

SUCCESS STORY >

HI-TECH – ORIGINAL EQUIPMENT MANUFACTURER

THE RESULTS >

A long-time client in the printing, scanning, imaging, projector and factory automation space had seen costs for projector repair eclipse repair in all other product categories, we developed solutions that resulted in a simplified repair process while keeping capital investment to a minimum.

- **Savings of 3.7 million dollars over 2 years.**
- **Improved and simplified the repair process.**
- **Capital investment was kept to a minimum.**

CLIENT PROFILE >

- A leading manufacturer in the printer, professional imaging, projector, scanner, systems devices, and factory automation categories
- Client for **10+ years**

CHALLENGE >

- Cost of projector repairs far outpaced the cost of all other product repairs.
- 70% increase in projector repairs vs. a 10% increase in other products.
- The majority of costs focused on Optic Engine (OE) repairs and the procedures implemented to fix them.

SOLUTION >

- Complete overhaul of the projector and optic engine repair process.
- Several initiatives were taken to reduce repair costs.
- Less expensive alternatives were implemented that resulted in successful repairs.
- Bell Techlogix recommended they procure latest Simple POP machine that would allow them to perform in house repairs of the Optic Engines most expensive part.