



# How to use Octave Reliance to reduce risk and protect margins during market volatility

EBOOK

# Executive summary

During market contractions, companies can implement four main quality optimization strategies to maintain revenue and margins:

- Consolidate quality systems to cut spending
- Centralize supplier data to proactively identify risk
- Automate manual compliance work to free up capacity
- Connect quality operations to prevent inventory overruns and missed deliveries

This short brief shows how Octave Reliance (formerly ETQ Reliance) helps you execute these strategies and provides real-world results from others who have implemented them.

Optimization strategy	How Octave Reliance delivers	Business benefits	Real-world results
Consolidate quality systems to cut back on spending and increase margins	Unifies document control, CAPA, change management and supplier quality	Standardizes global processes without losing regional and local processes needed for compliance	FUJIFILM reduced servers from 7 to 3, cut admin hours 50% and saw \$60,000 in annual savings
Centralize supplier data to identify risk before it disrupts operations	Provides tools to rate suppliers, create supplier scorecards and centralize data so everyone works with approved suppliers	Unified supplier performance visibility enables faster response to disruptions and reduces expediting costs	Kimberly-Clark eliminated manual tracking and redundant supplier communication to achieve 3,200% ROI
Free up capacity during budget freezes by automating manual compliance work	Automates workflows route approvals, assign training, centralize data and track completion across all sites	Stay audit-ready without dedicating resources to manual administration	Rheem implemented an RDLC, saved 3,000 hours and achieved 650% ROI in the first year using ETQ Reliance
Connect quality and operations data to prevent inventory overruns and missed deliveries	Connects to other essential business systems, such as your ERP, MES and CRM to create a source of truth for quality analytics	Real-time visibility into quality trends before they impact delivery or cash flow	Wabtec unified 30+ legacy tools across 60 sites and cut total cost of quality by 35%, saving tens of millions annually

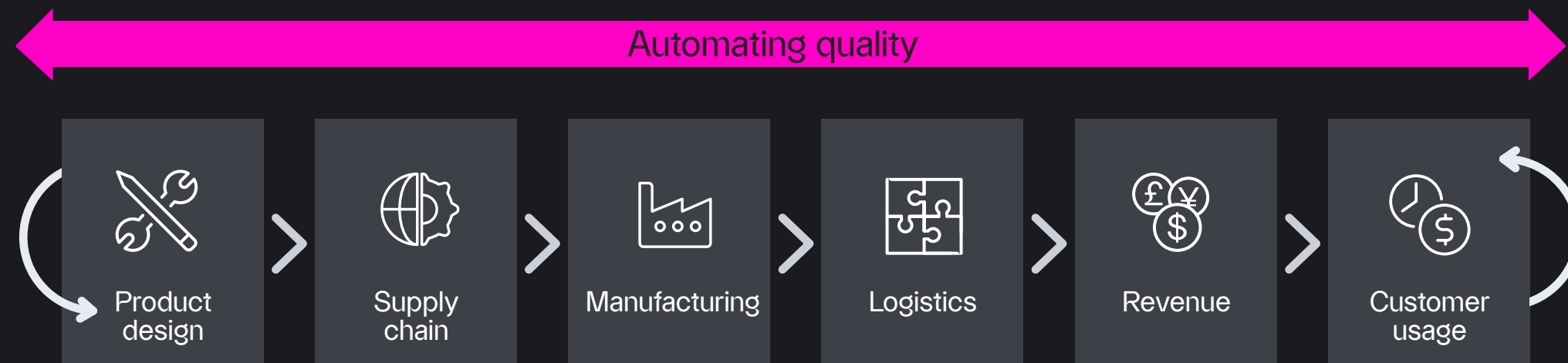
# The connected quality ecosystem

Octave Reliance connects every stage of your product lifecycle — from design and supply chain to manufacturing, logistics, revenue and customer feedback — into a single closed-loop quality management system.

The platform integrates seamlessly with your existing systems, ERP, MES, CRM and more, to automate workflows, eliminate manual handoffs and provide visibility across your entire operation.

## Reliance enables a closed-loop quality ecosystem

Real-time data and predictive insights that flow back into your quality process



## About Octave

Octave is a leader in enterprise software, turning data into decisive action and intelligence into your edge. Our software solves for and simplifies complexity, from the design and build to operations and protection of people, property and assets – for any scope, at any scale. For decades, we've partnered with customers to sharpen performance, elevate efficiency and amplify results. From factory floors to entire cities, our solutions are tuned to scale up what's possible from day one onward.

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