

Creating Value Through 3PL Expertise

Household & Personal Product Manufacturing Scale: 198 employees | \$344M (USD) Annual Revenue

Adonis Partners helped a manufacturer optimize its third-party logistics partnerships, resulting in considerable savings and streamlined operational efficiency.

- ✓ Reengineered 3PL strategy to optimize spending and productivity
- ✓ Orchestrated a risk-mitigation plan for a seamless transition
- ✓ Strengthened vendor relationships with structured selection and negotiation processes



7

3PLs Evaluated
Through RFP

\$2M

Annual Savings

7

Month
Engagement

An international manufacturer of household and personal products sought to enhance productivity and reduce costs within its outsourced warehouse services. Recognizing a significant opportunity for improvement, leadership engaged with Adonis Partners to develop a strategic approach for optimizing third-party logistics (3PL) partnerships and drive long-term value.

Adonis' expert consultants identified inefficiencies in contract terms, cost structures, and performance benchmarks through a comprehensive assessment. Taking it further, an on-site evaluation revealed gaps in service execution and operational alignment. Leveraging industry expertise, Adonis developed a robust RFP strategy, outlining clear timelines, responsibilities, selection criteria, and negotiation tactics to ensure an optimal partnership transition. A Failure Modes & Effect Analysis identified and managed any potential transition risk as an additional precaution.

Once the new RFP document was created, consultants spearheaded the participant search and selection process, serving as the lead contact for participants. This allowed for a collaborative process where assistance was provided in all negotiations.

Adonis Partners' pivotal role in analyzing RFP responses and facilitating informed decision-making, helping the client secure the best-fit 3PL partners. The successful transition resulted in \$2 million in annual savings while drastically improving operational efficiency and long-term scalability. This partnership set a new standard for all outsourced services, establishing clear performance benchmarks and stronger vendor relationships to support the client's continued growth.