

# Case Study

## Adopt a “Can-Do” Mindset

A large on/off highway original equipment manufacturer (OEM) reached out to NewStream Enterprises (NewStream) for help with a government/defense contract in both kitting and distribution services.

Initially, this program required only 10,000 square feet of NewStream’s space, the program was successful and grew quickly in two years. With the manufacturer’s need for extra space, NewStream worked diligently to accommodate an additional 200,000 square feet of space and 200 personnel. This ensured the smooth shipping of over 14,800 kits valued at over \$80 million in just six months.

During this program, NewStream worked with the OEM to create specific packaging instructions, as well as custom packaging created based on military specifications. These specifications included internal and external rust prevention, long-life engine preservation, humidity controlled vacuum sealed bags, and crating.

To help further increase efficiencies for the OEM, NewStream worked to develop a wireless landscape throughout its warehouse. The purpose of this wireless landscape was to give employees the freedom to move about the warehouse as needing while also providing each workstation access to a virtual database.

### Improvements Across the Board

14,800 kits valued at over \$80 million shipped in just six months.

100% on-time delivery rate for all defense contracts, even while simultaneously handling multiple contracts.

100% pass rate on all First Article Inspection (FAI) audits by the United States DoD.

Creation of specific packaging instructions (SPIs) which the OEM later incorporated into upcoming RFP templates.

Effective management of the OEM’s entire supply chain, from procurement to distribution.

Secured over seven contracts based on competitive quotes and kitting competence throughout the program’s life.



## The Challenge:

A large on/off highway OEM contacted NewStream Enterprises (NewStream) for assistance with kitting and distribution services for a government/defense contract. The challenge came when the program unexpectedly grew, necessitating a substantial increase in space and personnel in a short timeframe.

## The Solution:

NewStream rapidly expanded its operational space and employees and implemented its own enterprise resource planning (ERP) software to efficiently manage inventory. In addition, the team created a wireless landscape in its warehouse, complete with flexible workstations that allowed employees to move freely during the kitting process. NewStream also established the NewStream Defense team to streamline the transition from OEM management, resulting in the creation of specific packaging instructions based on military specifications.

## Summary

A large on/off highway original equipment manufacturer needed both kitting and packaging services for a government/defense contract. Facing rapid program growth only two years after launching the program, NewStream expanded its operations, accommodating an additional 200,000 square feet and 200 personnel in just six months. The program ensured the smooth shipping of over 14,800 kits valued at \$80 million while simultaneously maintaining a 100% on time delivery rate and securing seven contracts, showcasing NewStream's flexibility and adaptability.

**“ [NewStream] has a great attention to detail and exemplify a ‘can-do’ attitude with every project. They are especially responsive to the needs of [the OEM and] the United States Government...which all ultimately support our warfighters serving at home and abroad.”**

**Supply Chain Manager**  
Military Truck and Engines Manufacturing Company

**Phone**  
+1 (417) 831 3112

**Headquarters**  
1925 East Chestnut Expressway  
Springfield, Missouri 65802



NewStream Enterprises<sup>LLC</sup>