



“In the first year of working with Ligentia our supply chain benefits amounted to over £2m – that’s a substantial saving.”



### Background

We began working in partnership with one of the UK’s best-loved value retailers early in 2009. Competition in the value sector has been incredibly fierce as a result of the UK’s economic downturn.

Our client was looking to take advantage of the market dynamics by maximising value to the consumer whilst also delivering excellent financial returns to the business.

### Challenge

This general merchandise retailer needed a bespoke supply chain solution to support sourcing strategies in Asia and Europe. The aim was to make every penny in the pound count, whilst delivering a comprehensive and integrated supply chain management service.

### Solution

- The client benefits from an end-to-end solution that manages the supply chain from the point of purchase, through to final delivery to the warehouse.
- Three Ligentia people work on-site for our client to negotiate favourable rates, manage inbound supply chain and liaise with merchandising.
- Buyers are able to review the margin on the product prior to purchase thanks to our landed cost model
- Goods are delivered to local ports, reducing road mileage and costs.
- A drop and swap container operation ensures constant container availability.
- On-going review of buying processes and vendor base enables continual consolidation and streamlining.

### Results

- Delivered an immediate reduction of £250K in wages and salary whilst simultaneously reducing annual management charges.
- Transferred an expert member of the client’s team to Ligentia staff, reducing client costs whilst retaining continuity of knowledge.
- Supply chain benefits of £2m+ in the first year of operation.

