

TUBA

Case Study

MEP Technologies chooses Tuba
and gets new business and
market opportunities



About MEP Technologies

MEP Technologies is a full service, custom sheet-metal manufacturer with a proven reputation as a reliable provider. Specialized in the development and assembly of products adapted to client needs, MEP Technologies also facilitates turnkey integrations.

www.meptec.com

Key Aims of the TUBA Partnership

Designing and drafting parts based on the specific needs of MEP Technologies.

Manufacturing and providing these parts to be integrated into the solutions and products of MEP Technologies for various industries, including the healthcare sector.

Helping drive the sales growth of MEP Technologies by opening up new business opportunities.

Approach

Focusing on the spirit of teamwork.

Fully investing in solution and product design and actively listening to the specific needs of MEP Technologies.

Drawing on our precision bending expertise to offer solutions and products fully adapted to client needs.

Results

Generating sales: Tuba set a price for the solution and product design that enabled MEP Technologies to win a bidding process.

Creating new business and market opportunities for MEP Technologies in the healthcare sector.

MEP Technologies

A Reliable Sheet-metal Manufacturer

MEP Technologies specializes in sheet-metal product development and assembly adapted to client needs. Its expertise as an integrator can be applied to cleanrooms, automatic mail sorting, solar or LED furnaces, electric housing, water purification components, and various medical sector applications.

Details About Our Partnership

Tuba appreciates effective team work and adapted its methodology to MEP Technologies.

For the Montreal Jewish General Hospital's latest expansion project, Tuba helped MEP Technologies move from a conventional approach with all of the work being done onsite to a high-tech approach combining factory production and onsite assembly. Custom manufacturing was carried out within the manufacturing facilities rather than customizing a generic product onsite. And rather than cutting, installing, and tapping a generic product onsite, we installed a customized product with an impeccable finish.

Manufacturing 10,000 feet of handrails made of various types of tubing, ready to be installed, and delivered to the hospital site, helped MEP Technologies win the bidding process. Together, we provided a higher quality product at a lower cost.

MEP Technologies felt that Tuba understood its personalized turnkey approach. It also appreciated the fact that Tuba was not just selling a product, but a comprehensive service, and plans on developing a long-term collaboration with the aim to grow the market share of both companies.

"Rather than being told 'Send us the specs and we'll give you a quote,' we were invited to meet with them to see how we could do this together.

Tuba strives to build solid ties and facilitate team work. Relationships are important when you're going to be working together over the long term.

And what's more, Tuba is interested in what we do and wants to understand our business. "

Tony Coeurderoi
Manager, Technical Services

Tuba's approach and pricing helped MEP Technologies win a bidding process.