Logistics Executive Group CASE **STUDIES**

CORPORATE ADVISORY

PARTNERING TO ACHIEVE THE EXTRAORDINARY.

LOGISTICS™
EXECUTIVE

Case Study

CASE STUDY #1
PROFILE COMPANY

- Market development strategy, logistics and customer channel for the introduction of Kenyan grown cut flowers into Asia and Australia (30MT daily)
- Designed a connected market increasing air capacity to drive increased tonnage for Cut Flowers & Shelve Ready Vegetables - 160-190MT Daily to Europe.
- Provide operational support for the expansion of cold chain logistics facilities to boost connectivity to new customer markets.
- Provide strategic and operational advice to move the business to be one of worlds leading fully vertical integrated producers

Our East African client is one of the world's largest fresh food growers and cut-flower producers. Air freighting more than 190mt consisting of more than 1.0m red roses stems, 160-190MT of prepacked, shelve ready cut fruit and vegetables leading European brand stores (such as Tesco, Sainsbury, C'est Bon, M&S).

Over a 15 year relationship, we have provided consulting and business facilitation support to design modern supply networks, air logistics networks and engineering support and supported new market entries into Asia and Australia. We are presently working with them to open up the North Asia markets.

Case Study

CASE STUDY #2
PROFILE COMPANY

- Optimise existing logistics model to improve productivity, reduce fixed costs increase customer availability.
- Revitalise by right-sizing, optimizing, and redefining space to ensure maximum efficiency and utility are achieved
- Increase utilisation of current assets

- Design multiple flexible warehousing and transport design options
- Develop new logistics design to incorporate appropriate levels of technology, automation and process improvement
- Ensure the new logistics model to be scalable to meet future demand

These images are for illustration purposes.

Our is a major pan-Asian retailer involved in the processing and wholesaling of food and personal hygiene products in the Pacific region and in China

We are currently engaged for optimising their existing end to end supply chain network & distribution centre operations and design new optimized logistics network including new distribution centre equipped with latest technology and automation.

Case Study

CASE STUDY #3
PROFILE COMPANY

- >230,000 sqm state of art logistics park design (part of ~1.8 million sqm land) storing more than 190,000 pallet positions
- Architectural & MEP Plans
  Cost Estimation & BOM
  Project Management
- Concept design for 230,000 SQM Multiuser Logistics Park having
  - 2 Cold chain warehouses
  - 1 pharmaceutical warehouses
  - 9 standard warehouses
- Futuristic Design
  - Zero Net Energy compatible area
  - As/RS compatible warehouse

Our client is an investment firm based in Riyadh, Saudi Arabia. They invest mainly in real estate, private equity and other alternatives locally and internationally.

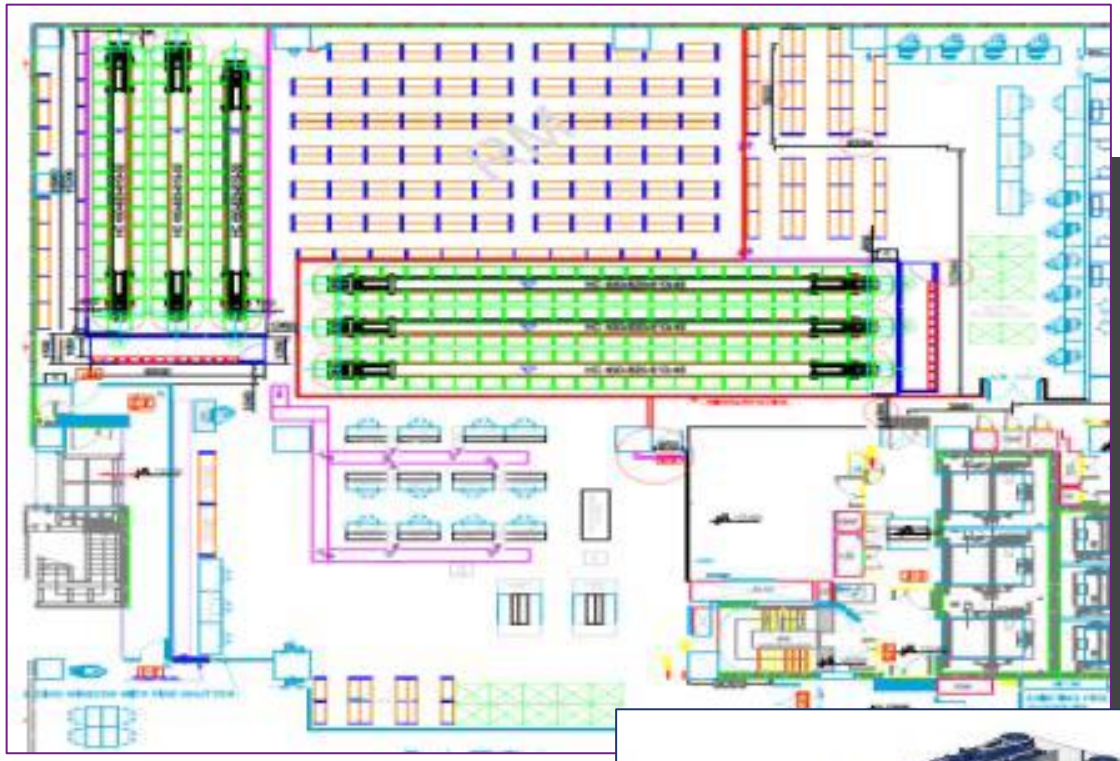
We were recently engaged to support them designing >230,000 sqm logistics park having 12 state of art warehouses.

Case Study

CASE STUDY #4
PROFILE COMPANY

- Analyze existing warehouse space (having more than 24,000 SKUs) and re-allocating storage space based on product type / category
- New DC design with fully automated warehouse for increasing efficiency

- Detailed design and solution engineering
- Inventory optimization
- Operational resource planning (Man and Machine)
- Redesign the process to support proposed layout and storage solution



Our Client is one of the world's leading manufacturers of hearing aids. They serve hearing care professionals in more than 120 countries. Complementary accessories, fitting software, smartphone apps and diagnostics workflow solutions are also part of their portfolio.

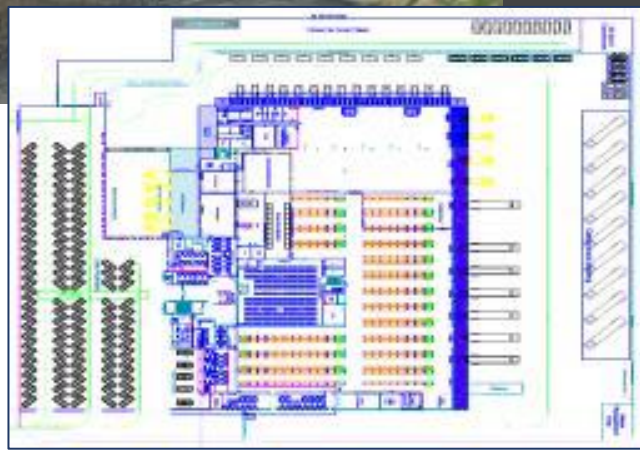
We were engaged design fully automated warehouse located in Singapore.

