

Apprise Consulting case studies

CASE STUDY 4 – ITT management, Halls Beeline

The transfer of a large % of manufacturing of DIY products to the Far East led this Irish based manufacturing company to re-assess their warehousing and distribution operations.

During the process we:

- Evaluated the existing in-house warehousing and distribution operation
- Identified areas which would benefit from outsourcing
- Produced an Invitation to Tender and identified potential 3PL partners
- Evaluated the responses, assisted in the decision making and produced a Service Level Agreement
- Attended IT meetings to ensure that the systems integration was as smooth as possible

This process resulted in the decision to outsource 50% of the warehousing operation. We went on to assist the client with choosing a new freight forwarder as they were transferring more of their production to the Far East.

"Gwynne's knowledge of the UK 3PL community and his ability to know instinctively what the correct service proposition should be has been invaluable to me in three different companies on three different projects."

Max Crosby-Browne - Home Decor

CASE STUDY 5 - ITT management, Major glass and plastics manufacturer

Having decided to sell their current distribution centre we were approached by a glass and plastics manufacturer to produce an ITT and provide a short list of suitable third party logistics providers.

The process involved:

- Collecting all relevant data and producing an ITT
- Selecting eight 3PLs to quote
- Evaluating the responses
- Producing a decision table with weighted parameters
- Short-listing to 3 companies
- Assisting the client to decide on the most suitable supplier
- Providing a base contract to work with initially

"Gwynne helped define an outsourced warehousing and distribution solution for me at Sterilin Ltd. His knowledge of the issues, potential solutions and guidance were exemplary and he delivered on time and within budget. I would not hesitate to use him again."

John Adkins - Sterilin Ltd

CASE STUDY 6 ITT management – Mizuno - Sports goods manufacturer

Our client approached us on two separate occasions to assess their warehousing and distribution operations initially followed by their Freight Forwarding operation.

In both projects we produced a base line in terms of costs and approached a number of suitable suppliers to quote for the logistics operations.

We managed the whole of the Invitation to Tender process and assisted the client in short-listing and finally choosing the most suitable supplier.

In the first project the incumbent retained the contract however in the second project a new supplier was chosen.

The following Decision Matrix was utilised.

Criteria	Weight	Score	A Total	Score	B Total
IT capability	5	4	20	4	20
Purchase order management	5	3	15	4	20
Opportunities to consolidate freight	5	4	20	4	20
Existing client base	5	5	25	5	25
European and Asian Locations	5	5	25	5	25
Approach to the business	4	3	12	4	16
Operational capacity	4	5	20	5	20
Contract renewal rates and references	4	4	16	4	16
Management fees	4	3	12	3	12
NVOCC charges	4	5	20	3	12
Locations	4	5	20	5	20
Record on the Environment	3	4	12	5	15
Training and development strategy	3	4	12	4	12
Commitment to innovation and pro-activity	3	4	12	4	12
AEO status	3	4	12	4	12
Existing supplier to Mizuno	3	3	9	5	15
Origin of company	2	3	6	5	10
Implementation cost	2	5	10	5	10
Charge for invoicing	2	5	10	5	10
Total			288		302