



“Ligentia played a vital role in our being awarded ‘Vendor of the Year 2010’ by ensuring that the supply chain always delivered on time to our customer”



Background

When we began working with this manufacturer and supplier of a leading brand in baby feeding and hygiene products, their strategic objective was to establish the company as an international brand with global routes to market.

Challenge

Having established their own sales and marketing offices in the USA, the client quickly secured an \$18M contract with a major retailer to supply to 840 stores throughout North America.

With over 250 products manufactured in Asia, our customer required a robust and agile supply chain from factory to store. The solution needed end-to-end visibility of item level transactions to ensure 100% on time fulfillment. In addition, the client was looking for the agility and flexibility to be able to meet the changing needs of a very demanding retailer, including product reworking.

Solution

Our dedicated and professional team worked closely with our customer and all parties involved within the supply chain to deliver:

• Integrated logistics solution

Working with our strategic partners we identified a 3M sq ft warehouse facility that was located close to the main east and west seaports in the USA. Supported by a fully automated electronic B2B network with Advanced Shipping Notifications (ASN), Pick Lists, Stock Records and Outbound Bills of Lading exchanged throughout the supply chain

• Information management

The successful implementation of Ligentix, our bespoke IT solution, offering end-to-end visibility and stock management information.

Results

By building a detailed knowledge and understanding of our customer's business and strategic goals we have:

- Designed and delivered a port-centric supply chain solution
- Supported the business' planned expansion throughout North America
- Created a working model with the flexibility and agility to be responsive to the changing needs of the end customer
- Directly contributed to our client being awarded 'Vendor of the Year 2010' by their customer.