Case Study

CASE STUDY #5
PROFILE COMPANY

- Multipurpose warehouse cum head office construction / refurbishment
  - CEP
  - 3PL
  - Ecommerce
- Management of RFP to Design and Built tender
- Resource Planning

- Storage System, MHE / Automation equipment calculation and technical document preparation for tender
- Vendor shortlisting
- Project Management



Our client is Oman's new integrated logistics provider. It is the centrepiece of Oman's ambition to reclaim its 2,000-year-old regional trade leadership and establish the country one of the world's top ten logistics hubs by 2040.

We are working with them to support developing their business growth strategy along with capability building to offer various logistics services such as Cold Chain Logistics, 3PL warehousing services etc.

Case Study

CASE STUDY #6
PROFILE COMPANY

- Open up new markets in the GCC for supply of product back into the B2B/B2C Channel
- Facilitate the connection to new areas of product supply across premium seafood categories
- Facilitate and arrange partnership roadshows in to a establish new joint venture in Oman
- Provide ongoing consulting support for the logistics engineering of solutions for new supply channels

Our UAE based client is a rapidly growing food distribution disrupter that is digitising the B2B seafood trade through an online B2B, and transparent marketplace with full supply chain traceability.

We are presently engaged to support market expansion across the GCC from the perspective of supply, sourcing and joint venture partners.

Case Study

CASE STUDY #7
PROFILE COMPANY

- Developing Business Plan including next 5 years revenue projections
- Design 13,000 sqm manufacturing facility along with Raw Material and finished goods warehouse and head office

- End to end supply chain design
- Developing resource model for manufacturing and warehousing.
- Storage System, MHEs and technical tender
- Vendor evaluation and shortlisting
- Project planning and project management

Our Client is recently established construction material manufacturing company based in UAE and serve their clients based in Europe.

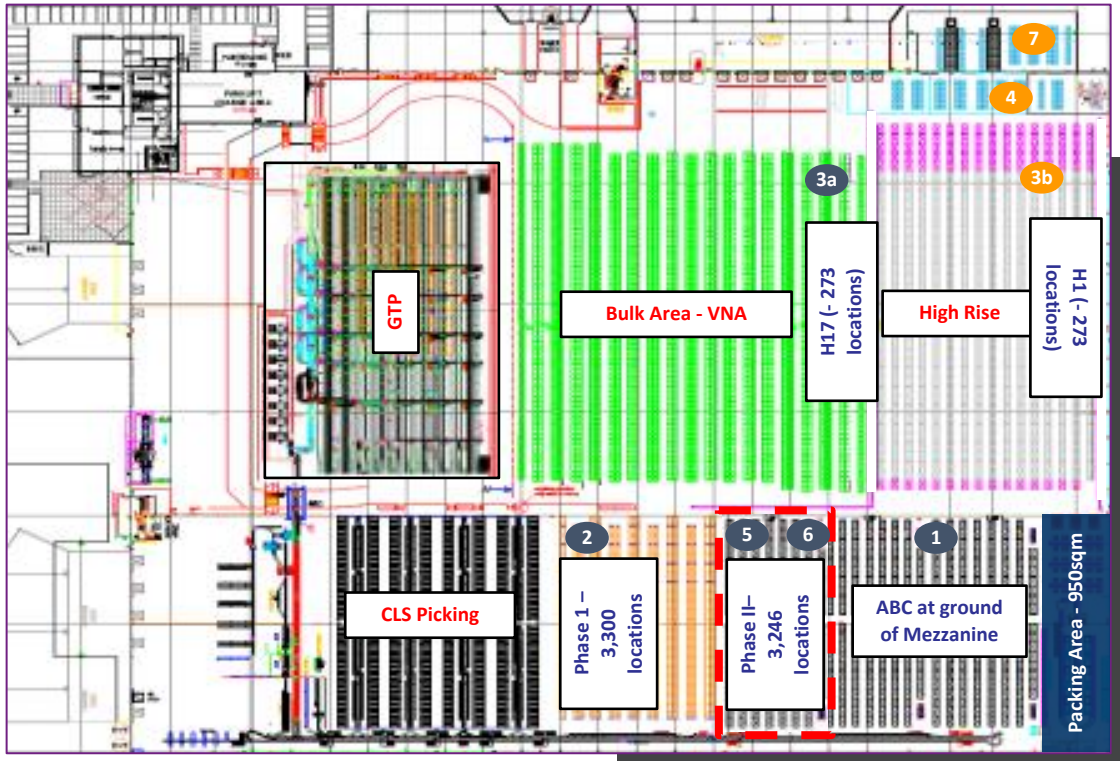
We are currently engaged for designing overall supply chain and manage end to end logistics services including solution design and implementation.

Case Study

CASE STUDY #8
PROFILE COMPANY

- Increase existing storage capacity by at least by at least 30% in existing 40,000 SQM Hybrid warehouse (Manual and ASRS system)
- Optimise operation area for seamless material flow in the inbound and outbound area

- Redesign existing setup to support change in product demand
- Redesign the process to support proposed layout and storage solution
- Automation solution for reducing operational cost and reduce labours



Our Client is one of the world's largest clothing company with more than 250 outlet stores

We were engaged for optimizing overall storage space and warehousing operations for reducing operating costs of their biggest distribution centre in Australia.

Case Study

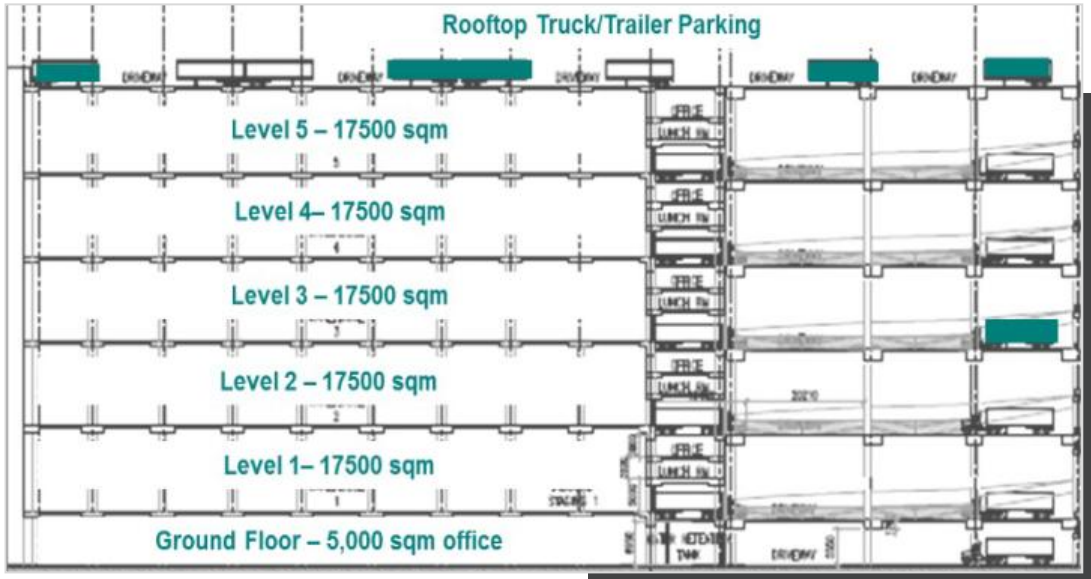
CASE STUDY #9
PROFILE COMPANY

Toll City is a large, flexible and efficient real estate solution that supports both conventional and highly automated logistics solutions; showcasing best-in-class supply chain product offerings for our customers

- Ability to accommodate FMCG, Healthcare, Retail & Hi-tech products
- Access to Asia Pacific markets within 24 Hours reducing time-to-market

ENGAGEMENT SUMMARY:

