“The training got us to see, think and behave differently. The MMEC team took our vision, and distilled it down to tightly focused actions our team must take to accelerate growth and increase profits. The MEP Supply Chain Optimization program is directly applicable our business, and is helping us quickly strengthen our competitiveness. We always get high returns on our investments of time and money with MMEC, and constantly look to the MEP system for innovation solutions that anticipate our challenges.” – Jim Haider, Co-Founder and Chief Technology Officer

ABOUT: GTUIT is an industry leader of well-site level associated gas processing that includes innovative hydrogen sulfide removal and gas processing using mobile and modular equipment to recover natural gas liquids (NGLs) and to condition fuel gas. GTUIT provides both proprietary equipment and best-in-class field service with systems that are mobile and scalable from 250 MCFD to 5MMCFD+. The firm is focused on providing innovative solutions for stranded gas processing, timely manufacturing and industry leading service that creates value for its customers.

THE CHALLENGE As a startup serving the oil and gas industry with an innovative new product, GTUIT’s business strategy needed to be flexible and highly responsive to worldwide volatility and unpredictable market forces. The company’s vision included implementation of an adaptive quality management system to position it for expansion and growth, as well as a supply chain model for building consistently high quality product which is delivered on-time every time. The leadership team also knew that GTUIT would need to be ISO certified in order to serve an international market. With a business model that relies on no hard assets and utilizes instead a variety of contract manufacturers and assemblers, optimization of GTUIT’s supply chain is absolutely critical to the company’s continued success.

MEP’S ROLE. The Montana Manufacturing Extension Center (MMEC), a NIST MEP affiliate, has worked closely with the GTUIT team over the past several years as the company has gone from a small startup to an established international exporter. To support the company’s objectives, MMEC initially trained GTUIT’s management team on the fundamentals of ISO 9001:2008 and worked with them to develop and implement their quality management plan. With continued support from the MMEC team, GTUIT received its ISO 9001 certification within a year, which had a tremendous impact on creation and retention of overseas sales. As the company grew, MMEC brought in experts from the MEP network to provide in-depth training, and worked closely with GTUIT’s management team on supply chain optimization, which helped to solidify a large contract with an international Fortune 500 company.

RESULTS

14 new employees and retained 26 jobs
$13.5 million in retained sales
$900k in cost savings
$1.2 Million in new sales

NEXT STEPS

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