



SUCCESS STORY



Company: Vehicle Security Innovators
Founded: 1948
Corporate Office: Green Bay, WI
Industry: Motor Vehicle Manufacturing
Employees: <50

A global leader in locking security products that protect freight and cargo for the transportation industry.

OVERVIEW

As the parent company of four major brands, Vehicle Security Innovators (VSI) aims to be the global leader in locking security products for the transportation industry. Its brand VSI Security Solutions leads the North American heavy truck market in design, production and sales of mechanical locks to the majority of Class 8 domestic truck manufacturers and their aftermarket affiliates. To stay at the forefront of the vehicle security industry, the company continues to enhance its existing solutions and bring innovative, high-quality products to market.

CHALLENGES

1

ENGINEERING LEADERSHIP

VSI needed product innovation guidance and turned to Pivotal Engineered Solutions founder Luke Boesel due to his decades of experience in engineering services including lockset design.

2

POP & LOCK® ACQUISITION

When VSI purchased a Canadian aftermarket security products company to expand its brand portfolio, it needed to dramatically improve the engineering and production functions.

3

LONG-TERM RELATIONSHIP NEED

VSI had an ongoing demand for fast and efficient product design innovation across brands.

SOLUTIONS

“Pivotal Engineered Solutions is process-driven. The team is creative, cost-conscious and incredibly dedicated to its customers. We always feel that we have their undivided attention.”



Luke Boesel and his team oversees the VSI engineering team remotely, providing expert guidance as well as mentoring for junior team members. VSI benefits from continuity in leadership and top industry knowledge and expertise.



Pivotal Engineered Solutions helped formalize Pop & Lock®'s quality assurance program and recommended best-practice research, design, and production processes. Under the VSI umbrella, Pop & Lock® secured partnerships with two of the largest automotive OEM distributors in the United States, which has helped exceed growth goals.



Pivotal Engineered Solutions is a one-stop shop for VSI from concepting and prototyping to production process development and production efficiency optimization. With Pivotal Engineered Solutions, VSI continues to bring new, quality products to the market.

“

Pivotal Engineered Solutions excels at quickly evaluating the feasibility of a new idea or project versus cost, which is our biggest metric. We rely on them to get our ideas to market.

”

— Jeff Pierquet
Vice President of Sales & Marketing

info@pivotal-es.com | pivotal-es.com

W191 S7733 Racine Avenue Muskego, WI 53150



CALL US:
855.794.9946