

A GLOBAL LOGISTICS TRIUMPH

During 2009 Triumph Motorcycles engaged Gideon Hillman Consulting to review their existing logistics operations and develop a consolidated Global freight and Logistics strategy, which formed the basis of a tender scope with the objective of engaging a single Logistics Service Provider (LSP) for their Global Freight Operations.

Triumph Motorcycles is a privately-owned British motorcycle manufacturer with production facilities in the UK and Thailand, sourcing from a global supplier base and distributing finished bikes around the world. The company has been building motorcycles since 1902 making it the world's oldest production motorcycle manufacturer. With increasing brand awareness they currently produce circa 50,000 motorcycles per annum across 16 different model ranges sold globally through distributors and subsidiary companies with over 75% of bikes sold outside of the UK.

The team from Gideon Hillman Consulting worked closely with the purchasing and logistics team at Triumph and managed the Global tender process in its entirety which included developing the tender scope and format of response for the initial pre-tender qualification and the final tender document, evaluation of all responses and selection of a short list from both processes, through to management of the final supplier presentations.



“We are impressed with the level of expertise that Gideon Hillman Consulting brought to the whole project, and the deep understanding they have of the requirements to meet our logistics objectives. The consultants managed the whole process to some rigid timescales whilst maintaining excellent communication with us, the client” commented Triumph Purchasing & Logistics Manager - Nick Bloor. ***“They demonstrated a high degree of flexibility and creativity providing excellent results and ensuring a solid working relationship; so much so that we re-engaged Gideon and his team to develop and manage our European Finished Motorcycle logistics and distribution tender”***

The second tender project followed a similar project methodology to the first and was focused on final delivery of motorcycles to the extensive Pan-European dealership network which has specific logistics requirements unique to the Triumph business.

“We have worked closely with the Triumph management team and are very proud to be associated with the Triumph brand” said Managing Director Gideon Hillman FCILT MIBC, ***“we are naturally very pleased that they have asked us to continue to work with them to deliver further benefits on other Supply Chain and Logistics projects”***

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