



Case Study: End-to-End Solutions

Inghams Enterprises: Australian Poultry Supplier

Transition from decentralized 3PL network to leased and operated distribution centers for full supply chain control.

PROJECT SUMMARY

LOCATION

Oceania

INDUSTRY

Food
Processing

TMX conducted a national supply chain network review, to manage the site through to go-live and drive considerable savings.

Client Challenges

Ingham's Enterprises needed to transition from decentralized 3PL network to leased and operated distribution centers for full supply chain control. All distribution centers need to be equipped for flexible building configuration to adapt frozen/chilled zones throughout storage and packing zones. This needed to coincide with the integration of existing infrastructure, including packaging and labelling equipment, and to facilitate the capacity to accommodate 5 and 10 year growth projections.

Approach

TMX conducted a national supply chain network review, including a location analysis, to determine ideal facility location and sizing, in order to project manage the site through to site Go-Live.

The teams developed a highly detailed, technical design brief to ensure all performance criteria was addressed, creating a design process to create optimum operational layout incorporating future flexibility.

TMX conducted a formal tender process maximizing competitive tension, assessing expressions of interest site search, submission review, risk assessment, and shortlisting.

The completion of legal documentation was also carried out by TMX.

Solution

TMX was able to drive over **AUD\$11 million in savings through rent reduction**, after **improving the initial business case by over AUD\$32 million**, with significant transport savings due to the location secured.

The terms negotiated included an **AUD\$3.1 million fit-out contribution and AUD\$740k of provisional sums**, where the commercial terms and leasing incentive delivery was optimized to meet Ingham's business goals.

All Inghams' operational and financial objectives were achieved with respect to their holistic, national supply chain network strategy, with **early access for fit-out and stock build and zero rental overlap at transition**.

"The TMX team offer a very deep knowledge base and adopt a strategic mindset. They are highly responsive and a safe set of hands"

Chris Ong, National Distribution, Inghams Enterprises

Transform your supply chain

TMX Transform is an end-to-end supply chain consultancy, providing expert advice and practical, innovative solutions to businesses globally.