- Consolidation of 7 operations - Inventory Analysis
- Location optimisation to reduce transportation cost
- DC Design Options Analysis
- Operations and MHE Costing
- $220M CAPEX approval
- EDB, JTC, LTA Government department approval
- Business Case Development
- Design brief development
- Property procurement
- Developer selection
- Project Management
- Tenant fit out co-ordination & management
- Make good negotiation



TOLL CITY: FACT SHEET	
Floor Area	1,000,000+ sqft
Level	5 levels with ramp-up vehicle access
Height	10-12m, 7 pallet-high racking
Location	Singapore, Tuas
Technology	Cust-specific (Semi/Fully Automated)
Investment	$220M

TOLL CITY - CHARACTERISTICS

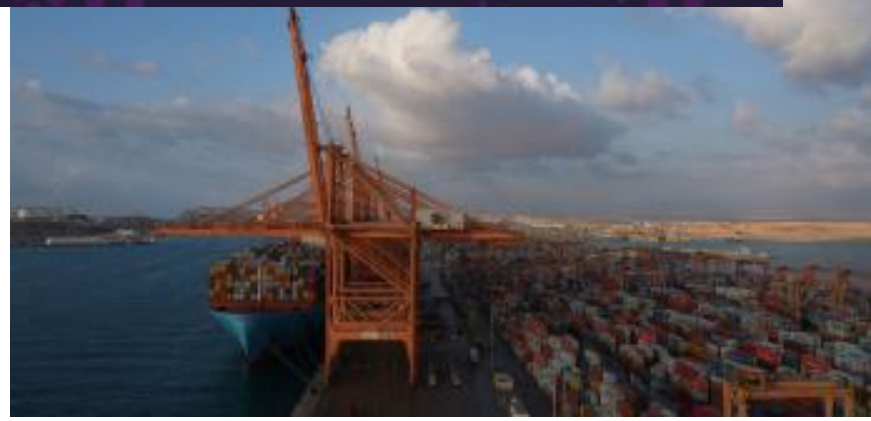
Toll City is a five level ramp-up warehouse. An oblong shaped vehicle ramp provides access to each level.

- Land size – 4Ha
- Total building size - 100,000sqm
- Warehouse Ceilings - 10-12m (up to 7 pallets high racking)

Case Study

CASE STUDY #10
PROFILE COMPANY

- Built the Freight Development Plan (FDP) including 5-year business plan and project plan for implementation related to Post, Logistics, M&A (Freight Cluster), Ecommerce and domestic 3PL market entry.
- 5 Year Strategy Plan & M&A Roadmap
- Go to Market Plan - Express, 3PL, Cold Chain, Postal
- Facility Design - Ecommerce, Aviation Hub, Cold Chain
- Project Plan Management, National Ecommerce & Cold Chain BP Management



Our client is a large government owned business cluster including ports, free-zones, logistics, shipping, postal, express and rail.

We led the development of the business review and prepared 5-year growth and expansion plan across all OpCo's within the Freight cluster (postal, logistics, shipping, ports, free-zones, drydocks and rail).

Case Study

CASE STUDY #11
PROFILE COMPANY

- Review existing areas of cross business synergies.
- Go to Market Plan - Express, 3PL, Cold Chain, Postal
- Build business plan and financial model for board sign off.

Lead consulting partner to one of Oman largest family-owned conglomerates engaged to develop their 3PL logistics strategy and to evaluate growth opportunities in logistics.

Lead the development of the Logistics Strategy and Business Plan for expansion into the LSP markets and food services / food hub markets in Oman and GCC.

Case Study

CASE STUDY #12
PROFILE COMPANY

- Scope included strategy development, markets, property design, patent management, development and managing the go to market plan / implementation and project office management resourcing.
- Strategy Plan & Investor Roadmap
- Go to Market Plan & Operational Design
- Patent & Manufacturing Process Design
- Project Plan Management, Design & Investor Management

The BioSource Project was founded in 2014, with the aim of looking for an ecologically and economically meaningful use of the renewable resource which is created during the process of cultivating palms.

Lead consulting partner to BioSource Project Group - develop the full end to end business Business Strategy Plan and business execution plan for a USD$80m private / public capital investment in a new global manufacturing and distribution business in the UAE/German.

Case Study

CASE STUDY #13
PROFILE COMPANY

- Develop strategy and growth based on areas of market gaps and key identified opportunities.
- Design and cost model BTS Cold Chain warehouse in Dubai including facility design, mapping, project cost.
- Market Research
- Existing Asset Evaluation and Review
- Business Case development and Financial Modelling.

Our client is a United Arab Emirates based Third Party Logistics (3PL) Provider offering one-stop-shop 3PL services for various industry verticals.

Lead consulting partner to undertake full feasibility study into market entry for Cold Chain 3PL, including all property and design elements.

Case Study

CASE STUDY #14
PROFILE COMPANY

- Growth Strategy Review to enter the 3PL market and to develop the Business Plan & Investment Case
- Concept and Strategy review and Model options having full automated facility (approx. 50,000 sqm) having more than 400 stores
- Business Case development and Financial Modelling.
- Operational Concept Design Data and Operational models options with Flow, storage, technology, automation and process.
- Concept Process & Layout Design , Budget Operating Costs with Labour Models & Project Roadmap, Budget CAPEX and OPEX costs

Our client is a large Saudi based conglomerate with diverse business entities from oil and gas, logistics, retail, services, infrastructure, entertainment, ecommerce and food & beverage.

Lead consulting partner to undertake a review of existing internal supply chain activities with a view to develop a centralised group owned 3PL to service internal and external opportunities.

Case Study

CASE STUDY #15
PROFILE COMPANY

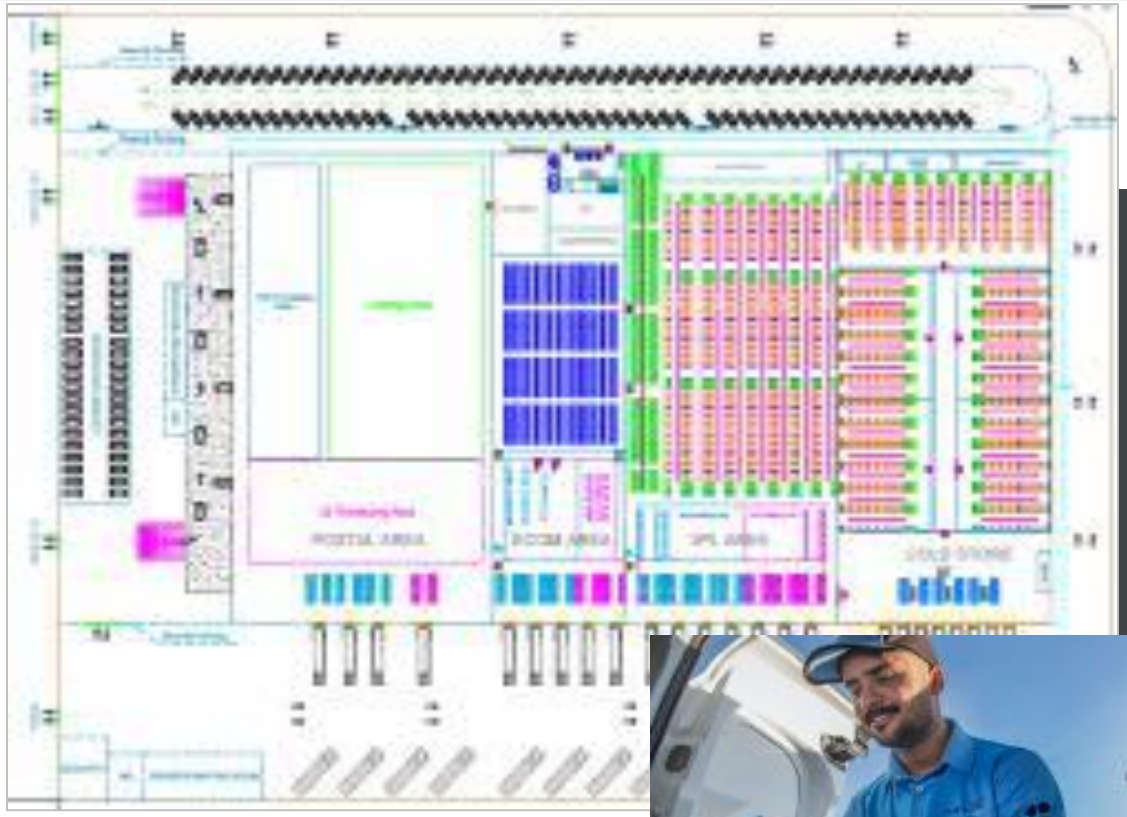
- Develop business model and financials, including business case, structure, operations and asset transfers.
- Project lead the creation of the new 3PL and commercialisation channels.
- Lead board sign off and presentations,, and recalculate warehouse area, storage capacity and inventory to serve external customers.
- Project manage the go live and transfers
- Training staff and implement systems

