

## **NiCHE Case Study**



### **Time Critical Supply of Boron Tribromide**

#### **Problem:**

A UK-based contract research organisation urgently needed to source 2kg of boron tribromide for the final step in a manufacturing process that was at a hold point. A time-critical solution was required for the client due to an immovable deadline.

Boron tribromide is a noxious, highly hazardous chemical, which is prohibited for transport by air and rail. Catalogue suppliers had quoted a lead time of greater than eight weeks to ship by sea, and could not confirm exact delivery schedules, or be certain of its availability. This created confusion and frustration for the customer, being unable to plan its manufacturing schedules.

#### **NiCHE Solution:**

NiCHE Materials sourced, secured and expedited delivery of the full 2kg to the customer within two weeks of receiving the initial request for quotation. Equivalent material was supplied via a European supplier within 24 hours, with a firm delivery timeframe given, and using expedited shipping allowed the customer to confirm resources and assets for manufacturing, saving six weeks of delay.

#### **Long-term Outcome:**

Following delivery, NiCHE Materials discussed potential future requirements with the client, and was able to offer strategic sourcing of boron tribromide in two distinct product formats, either as a neat solution or premixed in a choice of solvents.

