Case Study: Global Fabrication Supply Chain
Design-for-manufacturing (DFM) and engineering services supported by high quality, proactive cost management, and consistent and scalable delivery performance allows Dalsin to grow with SunPower and the solar market.
In 2004, Power Light, a major producer of solar rooftop mounting solutions, selected Dalsin Industries as a primary supplier. Power Light’s criteria for a centralized production location and easy access to U.S. east- and west-coast destinations were initial screening criteria. Dalsin earned Power Light’s business because it found a way to accept all of Power Light’s designs using existing capabilities and technology and cost-effective production approaches.

Initially, Dalsin focused on producing Power Light’s commercial rooftop mounting solutions. This included an RFT 10 rooftop solution, a 10° mounting solution that was comprised of Panel Supports (Main, North and South), Ballast trays, and Deflectors (East, West & North). Dalsin was able to produce these Power Light parts with little to no “hard” tooling with the use of Design-for-Manufacture (DFM) processes combined with our Salvagnini forming technology.
In 2008, Dalsin received an opportunity to help SunPower redesign the Oasis® Utility scale product. The complete redesign of this product had a focus on reducing installation costs, reducing installation time by 50%, and improving quality. Extensive collaboration between SunPower and Dalsin engineering staff allowed for the Oasis® v.1.2 to be developed and launched on time while meeting or exceeding all redesign goals. The Dalsin-produced mechanical balance-of-system (BOS) parts allowed for tight manufacturing controls to be implemented while removing costly and time-consuming field fabrication. Dalsin also developed unique packaging solutions that allowed for a complete ¼ MW of BOS components to be shipped as field kit for installation.

The Oasis® v2.0 redesign emerged in 2012 with a goal to continue to reduce product weight and cost while improving part shipping density from ¼ MW load to ½ MW loads. During this redesign Dalsin undertook a geographic expansion of manufacturing capabilities, including adding multiple robotic welding cells. During this period, Dalsin also developed and implemented a plastic returnable dunnage solution for the product that eliminated waste on the project site as well as reducing part cost--a true win-win solution.

**FURTHER INNOVATION TO A GLOBAL SUPPLY CHAIN AS THE PARTNERSHIP EXPANDS**

Dalsin continues to search for solutions to the solar market needs with our Global Fabrication Supply Chain partnerships. We have developed a global supplier base for the Oasis® v3.0 foundations, InvisiMount™ Residential clamps, and Helix™ Commercial solutions.

Design-for-manufacturing (DFM) services coupled with broad manufacturing expertise and rich capabilities have allowed Dalsin to continually assist SunPower in their goals to innovate, reduce costs and make their solar products competitive in the retail market.

[PLEASE FOLLOW THIS LINK TO LEARN MORE ABOUT OUR GLOBAL FABRICATION SUPPLY CHAIN PROGRAM:](https://www.dalsinind.com/supply-chain-management.html)