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# Reducing Risk in Make-to-Order Manufacturing Operations

**Client Industry:**

**Industrial Tool Manufacturing**

**2024 Revenue:**

**$1.25B**

**Deda P.O.W.E.R. Solution:**

**Scenario Intelligence**

## The Client

The client is a global, US-headquartered tool and equipment manufacturer serving professional users. They operate on a make-to-order model and manage complex material sourcing.

## The Challenge

This global manufacturer experienced prolonged backorders due to raw material delays and supply chain volatility, significantly impacting revenue.

## The Solution

Powered by the Lighthouse engine, Deda.ai's Scenario Intelligence conducted what-if simulations to uncover the root cause of backorder volatility, particularly in PCB supply. It mapped risks across suppliers, demand anomalies, and lead time complexity.

## Benefits Delivered

- 13.6% reduction in backorders within three months
- 19.6% reduction in PCB inventory
- Improved decision-making around raw material sourcing and lead-time risk mitigation

**Contact Us**

us.deda.ai