



# Case Study:

Reducing Vacuum Oil procurement cost by 90% for a client in PVD industry.

# About Us:



Mr. Anshuman Punj  
CEO, Supervac Industries

Supervac™ offers a complete range of Vacuum Pump Oils (Rotary, Diffusion and Booster), Evaporation Boats, High vacuum silicone grease, Boron Nitride Powder & Suspension and Graphite foil & Suspension.

Very large scale production, patented processes and a very long service life makes Supervac™ products extremely cost effective.

#### Highlights:

- ▶ 20+ Years in Business
- ▶ 95% India Market Footprint
- ▶ Client Base in 35+ Countries worldwide.
- ▶ Best Price Guarantee.
- ▶ High Quality, Quick Delivery.

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# ABOUT CLIENT:

## India's Top Stainless Steel Architectural Works Manufacturer

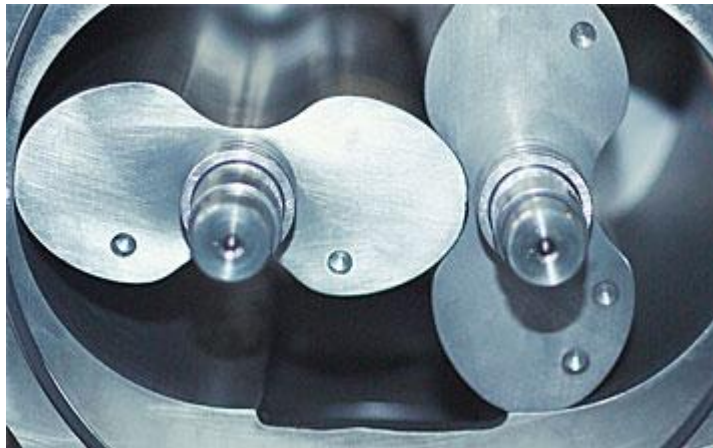


The company specializes in complete design, fabrication and installation of high quality stainless steel architectural metal-works with an in-house design team comprising of architects, product designers and engineers to provide the clients with a flexible and creative approach in achieving spectacular and unique design solutions.



# CHALLENGE:

Finding a domestic vendor for rotary pump oil to bring down import costs and manage variable demand.



Our client uses a machine in which the metal is cut in a complicated profile using a laser beam. The beam is produced under low to moderate vacuum with a rotary vacuum pump. Client had imported this machine from Germany and the manufacturer insisted that they use rotary pump oil supplied only from them as other manufacturers might not produce the required standards. Sourcing team at clients office were in a quandary. Every month they were incurring high running costs on imported oil and have to make & stock orders well in advance to keep the machine up and running.



# SOLUTION:

Supervac Industries manufactures high quality Rotary vacuum pump oil, Our client approached us for a solution.

Initially, they were wary of using an indigenous oil for their German machine. As it was a critical item; and the failure of the rotary pump could stall their entire process. They needed an oil that fitted all the parameters set by the manufacturer as well as cost effective. So, on our sales team suggestion, they sent a small sample of their ours and german oil to an independent laboratory of repute to test the quality standards. As an alternative to the german oil, SV-77 not only matched all the standards layed down by rotary pump oil manufacturer but performed better on some of them.



Image : Supervac's Premium Quality Synthetic Rotary Vacuum Pump Oil SV-77



# Result:

Assured by the quality and domestic availability of the product, our client started to source this product from Supervac and since then its been over 10 years and we share a great client-vendor relation. The cost of the german oil ? INR 14000/lit. The cost of SV-77 ? INR 295/lit . Resulting in to a direct saving of About Rs.3,80,000/year in addition to bringing down inventory costs as well as they no longer needed to stock the large quantity.

**Reducing Vacuum Oil procurement cost by 90% for a client in PVD industry.**



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Let us Know if you are having any questions regarding Our products, supply, delivery or brochure requests.

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