

NiCHE Case Study



Semiconductor Fluoride

Problem:

An EU-based semiconductor company was in urgent need of a key production material, but could only source 25g packs from a catalogue company, and these had a lead time of 12 weeks. This would have led to the suspension of manufacturing, so was seeking an alternative source that could provide supply chain security and the potential for bulk ordering.

NiCHE Solution:

NiCHE Materials identified a suitable alternative source and was able to supply a 200g process sample two weeks after the initial customer enquiry. A bulk order was subsequently raised for plant trial, which could be supplied within 72 hours, eliminating the risk of stock-out.

Long-term Outcome:

Based on plant trials, quality, pricing and the two deadlines it met, NiCHE Materials was awarded Preferred Supplier Status for this company, and since January 2014 has supplied the customer with commercial quantities of 10-12kg annually with no quality or delivery issues.

