



Developing highest quality custom engineered solutions for the customers on-time:

MES Inc.

“Our outstanding sourcing-to-delivery solution allows us to pass on savings to our customers, not just in component costs and shipping rates, but also money saved by lowering lead times in tolling and the manufacturing process.”

Logistics has always been a very important part of every economy and every business entity. The worldwide trend of globalization has led to many companies outsourcing their logistics functions to third-party logistics companies. This helps them to concentrate more on their core competencies and hence generate higher revenues.

Third-party logistics revenue has been increasing at a staggering rate and it has only been increasing since then. At the same time, behind all this growth, there are quite a few challenges facing the third-party logistics and distribution industry like increased emphasis on rules and regulation, lack of collaboration, lack of infrastructure and moreover; lack of “trust”. Conventional 3PL’s only move goods while OEM’s and Tier 1 suppliers often look for partners who can carry inventory and ship JIT. These appeared quite challenging until MES, Inc. stepped into the market, a company expert in manufacturing high quality products and delivering it on time was founded by Hiten Shah. “Customers continue to look for good suppliers and partners to handle their high-mix variety of business. By fine tuning our

supplier selection criteria to match this high-mix business, we are able to get lot of attention from variety of customers and keep growing with them,” explained Hiten Shah, CEO and founder of MES Inc.

Customer Centricity

MES Inc has been developing custom engineered solutions by leveraging global manufacturing resources and implementing comprehensive supply chain solutions. The process includes- finding and auditing suppliers, developing customers’ quality systems, consolidating shipments at various ports, performing domestic value added operations and lastly, and shipping the products at the right time.

Before the establishment of the company, Hiten Shah was already working in automotive sector, and supply chain was a diversified initiative by the company to expand its business. While initializing the supply chain system, the new customers wanted to outsource from India and China and also asked for full supply chain services including warehousing and inventory management. And that is how new warehouse locations were established to ensure delivery

within 3 days of customers plants. With time, company established its new supplier locations in China, India, Taiwan, Vietnam, and Mexico to diversify its sourcing process with more efficiency. MES has broadened its clientele by engaging in various communities such as Tech Columbus, and has been active in conducting educational programs for high school students in learning computers mainly in India. The company has never failed to serve the society, and till now it served more than 40 organizations and has also volunteered internationally.

Products and Services

The first product was the light fixture for Acuity Brands and was called Granville street light casting. At the same time, it was also manufacturing the base casting for hospital bed for another customer named Steris Corporation. Just at the initial stage, tools and equipments were finished producing within a span of 45 days and the initial samples were also shipped, this shows the company's commitment towards its customers. With all the hard labor invested in manufacturing quality components, the company garnered more customers and their trust in supplying the highest quality products. Its first venture with the earliest three customers was a successful one as the company gained vast learning experience. Gradually, MES started providing

services to all industry verticals. *"We can develop custom engineered products meeting extensive quality specification requirements,"* stated Hiten Shah.

Beyond the horizon

A company that has meticulously been providing finest products and delivering it at the right time is all set to compete with internationally-renowned companies. Keeping its eye on the road ahead, it will roll out two newest products-High purity copper and aluminum extrusions, which MES Inc has been developing for serving electrical, transformation and automotive industry. Undertaking projects for the future, Hiten Shah wants to multiply the company's current sales in 3 years. MES is also aiming to start more warehouse locations of its own instead of using from the Third Party Logistics (3PL) and start its own venture in offering 3PL services. *"I also expect to build inspection and warehousing capabilities globally using our global engineering base,"* wraps up Hiten Shah.



Hiten Shah, Founder & CEO

Roll out the red carpet for the Founder & CEO

Hiten Shah; the founder of MES Inc has completed his undergraduate and graduate degrees in Plastics Engineering and MBA from Franklin University in Columbus, Ohio. He worked in Injection molding factory for two years right after school. He then worked at an innovative automotive thermal insulation manufacturer; securing 11 patents for his work and helping the company grow from \$3MM to over \$27MM in 8 years. He started his own business as a sales and marketing representative and consultant for few years before launching supply chain company in 2007.