

3PL Evaluation and Selection



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Selecting the best third-party logistics provider (3PL) for your business can be a complicated, and even risky, endeavor. enVista takes the guesswork, anxiety and subjectivity out of the process by offering an objective approach to provider selection. Our extensive domain expertise and firsthand experience with leading 3PLs brings immediate, valuable technical expertise and insight to companies determining whether to insource or outsource their distribution needs.

enVista's 3PL selection methodology is not only unique to our industry, it is proven and documented. We begin by collaborating with clients to closely review and quantify their operations and business goals. Our focus on project value drivers and knowledge of 3PL capabilities and industry requirements enable us to quickly (and cost-effectively) recommend a qualified short list of vendors for evaluation.

Most importantly, enVista's vendor agnostic approach and data-driven evaluation process result

in an unbiased 3PL assessment, ensuring solution investments meet our clients' long-term business requisites at lowest total cost of ownership. We have our finger on the pulse of the 3PL market, and because of our history of supply chain, transportation and facility design expertise, we can create an accurate economic model to determine whether it makes sense for your company to insource or outsource its distribution. As part of our roadmap, we will also provide your company with the capacity thresholds where it begins to make sense to bring your distribution back in-house.

Benefits of Distribution Outsourcing:

- ▶ Reduce immediate capital investments
- ▶ Expand into emerging markets
- ▶ Improve customer service level agreements
- ▶ Improve scalability and flexibility
- ▶ Control seasonal variability
- ▶ Vary capacity within your network



Methodology

Our proven methodology consists of three phases: operational planning, development of RFP, and selection. The process begins by evaluating your current operation and researching viable alternative strategies. We then guide you through the bid process with existing and prospective vendors. Each service/solution offering is carefully documented and reviewed. Finally, a strategic and data-driven recommendation is made.

Operational Planning

The objective of this phase is to assure an accurate and comprehensive definition of the business requirements. enVista will collect the appropriate data to develop daily order profiles and operational requirements. Determining these key components of your supply chain is necessary to ensure the accuracy of our modeling.

Develop RFP

In this phase, enVista will develop inbound and outbound order profiles in order to understand operational volumes and pricing. We will develop a qualitative model to evaluate the chosen 3PLs specific operational cost vs. future projected DC operational requirements and cost to determine impact to customer service. enVista will shortlist five to six 3PL candidates who are qualified to support your operation. Potential vendors will then have the opportunity to respond to the RFP, walk through your facility, and demonstrate their potential solution to your unique requirements. enVista will also conduct a distribution insourcing vs. outsourcing business analysis in this phase.

3PL Selection

The last objective in the selection cycle will be to provide executive management with a strategy document and a plan for selecting a 3PL provider for the organization. enVista will make recommendations on the best choice of vendor to select based on quality of response to requirements, viability of proposed solutions, and total cost of ownership for the proposed system.

Real Results

Our evaluation and selection methodology enables:

- Comprehensive 3PL cost models
- A 3PL selection based upon facts and data
- Greater accessibility and use of information for decision making
- Reduced total cost of ownership
- Decreased implementation risks

**Consulting and solutions delivery is in our DNA.
Let's have a conversation.™**

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