Our client is a large Dubai based conglomerate with interests in manufacturing, O&G, distributorship and brand ownership, industrial distribution and property.

Our scope was to evaluate existing in-house supply chain and distribution business to establish viability of creating a commercialized 3PLSP.

Case Study

CASE STUDY #16
PROFILE COMPANY



- Develop Business Plan including next 5 years revenue projections, and design the Product and service suite
- Undertake cost estimation for construction of facility, plan provision for Automation in future and determine supply and demand analysis
- Design 25,000 sqm multipurpose warehouse
  - Postal Services
  - Ecommerce fulfillment
  - 3PL
  - Cold Chain
- Detailed design and solution engineering
- Project planning and management

Our client, ASYAD Group is a large government owned business cluster including ports, free-zones, logistics, shipping, postal, express and rail.

Our scope was to design and develop the strategy for Ecommerce and Cold Chain Logistics services to support a National Industry initiative as a key part of Oman's strategy objectives and to provide a concept design for an integrated ILS hub.

Case Study

CASE STUDY #17
PROFILE COMPANY

- Overall project development of the new Airport Integrated Logistics Hub including analysis and assessment, design, costing leading to for a 9,300 sqm multipurpose warehouse cum head office;
  - CEP
  - 3PL
  - Ecommerce
- Financial modelling, market analysis, strategy planning
- Internal & External Design and Plans
- Detailed DC and HQ Office design including Storage System, MHE / Automation equipment calculation and technical
- Project Management and EPC Tender Management including specifications

Our client is a large government owned business cluster including ports, free-zones, logistics, shipping, postal, express and rail.

Our scope was to design and develop a national headquarters for a new ASYAD entity ASYAD Express and to house the operations and head office of Oman Post, through the redevelopment of the former airport terminal to become part of the future Muscat Airport City.

Case Study

CASE STUDY #18
PROFILE COMPANY

- Objectively look at the best available strategies to re-capture profitable growth
- Road map for returning the business to a GP Margin above 20%,
- Evaluate new markets and/or commercial opportunities (products) that may allow the business to reposition itself, Review and understand utilization of existing infrastructures (machines)
- Review manufacturing and supply chain processes, systems, product flows and costs,
- Review and evaluate the right size, structure and cost base for the business to achieve its goals
- Undertake a thorough internal review and analysis of manufacturing process to understand what cost drivers, process improvements, expense reductions, yield improvements and revenue gains can be made to support the business turnaround.

Our client is an integrated packaging solution provider and a market leader in the packaging industry

We were engaged to undertake a full value chain review of the business operations including manufacturing, markets, logistics and sales. Develop a ROCE driven target business model to enable to drive business improvement and performance.

Case Study

CASE STUDY #19
PROFILE COMPANY

We offered recommendations to drive service performance, cost benefit and right supply chain and production capabilities and capacity for future growth, with a view to ensure that tour client's supply chain offers a competitive advantage, the project was positioned from a comprehensive strategic and operational perspective covering activities such as:

- Up and downstream supply chain activities
- S&OP, Processes and Business Flow
- Inventory, Procurement & Working Capital Deployment
- Demand planning & Forecasting
- Manufacturing Process Review
- Warehousing (raw material and finished goods)
- Distribution & Transportation (internal and external)
- Supply Chain Technology
- Supply Chain Risk Management
- Human Capital and Supply Chain Organisation Structure

Our client is the Middle East's premier manufacturer and supplier of high quality plastic piping systems for the distribution and transmission of water, waste water

We undertook end to end Supply Chain Audit and Value Stream Review including manufacturing, logistics, procurement, inventory and human capital. Design future supply chain model and implement. Introduce Lean Management system in their manufacturing unit.

Case Study

CASE STUDY #20
PROFILE COMPANY

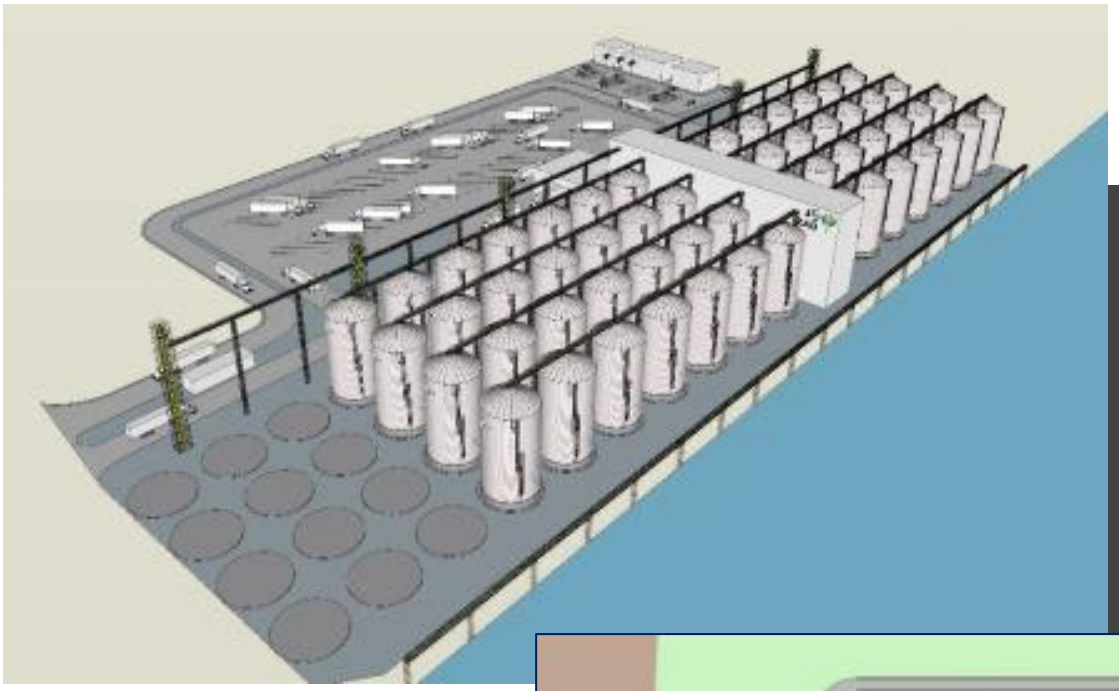
- Optimise the logistics model for Singapore / Malaysia
- Develop an optimal warehousing and transportation design for the establishment
- Ensure the new logistics design incorporates appropriate levels of technology, automation and process improvement
- Enhance productivity, reduce fixed costs increase customer availability.
- Revitalise SG/MY by right-sizing, optimizing, and redefining space to ensure maximum efficiency and utility
- Have multiple flexible warehousing and transport design options to utilise current assets and property constraints
- Optimising ROI outcomes and ensure the new logistics model will be scalable for future changes in the clients offering group offering.

