

CASE STUDY

When MasksOn and Lightspeed MFG needed a logistics system, they built one with Tulip in four days.



CHALLENGE

Distributed workforce

Complex supply chain issues

SOLUTION

Integrated logistics app system

Inventory management

Supply chain management

Shipping & delivery management

RESULTS

Over 5x increase in production capacity



From Concept to Implementation in 4 Days

Typical logistics systems can take years to build. Standard solutions can take months to implement. Exceptional times, however, call for exceptional measures.

When MasksOn, a grassroots collaboration that creates PPE for frontline workers, faced a surge in demand, they needed a logistics system they could roll out fast.

To date, MasksOn has shipped tens of thousands of units to workers in need, providing over 12,000,000 additional days of clinical protection.

Here's how Tulip helped Maskson build a logistics system tailored to their needs--in 4 days.



About MasksOn

MasksOn began as a collaboration between clinicians, industry, and academic institutions. The organization sprang to life in early April 2020, when a surge in COVID-19 cases across the United States dramatically increased the need for PPE.

Coordinated by leaders in healthcare, research and industry and built by Massachusetts-based manufacturer Lightspeed Manufacturing, MasksOn designed and produces a reusable face mask. This facemask attaches air filtration to snorkel masks with help from a 3D-printed adapter.

THE CHALLENGE

Scaling a Supply Chain with Spreadsheets

Demand for masks quickly outpaced their fulfillment capacity.

“In the early days of the MasksOn project, I knew immediately that we needed a more scalable, sustainable process,” recalled Bradley Sauln of MasksOn, “We were hand taking in inventory, marking everything, hand creating tracking numbers for the parts, and even creating shipping labels manually.”

As more and more frontline workers requested deliveries, their existing systems were strained to the breaking point.

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- Bradley Sauln, MasksOn

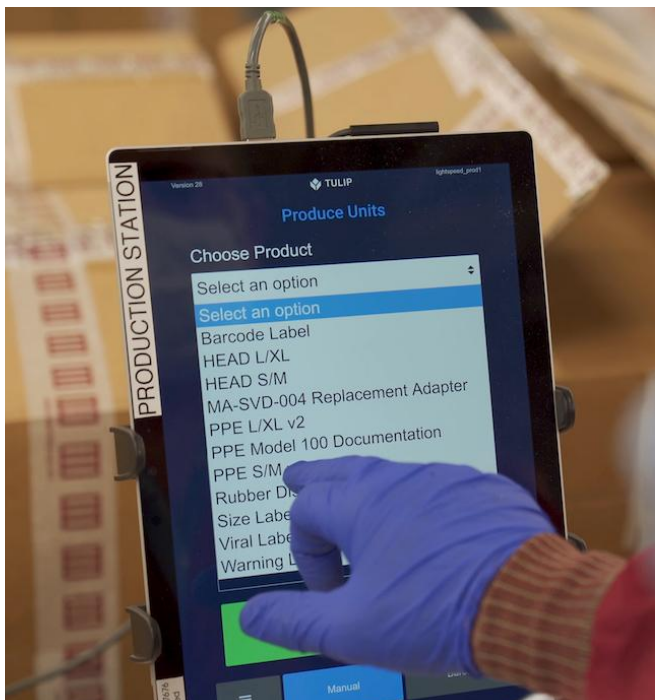
While Lightspeed Manufacturing had capacity to increase production, the manual work required to fulfill orders, combined with distributed communications systems, significantly constrained their ability to ship PPE.

As a distributed organization with a geographically dispersed set of manufacturers and suppliers, the group needed a centralized means of coordinating production and fulfillment.

