



CASE STUDY:

IT'S A MATTER OF TIME MAKING GOOD TIME



It is not what
you say, it is all
about results...

Warehouse
Services Inc.
Asset
Management



COMPANY BACKGROUND

A global operating company and the largest company in the Middle East operating over 80 chemical manufacturing facilities worldwide.

BUSINESS PROBLEM

This client engaged in a semi outsourced model for the delivery of their products. Leasing equipment and contracting the drivers directly created challenges:

- (1) Direct supervision of the contractor established an environment of co-employment.
- (2) Failures in the delivery process left the client holding the bag:
 - Accidents
 - Delivery failures
 - Product loss
- (3) Internal managers tended to mask the fleet performance.
- (4) Lease costs, taxes and maintenance costs became prohibitive.

THE CHALLENGE

- Service the client, providing the control they want while eliminating co-employment
- Develop a solution that deals with operational challenges
- Improve delivery to OEMs – 30 minute window
- Remove liabilities associated with capital lease



- On-time delivery > 99%
- \$800,000 Reduction in Cost

**Warehouse Services Inc.
Asset Management**

COMPELLING RESULTS / RETURN ON INVESTMENT

- ✓ Provided a business model that reduced costs to the client as usage increased, through purchase of the leased assets
- ✓ Fishbone analysis coupled with RCCA to eliminate risk associated with the “bag”
- ✓ GPS install to provide enhanced visibility of the supply chain & ensure delivery