Our client is a leading pan-Asian retailer. They operate grocery, food and beverage retail, convenience stores, health and beauty stores, home furnishings stores and other retailing under well-known brands

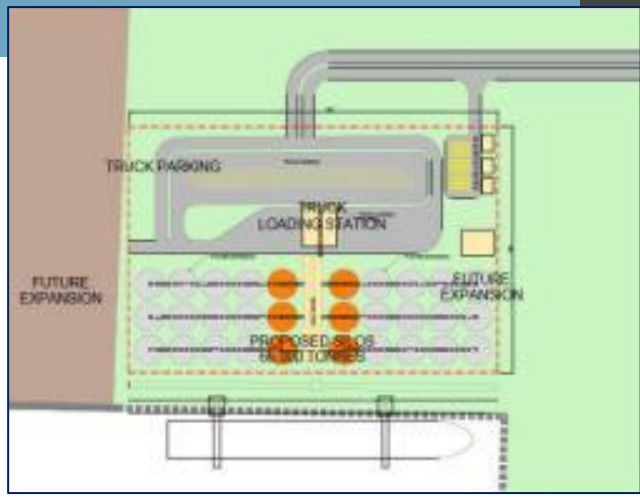
We have undertaken end to end Supply Chain analysis and Value Stream Review including Cold Chain operations, logistics, procurement, inventory and human capital. Identify and implement quick wins for immediate cost savings and new optimized logistics network design.

Case Study

CASE STUDY #21
PROFILE COMPANY



- To be in the new grain facility to serve store grains in bulk quantity at Port of Duqm
- Strategically located to serve North East and East Africa (apart from domestic consumption)
- Dedicated berth with the total length of 300m
- Free flowing products such as wheat, rice, maize and sorghum to be stored
- Key infra such as Hoppers, Conveyors, bucket elevators part of design



Our client is Oman Gov entity responsible for development of a country's strategic assets and is holding company for 4 ports, 4 SEZs and National Logistics and Postal organization. It is the centrepiece of Oman's ambition to reclaim its 2,000-year-old regional trade leadership and establish the country one of the world's top ten logistics hubs by 2040. This project was part of strategy to align with Food Security Authorities' vision

We were engaged to validate design, feasibility and viability analysis of new grain storage facility having the new reclamation project, in line with the future strategic needs of Port of Duqm. Proposed facility will have it's own berth, dedicated ship unloading equipment, grain storage, truck loading bay and auxiliary buildings.

Case Study

CASE STUDY #22
PROFILE COMPANY

- 150,000sq ft ecommerce warehouse across 5 locations
- Setup centre of excellence for customer return products
- Cost + Variable model for managing upsurge in demand
- Modify SOPs to meet the volume fluctuations
- Transferring operations from one site to another without disrupting operations
- Approx. no. of order (lean) (avg) – 800 orders per day
- Average Peak – 5000 orders per day

Our client is one of the Largest global eCommerce companies.

We were engaged in setting up ecommerce warehouse operations (from scratch) - 5 locations for HB, Home Appliances and Furniture category - 150,000 sq ft

- Calculating and analysing sufficient and optimum :
- Area
- Manpower
- Operating equipment
- Supporting IT infrastructure

Case Study

CASE STUDY #23
PROFILE COMPANY

- Undertook proposed cost + model to ABC model with 14% savings and flexibility to expand operations
- No. of SKUs : 4400
- Storage capacity (no. of pieces) : 300,000
- Approx. no. of order (avg) – 1000 orders per day
- Upsurge Deviation : 30%

Our client is an online, Indian e-commerce website that offers a range of lingerie.

We were engaged in Warehouse Optimization of:

- Area
- Manpower
- Storage methodology and storage systems
- Overall operations optimization
- Operating equipment
- Modify SOPs to meet the volume fluctuations

Case Study

CASE STUDY #24
PROFILE COMPANY

- 36,000sq ft warehouse with 6000 rack positions
- 30,000 SKUs
- 400 – 500 Stock Transfer Notes daily
- 50% skew on weekend and festival period
- 14 - 15% of dispatch volume is monthly returns – check, separate, re-pack , put-away, and dispatch back to vendors / organize ‘seconds’ sales

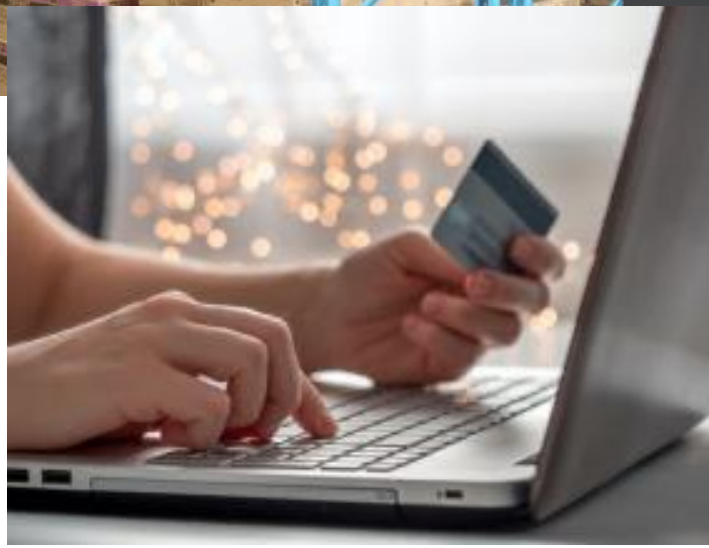
Our client is one of India’s largest apparel retailers.

