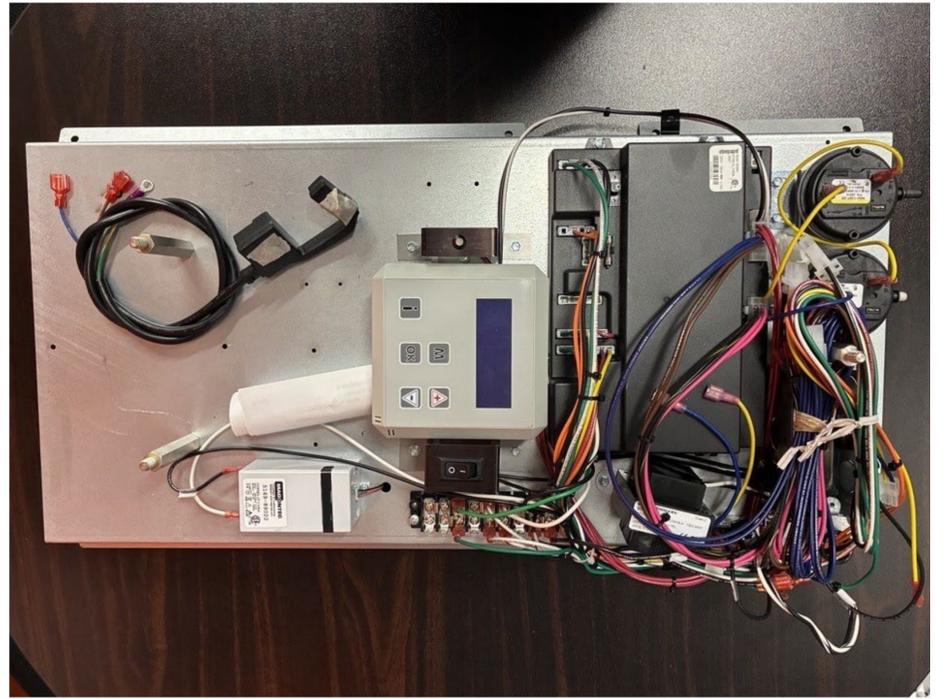


# WATER HEATER SUBASSEMBLIES – PVC AND CONTROL PANELS

## THE CHALLENGE

A fast-growing water heater manufacturer was tripling sales without the facility space or internal bandwidth to scale. One of their biggest constraints was subassemblies. These builds were being done offline and repeatedly pulled their most experienced assemblers away from the main production line, hurting throughput and team efficiency at the exact moment demand was accelerating. Subassembly workstations and raw-material staging were also consuming a disproportionate share of limited storage capacity, crowding out higher-value production needs. At the same time, their sourcing team was spending an unsustainable amount of time procuring and expediting subassembly components, limiting their ability to support new business. They needed a partner to own subassembly production and full component procurement while meeting brand-level quality expectations.



## RELY'S SOLUTION

- Full turnkey assembly of intakes, exhausts, condensate traps, orienteers, drain elbows and more
- Component procurement relieving overstretched supply chain team
- Provided kits that were ready to place in crate for shipment, complete with customer QC checklist
- Took on prototype, production, and warranty subassemblies and kits
- Enabled shutdown of 2,000 sq ft subassembly area including storage
- After 90 days, reduced pricing below internal cost through process improvement and supply chain optimization
- Phase 2: Control panel assembly to free technical team
- Customer assembler job satisfaction significantly improved

## PROGRAM SCOPE

- 250 kits per month across 6 production models, 6 service models and installation kits
- 2,400+ total subassemblies produced per month supporting multiple production lines
- 21 kit configurations plus prototype and engineering builds
- 150+ component SKUs managed with full inventory visibility
- Freed engineers and experienced assemblers from repetitive low-satisfaction work
- Act as quality control for inherited raw material suppliers, requiring 8Ds when issues occurred that are shared with customer
- New prototype builds produced in less than a week

**2,400+**

Parts Produced Per Month

**2,000**

Sq Ft Production Space Freed

**LOWER**

Cost Than Internal Build

**700**

Assembly Hours Saved in 3 Months