

Summary

This flexible program grows with your brand to elevate your product's potential, maximize your profit margins and master on-time delivery. It all starts with developing a unique contract strategy for each product entering its production lifecycle. From there, Pinnacle RISE manages an aggregate of products to maximize efficiencies across multiple assemblies.



Forecasting & Blanket Orders

Accurately forecasting new products is difficult. The last thing you need is a vendor pushing product deliveries based on a faulty forecast. Pinnacle will minimize the risk and put the odds of success back in YOUR favor.

- Using your 12-month forecast, Pinnacle will drive distribution channels for full EAU pricing at 1/2 EAU volume commitments.
- You place a 12-month blanket order based on 6-month forecast volumes, and we prepare to expedite orders in as little as 7-10 business days.

Blanket Order Evaluation

At the completion of your first blanket order, we re-evaluate.

- If your original forecast was on target, you simply place a new 12-month blanket order.
- If you are over or under, we adjust the 12-month forecast and re-quote. You then place a modified 12-month blanket order.

In BOTH scenarios, everyone wins! By moving your new product to blanket orders quickly, we are able to leverage economies-of-scale and establish a component pipeline. The exceptional results that follow demonstrate strong partnership practices and earn you the loyalty of component distribution.

Grouping

Once we have a group of products satisfying stable blanket orders, we begin the creation of an aggregate bucket of products. This further leverages economies on components used across multiple assemblies. It is simple and highly effective. A blanket order is placed based on a quote of all assemblies in the aggregate bucket. Each time a new assembly is added to your aggregate bucket, efficiencies improve across all of your assemblies!