- Resource allocation from dispatch and route planning, replenishments & inventory control to merchandising, marketing and front-end sales
- Greater stock visibility leading to better inventory planning
- Quantitative improvements in inbound & outbound processes
- Pick, pack & issue
- On-time & complete (OTC) deliveries
- Reduction in mishandled merchandise – reduce returns attributable to damages
- Headcount re-deployment / reduction

Case Study

CASE STUDY #25
PROFILE COMPANY

- Approximately 10000 CBM holding inventory in Shanghai RDC
- Single RDC delivery complexity to KA – understand the difficulty of sending to stores like Walmart and Carrefour
- Strong Seasonality requirements that requires 3PL to adjust resources effectively to meet demands
- Moving Forward: Setting up of Satellite RDCs in other provinces



Lead Logistics Provider for China Warehouse Management & Distribution

- Transport Model: Cross-docking requirements & Direct Delivery
- Picking operation down to piece picking
- E commerce: 20. Such as Dangdang, Amazon,1haodian
- Warehouse Management: FG, POP
- Distribution to final Customers all over China
- VAS: CIQ Labelling, Co-packing, Re-packing, Returns management

Case Study

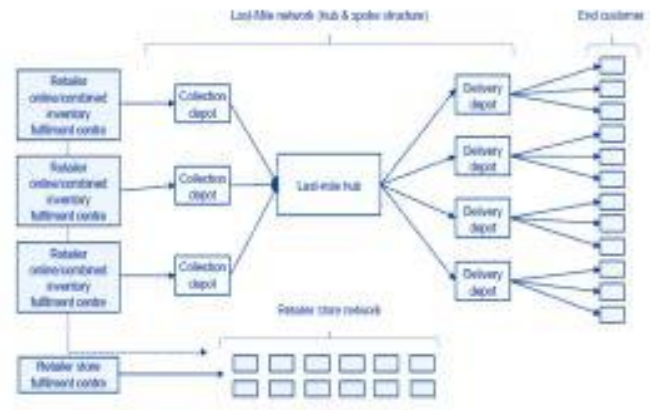
CASE STUDY #26
PROFILE COMPANY

- Research, analyse and assess the local, regional and global logistics marketplace as this relates to the Saudi and GCC marketplace
- Investigate and evaluate the current logistics capability and core competencies of client as it related to the development of a logistics property park and evolution into LSP services.
- Develop a strategy document and implementation schedule in support of developing a commercial logistics venture as it related to the development of a logistics property park and evolution into LSP services such as
  - Warehousing
  - Distribution & Transport
  - Niche supply chain and value-adding activities.

Our client, a leading real estate development company desires to be the leader in providing high quality logistics parks, infrastructure, facilities and over time value-added 3PL/4PL logistic services to the supermarket, retail, e-commerce and wider market (locally, regionally and on a global scale) by providing comprehensive and integrated supply chain management solutions, from infrastructure and facilities development, build-to-suit properties, transportation and business information management system solutions

We were responsible for:

- Full market review of the KSA warehousing, transport and cold chain market segments.
- Comprehensive competition and demand analysis.
- Review of existing business operations and demand.
- Develop and finalised a comprehensive strategic roadmap for new market entry and expansion of logistics property clusters (logistics industrial parks) and for the development of peripheral third-party logistics services as an owned/operated, joint ventured or management contracted covering activities.



Case Study

CASE STUDY #27
PROFILE COMPANY

- Research full market study and analysis (economics, FDI, market and logistics / industrial development environment)
- Undertake evaluation of the competitive landscape
- Direct Market Feedback and Input (interviews and analysis)
- Options and Opportunities analysis
- Review and assess the real estate location options design plans and future rental demand trends
- Undertake Project review and viability assessment / modelling

Our client is one of the largest global real estate services provider. They wanted a comprehensive market feasibility study for the development of a **2.8m sqm logistics industrial real estate park** with cold chain and ambient warehousing. Analysis of economics, market conditions, market potential and insights into the success viability of a property development.

- Macro-economic analysis for Angola and Sub-Saharan Africa
- Foreign investment policies and FDI incentives
- Market study relating to logistics and industrial market segments, potential, demand, interest, operational elements and feasibility
- Overview analysis of the Logistics and industrial sector and areas of development
- Direct market interviews with potential users and stakeholders
- Competitor and environment analysis
- Analysis of the residential and villa market and overview of current market condition
- Overview of demand and yields of the market segments in Luanda with a focus on understanding the investment climate, challenges and trends of this sector
- Initial project viability analysis based on market study and data
- Project recommendations on suitability, options, markets and operating framework

Case Study

CASE STUDY #28
PROFILE COMPANY

- Undertake a comprehensive review and evaluation of business processes relating to the end to end delivery eco-system across all products, services, information flows and systems.
- Undertake a detailed analysis of potential technology solutions and develop the model required to digitalise the business processes. Ultimately the project will review and identify technology solutions to enable the digitisation of the process and provide an implementation roadmap.

Our client is government owned leading regional postal company. They wanted a digital solution to optimize and streamline the entire delivery ecosystem (from receiving orders to final delivery) for Mail Operations that constitute both the Delivery and Exchange Centers, thereby enhancing its level of logistical excellence in terms of operational efficiency and customer experience.

Our scope was to assess current mail operations process and policy management as compared to relevant regional and international benchmarks, competitors and peers, in the context of the current market landscape. To complete a detailed process mapping and core policy development exercise, accounting for current processes.

To Identify potential technology options to support operational process management and develop a standard ‘user friendly’ operational process and policy model to be used across the mail operations organisation. Complete an initial basic lean based review of current operational processes and identify primary opportunities for waste removal within the current mail operational arena and to provide a roadmap to enable conversion of core process and policy development into a digitised model.

Case Study

CASE STUDY #29
PROFILE COMPANY

- Undertake a full review and assessment of the 3PL opportunity with a major international airline, and evaluate the viability, prepare financial models and design the most appropriate business model and solution to successful operate as a 3PLSP.
- Undertake a wider analysis of the 3PLSP market and demand for services, forecasts and market gaps to align this to a commercialisation strategy beyond the airline customer.
- Prepare a detailed roadmap and financial models to support the business plan, and bid to client.

Our client is a leading development, investment and management company of premier real estate properties in the industrial field. The company has a development of office complexes and industrial warehouses in the Industrial City of Abu Dhabi (ICAD-1) of which one of its leases is leading airlines company. They have indicated a desire to exit the lease to move to a 3PL business model.

We undertook a review and provided logistics advisory expertise to review, evaluate and develop the opportunity to under firstly the feasibility of the concept, to design the path forward and more over evaluate the ability for this to be expanded as a profitable 3PL business venture beyond the customer.

Case Study

CASE STUDY #30
PROFILE COMPANY

- Identify the primary and secondary intelligence data on the organisation structure, ownership, services, assets and other data points relevant to target assessment requirements
- Prepare a dossier of information on each of potential acquisition targets
- Guide the client corporate development team to better understand and assess the target.
- Provide an analysis of each of identified LSP's identified as to its suitability and pros/cons
- Inject peripheral market intelligence as it relates to a potential acquisition including known valuation, divestment/expansion strategies, challenges or opportunities etc.

Our client is the world's largest shipping line and integrated logistics player, active in ocean and inland freight transportation and associated services, such as supply chain management and port operation. They provide its customers with end to end supply chain capabilities and to strengthen its existing service offerings through the undertaking of market research identifying potential target organisation to acquire.

We performed detailed evaluation of the UAE and Oman markets for 3PL companies operating various defined logistics segments with a view to shortlist to a M&A target list based on strategic criteria and Build BI dossier on each potential target with capability and asset data.

Case Study

CASE STUDY #31
PROFILE COMPANY

- Analyse cold chain logistics in Pakistan including but not limited to economic environment, market conditions (drivers, trends, future), market potential (markets, customers, volumes),
- Explore warehousing and transport networks (current network capability/capability, quality, future network potential) and provide insights into the success viability of the development of Cold Chain logistic product in Pakistan)
- Develop a3-5 year business plan for the product/service and that considers future routes, connecting regions, explore strategic investment areas that reduce the chance of commoditisation

Our client is the world's largest shipping line , active in ocean and inland freight transportation and associated services, such as supply chain management and port operation. They want to develop Cold Chain Logistics product in Pakistan.

