

# Designing and Implementing Business Excellence

## Logistics Solutions Provider Scale: 2.5M Sqft of Warehouse Space

Adonis Partners helped a logistics solutions provider develop and launch a continuous improvement plan, resulting in significant cost savings and high-level leadership growth.

- ✓ Spearheaded a 5-year strategic transformation
- ✓ Fostered revenue growth of \$12-\$14M
- ✓ Launched a cutting-edge Health, Safety & Excellence program



**12M-14M**  
Annual Revenue Growth

**3M-4M**  
Savings from Consolidations  
and Delivery Improvements

**5**  
Days' Reduction  
of DSO

Founded as a 3PL, this Canadian logistics company quickly evolved into a leading customer-centric solutions provider. With over 2.5 million square feet of warehouse space, their expansive footprint brings transportation and specialized logistics services across and beyond Canada. As the company grew, it faced challenges in continuous improvement and employee development, leading its team to engage Adonis Partners.

Adonis conducted a detailed assessment to understand the company's business landscape and devise a strategic plan. The first item for review was business gaps, each designated to the necessary owner. Up next was engaging in the analysis of critical processes such as warehouse receiving, picking, and loading. A transformation strategy was proposed consisting of the following:

- 5 Year Business Vision
- Business Division Performance & Profitability Reporting
- Risk / Fraud Management
- Health, Safety & Excellence (HS&E) Program
- Employee Performance Measures & Bonus

From here, the HS&E project was officially launched and Lean Six Sigma training began. Expert consultants conducted Yellow Belt (YB) training with a core team of supervisors and managers resulting in an astounding \$12-\$14M in annual revenue growth. Consolidations and delivery improvements also yielded \$3-\$4M in savings. Adonis Partners' comprehensive approach positioned the company for continued success and cost savings.