



Ancillare in Action

Ultra Cold Freezers for Worldwide Distribution

Issue

Our customer had standardized an ultra cold freezer for use throughout the world. Lengthy delivery schedules, regulatory and compliance concerns, and quality of equipment caused grave concerns regarding the product being stored. The Ancillare team was contacted for assistance.

Next Steps for the APT

- The APT identified a factory whose ultra cold freezers met all the specifications required for worldwide distribution – proper documentation, worldwide shipping capabilities, quick order turnaround, and servicing agents worldwide. The units had all necessary documentation including RoHs, CE, WEEE certifications.
- Price points were leveraged and factory stocking programs were established that included electrical requirements for a just-in-time ready to ship worldwide program.
- APT monitored factory stock levels to assure instant.
- Worldwide servicing agents were notified and contracts were put in place.

Results

- Prices were leveraged to achieve maximum costs savings.
- The factory US distribution center holds all electrical components. All freezers are released from the factory with appropriate electrical components for use in the specific region of the world.
- Units are shipped on demand to Ancillare headquarters with appropriate electrical configurations, inspected, and released to field with all necessary documentation.
- The Ancillare monitors service issues and organizations repairs in the field.
- Return management, inventory, and redeployment programs were implemented.