

CHOOSING THE PERFECT SUPPLY CHAIN PARTNER CAN BE A TENDER ISSUE.

Many companies regularly put their logistics and distribution operations out to tender with the simple aim of reducing costs. Most wrongly assume it is an easy process but what they already do out to tender and chose the best fit Logistics company in terms of capability and cost.

The whole process should start with a review of current supply chain strategy, identifying areas for process improvement and cost reduction. The tender scope written from the outcomes of the review ensures an improved operation is tendered, not just a cheaper version of the same.

Next ensure the right companies are notified and take part in the tender process, with a pre-qualification stage followed by the service and cost submission; both of which have clear evaluation and scoring criteria.

Gideon Hillman Consulting has a team specialising in Logistics tender development and management.

In the last few months they have written and managed the Triumph Motorcycles Global Freight and Logistics tender to completion and are currently managing the European Finished Motorcycle Distribution tender for Triumph, as well as developing the logistics tender scope for Wales & West Utilities.

All of these requiring a comprehensive operational review prior to developing the scope in order to optimise benefits from the tender process.

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