

## TAPECON REDUCES INVENTORY INVESTMENT THROUGH IMPROVED SALES AND OPERATIONS PLANNING

**ABOUT TAPECON INC.** Tapecon is a printing services company that develops diverse application solutions tailored to the unique needs of the healthcare and life sciences industries. From wearable technology for patient monitoring to custom components for medical devices, Tapecon's products are designed to enhance functionality and improve patient outcomes.

**THE CHALLENGE.** Due to the growing diversity of revenue sources, Tapecon's inventories were expanding beyond preferred levels. The methods used to forecast future requirements and initiate component purchases were not well aligned with market intelligence on upcoming demand.

**MEP CENTER'S ROLE.** A team of Tapecon subject matter experts collaborated with the Central New York Technology Development Organization (TDO), part of the New York MEP, to map the current sales and operations planning process, identify opportunities for process improvement, and implement process changes.

The team developed and tested several new tools to better match expected future demand with purchasing needs.

"Thank you so much for your detailed suggestions and insights regarding the S&OP process. Your expertise and feedback are invaluable, and I truly appreciate your contributions. Your emphasis on the importance of continuous improvement and keeping things simple resonates well with me.

I look forward to discussing this further with you as the team and I have been building on the foundation that you started with Tapecon."

-Michael Gebera, Director of Operations

## RESULTS



Deeper understanding of the sales and operations planning process.



New planning tools to estimate demand from historical sales and market info, and plan component requirements.



Piloted a monthly planning process that connects demand and supply planning resources.



Reduced inventory of key components by **30%** with no additional operating costs.

## CONTACT US



625 Broadway  
ESD, Division of Science,  
Technology & Innovation  
(NYSTAR)  
Albany, NY 12245-0000



(518)292-5347



[www.esd.ny.gov/nystar/nymep.asp](http://www.esd.ny.gov/nystar/nymep.asp)



**NEW YORK**  
Manufacturing  
Extension Partnership