

## SUCCESS STORIES

# VERSATILE FASTENER SUPPLY KEY TO LONG TERM SUPERBIKE PARTNERSHIP

## 20 | YEARS PARTNERSHIP

A strong partnership can only be created through a commitment to year-on-year improvements. Optimas Solutions has utilized its global component portfolio and design engineering expertise to build a 20 year partnership with a leading manufacturer of high end road and race motorcycles.

### PROBLEM

An ever-evolving motorcycle design and a focus on **aesthetics and performance present a unique fastener supply challenge**. Highly specialized components are required on **short lead times to support production**, along with a **high volume of standard components**.

### SOLUTION

The Optimas team utilizes our global fastener supply network, backed by localized fastener experts, to source low volume, small series or difficult components from around the globe efficiently.

We balance component selection from an existing portfolio, with the need to supply innovative or bespoke components to differentiate the brand from other motorcycles.

### RESULT

**This flexible approach has built a fastener supply relationship that has lasted 20 years, with Optimas delivering over 500 unique part numbers to two separate facilities.**