



“Ligentia’s solution has given us the visibility, reliability and confidence required to more than satisfy the expectations of powerful, global, retail clients.”



Background

When we started working with this prestigious client four years ago, they were already a leading name in the supply of a top brand of baby products in the UK and Europe, but had aspirations to develop their brand worldwide.

Challenge

To deliver a worldwide brand they needed absolute consistency of delivery into demanding supermarket and pharmacy retail outlets and to drive down their supply chain costs.

Solution

Ligentia came up with a bespoke strategy that put our state-of-the-art Ligentix IT system at the heart of a successful, highly efficient supply chain solution that delivered:

- A single-view, web based system that offers vastly improved visibility of the supply chain for both the client and their high profile retail clients.
- Focus on stock management processes in southern China and Thailand to ensure reliability of supply.
- Compression of supply chain processes to expedite delivery items.

Results

- Substantial reductions in demurrage costs.
- Containment of freight rate increase by securing long-term rate reductions.
- Opening a warehouse in Thailand, specifically to support supply to a major retailer in the region.
- Development of a similar service for the USA that has enabled penetration into this new and lucrative market.
- Reduction of client’s unit cost while cutting down on overheads.

