

CASE STUDY

Kitting | Streamlining Supply Chain for Rapid Global Data Center Expansion

Business Context:

Jabil & Amazon Business / AWS

Jabil Procurement and Supply Chain Services are designed to solve the world's most complex supply chain challenges through tailored, end-to-end solutions. Built by practitioners for practitioners, Jabil empowers its customers to lead, scale, and realize their business vision by providing operational expertise, integrated logistics, and strategic supplier relationships.

In an era of rapid cloud adoption and growing AI workloads, efficient supply chain management has become critical for organizations deploying large-scale infrastructure. AWS, as a leading cloud provider, is responding to this market demand by opening nearly 48 new data centers annually worldwide. Each site requires thousands of components – from networking equipment to specialized mechanical parts – delivered precisely to schedule.

By designing a tailored kitting solution that leveraged its procurement and logistics capabilities alongside the Amazon Business platform, Jabil provided AWS with a scalable, repeatable supply chain model that simplified the complexity of global data center deployments and reduced operational risk.

Challenge:

A Fragmented Supply Chain

AWS's rapid data center expansion presented multiple operational constraints. Thousands of components needed to be delivered reliably and in sequence, yet the supplier network was fragmented across multiple vendors and warehouse operations were inconsistent. These complexities introduced significant risks: delays in shipments could stall installation teams, variability in lead times and inventory could disrupt schedules, and cost pressures added additional strain.



AWS faced a dual challenge, maintaining aggressive deployment timelines while managing operational complexity and controlling costs. Conventional supply chain approaches proved inadequate for deployments of this scale and velocity, underscoring the need for a strategic partner with advanced procurement and supply chain expertise to orchestrate operations, optimize workflows, and mitigate risk across the end-to-end process.

Jabil Value Add:

A Tailored, End-to-End Kitting Solution

Jabil implemented a fully integrated, end-to-end solution tailored to AWS's requirements. At the heart of the solution was Kitting: a value-added logistics process where multiple SKUs are pre-assembled, labeled, and packaged as a single, fully staged and ready-to-use unit. Each kit is configured to site-specific requirements, ensuring that installation teams receive exactly what they need in the correct sequence. When performed effectively, kitting reduces cost, minimizes handling errors, and optimizes downstream operations such as production, field service, or fulfillment.

Jabil's solution seamlessly integrated with the Amazon Business platform, enabling AWS teams to consolidate spend through their preferred procurement channel while gaining real-time visibility and control over component ordering and delivery. By unifying thousands of touchpoints into a single managed process, Jabil reduced operational complexity, optimized purchasing efficiency, minimized risk, and ensured consistent execution across multiple sites.

From initial discovery through delivery, Jabil's kitting solution is highly customized to align with AWS's operational priorities:

- **Discovery & Scoping:** Jabil works closely with customers to define requirements and develop a detailed Bill of Materials (BOM) that reflects how materials are used at the point of need.
- **Design & Assembly:** Kits are individually configured, pre-assembled, and labeled to ensure accuracy, compliance, and reduced liability, with quality checks built into every step.
- **Digital Integration via Amazon Business:** Each kit is uniquely identified and uploaded into the platform, allowing precise ordering, full visibility, and repeatability.
- **Quality Assurance & Delivery:** Kits are verified and shipped just-in-time to the point of use, ensuring that site teams receive exactly what they need, when they need it.
- **Continuous Optimization:** Jabil leverages analytics and customer feedback to refine kit design, packaging, and delivery cadence, ensuring that each solution evolves to meet changing operational needs.

Through this approach, Jabil demonstrated how its tailored, practitioner-led procurement and supply chain solutions can transform complex logistics into scalable, reliable operations that empower customers to focus on their core business objectives.

Outcomes:

Cost Reductions & Improved Efficiency

The impact of Jabil's solution was immediate, tangible, and multi-dimensional:

- **Component consolidation:** 906 components consolidated into three kit sizes, streamlining material handling and reducing complexity on-site.
- **Efficient rollout:** 38 kits delivered across nine AWS sites within a 69-site expansion, demonstrating the scalability and reliability of the solution.
- **Operational reliability:** 100% on-time delivery with zero errors, ensuring installation teams could execute without disruption.
- **Cost optimization:** Leveraging Jabil's 55+ years of global procurement and supply chain expertise, along with deep supplier relationships, enabled cost reductions through preferred pricing, strategic sourcing, and improved inventory management.
- **Dedicated customer support:** AWS had a single point of contact at Jabil, providing personalized, responsive support and a direct line for any questions or issues, ensuring smooth operations at every stage.



By centralizing supply chain management under Jabil, AWS teams were able to focus on commissioning data centers and operational priorities, while Jabil provided a repeatable, scalable framework for ongoing expansion.

The combination of operational rigor, supplier leverage, and personalized support ensured both efficiency and flexibility, demonstrating how tailored supply chain solutions can drive measurable business impact at scale.

Conclusion and Lessons Learned

The Jabil-AWS partnership demonstrates how practitioner-led, end-to-end procurement and supply chain solutions enable organizations to scale complex operations efficiently. By consolidating components, integrating procurement and logistics, and assuming operational risk, Jabil allowed AWS to deploy new data centers rapidly and reliably.

Building on the AWS example, Jabil is uniquely positioned to scale these capabilities across industries. Its solutions empower customers to lead, scale, and realize their business vision by turning complex procurement and supply chain challenges into competitive advantage.