



## 3PL outsourcing

### Approach & Capabilities

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# Why outsource?

## Business priorities

- Focus scarce investment funds on core activities
- Scale benefits to lower costs or increase variable %
- Restrictive practices or emergency recovery

## Wish to change provider(s)

- Relationship has gone sour
- Scope requirements have changed
- Commercial benefits

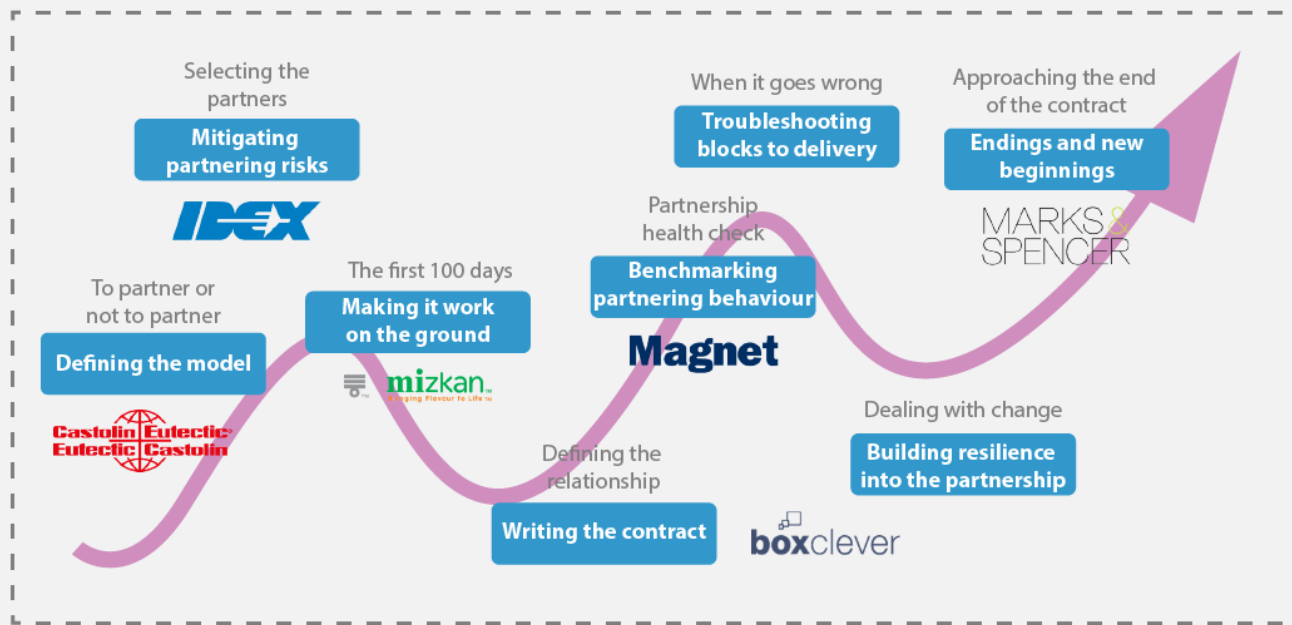
## Seeking a new model

- Synergies across all channels to market
- A more integrated supply chain approach
- Benchmarking others and even back to 'in-house'
- Opening up network for a 4PL offer



# Lifecycle experience

## The Logistics Business Ltd Lifecycle experience



'Expectations Exchange' for aligning objectives of partnerships



# Two different models

## The Logistics Business Ltd share or single user?

### Shared

- Shared transport network
- Shared warehousing network
- Volume & service level pricing
- Standard operations & processes
- Compatibility with others



### Single

- Single - user transport
- Single - user warehousing
- Fixed & variable cost pricing
- Specific components
- Flexibility & evolution



# Estimated time frame: 16-24 weeks

Long list	Invitation to tender	Short list	Preparation
<ul style="list-style-type: none"><li>▣ Desk research</li><li>▣ Initial meetings</li><li>▣ Initial visits</li><li>▣ Financial Stability</li></ul>	<ul style="list-style-type: none"><li>▣ Data set</li><li>▣ Criteria</li><li>▣ References</li><li>▣ Evaluation</li></ul>	<ul style="list-style-type: none"><li>▣ Scoring</li><li>▣ Preferred companies</li><li>▣ Commercials</li><li>▣ Negotiations</li></ul>	<ul style="list-style-type: none"><li>▣ Testing</li><li>▣ Piloting</li><li>▣ Planning</li><li>▣ Roll-out</li></ul>

# Experience

## Sustainable benefits

MARKS &  
SPENCER

Contractor rationalisation, breaking of 30 years contracts and e2e approach to save >£35m p.a

 **mizkan**<sup>TM</sup>  
Bringing Flavour to Life<sup>TM</sup>

Selection of new home delivery partner to reduce costs & improve service, engaging x-business reps

  
**boxclever**

Set up new outsourced operation for UK 'go live' following multi-brands acquisition

  
**Castolin Eutectic**  
**Eutectic Castolin**

Negotiated pan-European distribution contract to align business needs with new service. CEO commendation

**Magnet**

Designed and built a suite of contracting tools for new combined company to offer itself as a 3PL

  
**IBEX**

Project managed the selection of a preferred pan-European parcels provider & reduced costs by 7%