

LOGISTICS OUTSOURCING

Outsourcing supply chain functions to a third-party logistics provider (3PL) can be challenging yet rewarding. Supply chain roles have grown increasingly complex as a result of globalization, technology and growing customer service demands. Groenewout has the expertise to reach an effective decision for the right 3PL to support your critical supply chain functionality, through a thorough tender process.

1 week	2 weeks	4 weeks	2 weeks	4 weeks	4 weeks 4-6 weeks	
Request for Information	Request for Proposal	Bidding Process	RFQ evaluation & reference visits	Letter-of-Intent & Due-Diligence	Negotiations & Service Level Agreement	
 Determine the potential warehouse and/or transportation partners All longlisted companies will receive a non-disclosure agreement (NDA) After this NDA has been signed, the request for information (RFI) will determine the key elements of the 3PL, the availability of a specific warehouse site, transport networks and the ability to align with your business requirements. These will all serve as knockout criteria 	 Groenewout provides standard templates that are used for the RFPs: A general RFP document describing the outsourcing casus and the RFP process A response template with open questions to be answered Pricing template ensuring that all received quotations can be compared in an objective and pragmatic way Request to calculate the invoice value to gain an operational snapshot of the transportation and warehousing costs 	 Answer potential questions from the 3PLs Monitor the progress of the 3PLs in answering the proposals Hold a teleconference/ meeting with the 3PLs to explain the ins and outs of the RFP in more detail Provide a Q&A document to all candidates so ensure comparable bids 	 A financial overview of the bids made by the 3PLs In addition, key qualitative aspects are summarized in order to select the companies offering the best price/quality ratio Workshop to determine the top 3 Reference visits The top three 3PLs will be asked to update their quotation to ensure that all three bids are comparable, also including any questions arising during the reference visits 	 Document a mutual agreement on the principal terms and understanding of the proposed partnership in a letter of intent Validate and detail the information from the RFP and the bids Identify potential benefits and risks to prevent any showstoppers during the negation phase 	 Contractual negotiations Prepare the schedules related to the service level agreement (SLA): SCHEDULE 1 - logistics services SCHEDULE 2 - performance management SCHEDULE 3 - problem escalation & resolution SCHEDULE 4 - transition management SCHEDULE 5 - change management SCHEDULE 6 - financial deal shape 	

SOME OF OUR CLIENTS

Food & Beverages	Fast Moving Consumer Goods	Logistic Service Providers	Healthcare	Chemicals	Many Other Industries
CAMPARI	Diversey for a cleaner, healthier future	D 5V	AstraZeneca	syngenta	Just ask Antalis
Good Food, Good Life	соту	EXEL SUPPLY CHAIN	Boehringer Ingelheim	smit zoon	FLOORING SYSTEMS
Cargill [®]	Canon	KUEHNE+NAGEL	stryker	nova Innovene	TennisPlanet Serving your Game!
ENTERN ATOMAS	🗱 Hollister	NIPPON EXPRESS Global Logistics Provider	🗱 Hollister	AkzoNobel	Ziggo

Groenewout

4818 CP Breda The Netherlands

E: mail@groenewout.com W:www.groenewout.com