

## CASE STUDY



### American Suzuki Motors Corporation

#### Challenges

Suzuki had a need to redesign its Automotive Allocation Systems. Suzuki's current system developed 5 years ago is complex, unreliable, manually intensive, and incapable of supporting the current business and future company growth. With a 5-year plan to significantly increase sales, Suzuki desperately needed a new system to support this corporate initiative.

#### Our Solution

A team from Partners Consulting's Managed Services Division, (formerly ITresources) with a combined 100 years of Information Technology experience in the automotive industry went to work in October 2007 to study Suzuki's existing processes and systems. Collectively the team assessed the current environment, made recommendations for improvements and changes for not only the Vehicle Allocation system, but for the entire Vehicle Distribution supply chain.

#### Results

Within 9 weeks, the Team delivered a Strategic System Plan, including a proposal for redeveloping Suzuki's Automotive Distribution systems over a 15-month period. Besides the enormous intangible benefits, Suzuki will realize a return on investment in just 9 months.

