MAKE INFORMED, FACT-BASED SUPPLIER SELECTIONS

This guide will help organizations select the best logistics service provider (LSP) for their warehousing services (contract logistics) business requirements. This guide contains guidance, specific selection criteria, ROI data, and supplier profiles to help team members make more insightful decisions and find common ground with lower risk and faster time to benefit.

Succeeding in today’s competitive global climate requires innovation and operational excellence along several dimensions. Those dimensions include market presence, vertical industry coverage, financial stability, technological prowess, to name just a few.

The criteria included in the selection guide were shaped in part by a survey focused on the most successful strategies both shippers and LSPs employ to most improve their warehouse performance. Those survey results are also included.

STRATEGIC ISSUES

The LSP warehousing services market is diverse, with each industry having its distinctive requirements and suppliers with a significant market presence in that vertical. The selection guide explores user objectives, selection criteria, and processes with information about best practices, key metrics, and traps to avoid. The guide can help answer key questions such as:

- Which providers have the largest market shares in our industry or region?
- What techniques have most helped leading LSPs improve warehouse performance?
- What specific criteria can be used to judge a LSP’s financial stability, technological prowess, ability to improve operations on an ongoing basis, and in other areas as well?
- Why is a LSP’s continuous improvement program critical for success, and what helps to differentiate LSPs in this area?

G U I D E   C O N T E N T S

EXECUTIVE SUMMARY
Major Trends
Industry Trends
Regional Trends

APPLICATION STRATEGIES
Strategies for Successful Adoption
Factors Contributing to Adoption
Factors Inhibiting Adoption

SCOPE
Key Attributes of Warehousing Services
Major Warehouse Processes
Major Warehouse Functions

SUPPLIER SELECTION CRITERIA
Key Criteria Analysis
Fact-based Selection Process
Consider Best Practices by Suppliers
Selection Process Tools Available
Criteria List

WAREHOUSE PERFORMANCE SURVEY
Technology vs. Process Programs:
Which Offers Greater Benefits?
Payback, Startup Problems, and Continuous Improvement
Survey Implications for Supplier Selection

MARKET SHARE ANALYSIS
Market Shares of the Leading Suppliers
Market Shares by Region
North America
EMEA
Asia
Latin America
Market Shares by Industry
Automotive
Chemical
Electronics & Electrical
Food & Beverage

SUPPLIER PROFILES
Profiles for 25 of the major suppliers are included. Each profile reviews the company’s business, products, and services as it applies to this market.

Both Technology and Process Projects Can Drive Robust Cost Reductions

- 10% or more: 18.2% Technology, 23.9% Process
- 6-9%: 20.5% Technology, 34.8% Process
- 2-5%: 32.6% Technology, 61.4% Process
- 1% or less: 0.0% Technology, 0.7% Process