

# SUCCESS STORY.

**reliancecm**<sup>™</sup>  
a contract manufacturing lab

VendScreen, a Portland-based startup, selected RelianceCM to manufacture the Android OS-based screens for their cutting-edge vending solution. The VendScreen platform allows for a holistic view of vending operations providing in-depth usage analytics and a rich user-experience.

## SITUATION

Since its beginning, the vending industry had made few technological advances, but with new laws from the FDA going into effect soon requiring that vending machines display nutrition content, the time for change had arrived. VendScreen came to RelianceCM with a prototype and needed a plan to scale to mass production.

## SOLUTION

RelianceCM worked closely with the VendScreen team, who was located just up the I-5 corridor, to help simplify the prototype design by reducing the number of touch points required for assembly, therefore reducing labor costs. RelianceCM applied their supply chain expertise to negotiate and schedule deliveries that resulted in significant cost savings for VendScreen.

The hyper-local manufacturing paid off, as VendScreen was able to make changes quickly along the way, without fear of the obstacles that often face startups that are working with manufacturers overseas.

RelianceCM now handles the circuit board fabrication, product assembly, packaging and distribution for the two-year-old VendScreen, who in December 2012 closed \$8.4 million in Series B funding.

## RESULTS

The VendScreen solution is helping lead the charge as the vending machine industry adapts to adhere to the FDA's food labeling rules requiring calorie disclosure.

Who knows, one day we may develop a solution for the dangling bag of chips.

Interested in learning more about how we can help you?

Contact us at [info@reliancecm.com](mailto:info@reliancecm.com)



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