THE SOLUTION

Tulip Production System

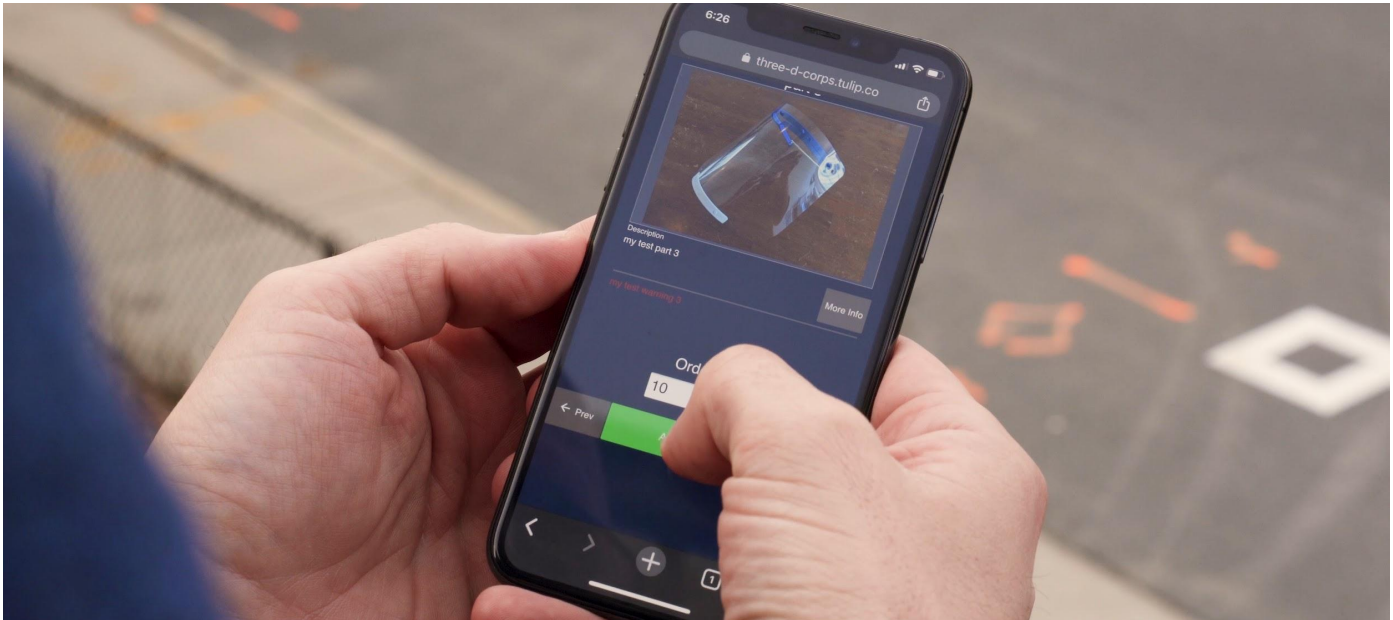
Using Tulip's no code, cloud-based platform, volunteers from Tulip and MasksOn built a set of applications to organize and scale operations. The first apps took MasksOn's fulfillment process and broke it into discrete stages.



- Ordering applications allow health care professionals to place demands directly on the supply chain.
- Several applications help suppliers manage their inventory and operations, giving them the ability to reserve inventory to their demands.
- Shipping applications let suppliers manage delivery using national delivery chains or volunteer networks
- Mobile applications allow people to volunteer to deliver inventory where it's needed

By Day 2, production had moved to a contract manufacturing facility. By Day 5, production was live, and by Day 7, MasksOn had produced 100 units using Tulip apps.

RESULTS



Before Tulip, MasksOn had shipped 200 units, total. Now, they ship over 1,000 a day.

The logistics system built with Tulip helped the organization dramatically scale production across a distributed operation.

As needs and operations change, Tulip's flexibility helps MasksOn keep up.

MasksOn is an example of an organization coordinating resources and capacity across a large network on short notice. They've shown us what's possible when the right people work with the right tools.

"We had a goal of getting mask out as quickly as possible while providing a sustainable chain of supplies," Sauln summarized, "We would not be able to do this with any other system."

"There's an environment that's constantly changing ... This software, because it's cloud based, allows us to form these operations really quickly."

- **Aaron Haines**, LightSpeed MFG