We were appointed to take the lead with their management in guiding and steering the study deliverables lending weight to research, business intelligence, running workshops, strategy input, draws conclusions and assembles/finalises the draft report/business plan

Case Study

CASE STUDY #32
PROFILE COMPANY

- Consolidate all data / research / knowledge and information undertaken previously and/or that exists across the various working groups in India/Bangladesh/Region
- Identify/review existing and missing data to build an accurate map of the market (customers, route, flows, volumes, business pockets, disruptions, inefficiencies, bottlenecks, future demand etc...)
- Map the customer markets - current volume flow, current customers, potential customers and volumes, yields and pricing, areas that if connected to a global supply network would create new business or increase the volume of trade
- Review the supply chain and modes to identify the bottlenecks and inefficiencies that layer costs or delays into moving cargo across these routes

Our client is a leading integrated shipping company, active in ocean and inland freight transportation and associated services, such as supply chain management and port operation. They want to develop a business case / plan for the creation of an India / Bangladesh multi-model logistics corridor and the associated products.

- Map out a 3-5 year development agenda for the product/service and that considers future routes, connecting regions, explore strategic investment areas that reduce the chance of commoditisation and/or leverages client's unique position
- Explore the customer and market segments that unlock niche markets and enable client to push into fully integrated logistics throughout the corridor spurring new pockets of business (export / import) to grow the market, whilst working with authorities to solve present logistics challenges

Case Study

CASE STUDY #33
PROFILE COMPANY

- Research, analyze and assess the local, regional and global logistics marketplace as this relates to the Saudi and GCC marketplace.
- Full market review of the KSA warehousing, transport and cold chain market segments.
- Comprehensive competition and demand analysis.
- Review of existing business operations and demand.
- Investigate and evaluate the current logistics property infrastructure overview and logistics investment landscape in the next 5-10 years
- Provide input and an overview of the developing trends in relationships and behaviors between 3PL and their customers.

Our client is a leader in providing high quality logistics facilities and logistics infrastructure, targeted towards the 3PL/4PL logistic services, supermarket, e-commerce and wider market (locally, regionally and on a global scale) by providing comprehensive and integrated property solutions, from infrastructure and facilities development, build-to-suit properties and business information management system solutions.

We were engaged to research, evaluate and undertake a market analysis of the Logistics Services market and logistics property in Saudi Arabia, that enables our client to better position and understand the value proposition and requirements in support of a business plan to develop new markets and lead the expansion of logistics property clusters (logistics industrial parks) for its targeted markets.

Case Study

CASE STUDY #34
PROFILE COMPANY

- Review end to end supply chain value stream - from suppliers to customer
- Evaluate upstream and downstream supply chain activities
- Review of existing business operations and demand along with S&OP, Processes and Business Flow
- Map and review current ERP System process including (but not limited to)
  - Demand planning & Forecasting
  - Distribution & Transportation system
  - Supply Chain Technology
  - Supply Chain Risk Management
  - Human Capital and Supply Chain Organization Structure

Our client engages in sales, marketing, service engineering and integrated professional support solutions for advanced medical devices. They specialize in the various premium clinical therapies and products. They direct operate in 13 countries in the MENA region from 22 offices.

We were appointed to undertake a comprehensive review and evaluation (health check) of the end-to-end supply chain activities, including the internal and external supply processes. The project output will provide a holistic analysis of the full value chain and offer recommendations to drive service performance, cost benefit and optimized supply chain and logistics capabilities and capacity for future growth.

Case Study

CASE STUDY #35
PROFILE COMPANY

Part -1 : Facility design

- Review of the layout design and internal fit out and optimize material flow in facility,
- internal storage and racking solution
- Process flow within the facility

Part 2

- Support sale lease back of the property

Our client is a multinational conglomerate company that operates a chain of hypermarkets and retail companies, headquartered, United Arab Emirates. They are one of the largest retail chains in Asia and is the biggest in the Middle East

We were engaged to support the lead consulting form (BTS developer) for build and development of our client's multi temperature Central Riyadh DC.

Case Study

CASE STUDY #36
PROFILE COMPANY

- Calculate and estimate
  - Storage volume
  - Storage Area
  - Storage System and MHE qty
- Selection and prepared technical specification for MHE
- Warehouse Building specification writing
- 2D layout design
- 3D & architectural design

Our client is world leader in Asian dining experiences (fresh food) and is dedicated to becoming a world leader in people development.

We were appointed to design and build 90k sqm multi temp DC in KSA.

Case Study

CASE STUDY #37
PROFILE COMPANY

- Map SKU level specification and understand the overall operations and VAS
- Connect Automated Storage and Retrieval System (ASRS) in warehouse with the beverage filling lines in the attached production area by a conveyor system
- Develop process maps and flow for a new high-bay materials warehouse with more than 13,000 pallet positions
- Create 3D simulation model in FlexSim (based on 2D design and equipment productivity provided by equipment manufactures)

Our client is leading Automation equipment solution (equipment) provider. Their client (a leading Beverage company)'s warehouse serves as the National Distribution Centre serving many major clients and regional distribution hubs.

We were requested by the equipment supplier to run a full simulation study during the bidding stage to validate the layout and system performance.

Case Study

CASE STUDY #38
PROFILE COMPANY

- Analyze Inbound and Outbound pattern
- SKU level specification mapping with warehouse material volume flow (hourly basis)
- Create process map of current operations and incorporating productivity of each activity
- Create 3D design and prepare Simulation model in FlexSim with the mapped activities and their respective productivity
- Identified the bottle neck in the whole process and provided alternate solution to make the whole process lean

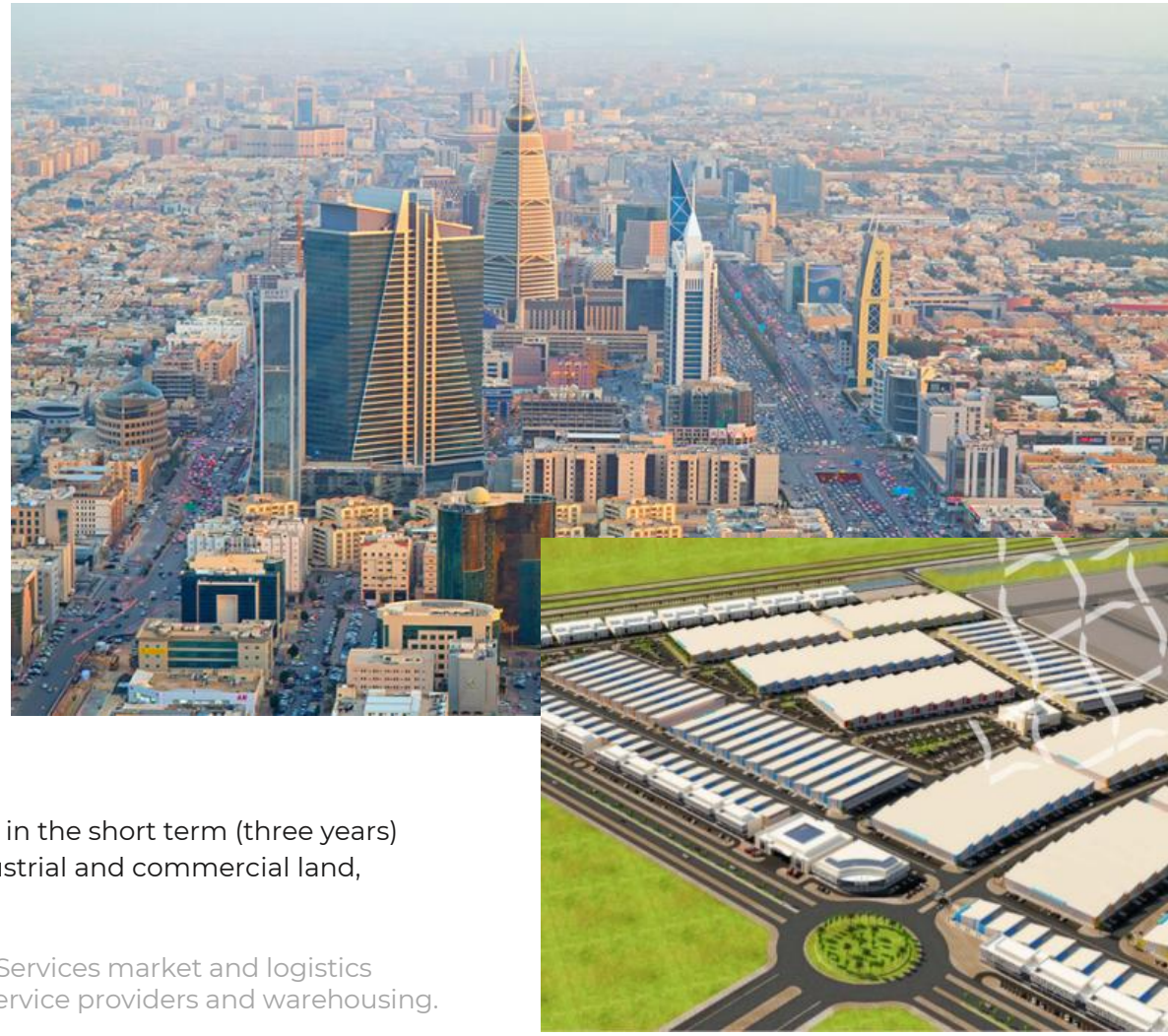
Our client is an international logistics service provider that delivers comprehensive logistical solutions.

