



PLASTIC ENGINEERING  
SOLUTIONS LIMITED

## CASE STUDY - CONSULTANCY

### Overview

SBFI is the world's leading supplier of trading floor and specialist control room furniture. SBFI is a global business with more than 100,000 trading desks in over 50 countries worldwide. Their clients include Bloomberg, Deutsche Bank, Lehman Brothers, Reuters and Morgan Stanley.

### Challenge

SBFI manufacture bespoke desk solutions to the financial market. This not only includes the desktop base but mountings for flat screen monitors.

SBFI were increasingly finding that their client's requirements in terms of screen location were becoming more and more complex. Maintaining flexibility of product and service solution for clients is a key element of SBFI's business strategy. Their manufacturing research revealed that there were 86 different combinations of assembly for the flat screen monitor mountings. These complexities needed reviewing as part of the company's ongoing product development and supply chain management programme.

SBFI were looking for a solution which would improve value for money in the flat screen monitor mountings through materials used and manufacturing method.

### Solution

Plastic Engineering Solutions Ltd (PES) met with SBFI's design team to enable thorough understanding of the diverse combinations required and also to identify further combinations that maybe required in the future.

PES used their extensive manufacturing skills to develop the design of the mechanism. Materials suitability and cost was also taken into consideration at this point, with certain components being re-engineered in plastic. Components were also carefully designed to enable the mounting to be moved into different positions or aligned at certain angles.

### Results

- Improvement in functionality and production design has been achieved through clever re-engineering from metal to plastic and the creation of a "one fits all" mounting rather than having to bespoke for every client
- Smart engineering has realised a 20% reduction in assembly time whilst retaining client options

For more information please contact James Pickford at Plastic Engineering Solutions Ltd on 02392 492907 or email [jpickford@plasticengineeringsolutions.co.uk](mailto:jpickford@plasticengineeringsolutions.co.uk)

[www.plasticengineeringsolutions.co.uk](http://www.plasticengineeringsolutions.co.uk)