We undertook a Simulation/Feasibility Study, Analysis & Consulting to provide a visualization / 3D Animation raw materials warehouse as well as an outdoor storage yard for containers and other goods.

Case Study

CASE STUDY #39
PROFILE COMPANY

- Research, evaluate and undertake a market assessment of the Cold Chain, Ecom, Retail & Pharma Logistics Real Estate Services market and property in Saudi Arabia.
- Review the current master plan and provide input in respect to logistics warehousing.
- Investigate and evaluate the current and future demand for real estate logistics property in Saudi Arabia.
- Develop 3PL / LSP business and propose business models.
- Evaluate property attractiveness to Logistics Service Providers (LSP's) & Customers.
- Provide input and guidance on the development of the 'Go to market plan'.



Our client is a closed private real estate investment fund manager. They aim to develop capital in the short term (three years) through the acquisition of an area of 1.8 million square meters development and dividend industrial and commercial land, warehouses and workshops in the city of Riyadh.

Our task was to research, evaluate and undertake a market analysis of the Logistics Real Estate Services market and logistics property in Saudi Arabia, and provide input on the current master plan as it relates to logistics service providers and warehousing.

Case Study

CASE STUDY #40
PROFILE COMPANY

- Analyse sourcing locations with their respective volume and identify COG
- Establish new processing centre design and fulfilment method options
- Determine new transport operating model and material flow options
- Determine process design for all the activities for improved quality and waste reduction

Our client is world leader in Asian dining experiences (fresh food) and is dedicated to becoming a world leader in people development.

We were appointed to consolidate with local market produce in Riyadh. Production line for cleaning, sorting, quality assessment, weighing, stock control, waste control and crating for retail.

Logistics Executive Group

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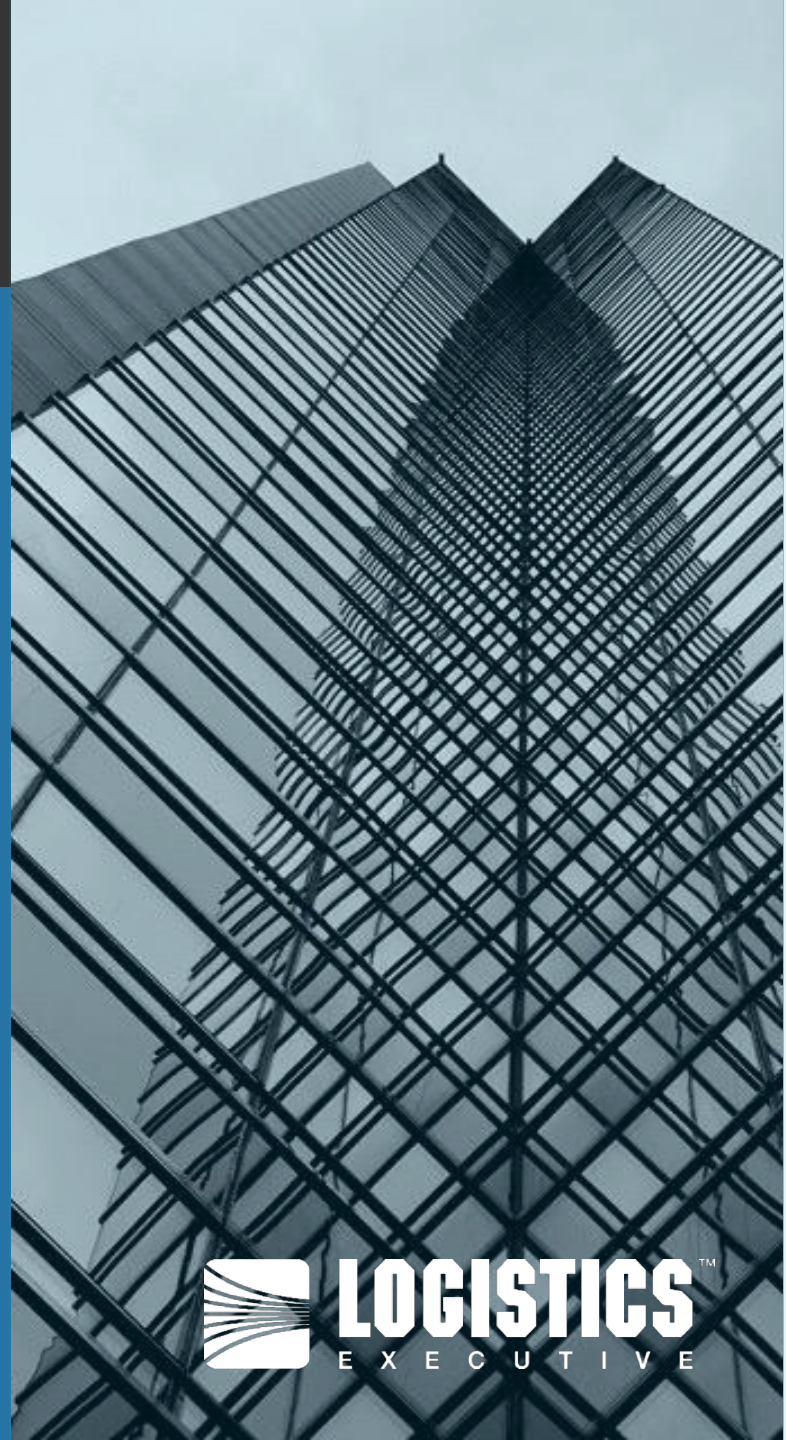
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