

**INDUSTRY:** Retail  
**RELATIONSHIP:** Mar. 2022 - May 2023

**INITIAL SCOPE:**

- Interim leadership for Global Logistics
- Interim leadership for NA Distribution Center
- Inbound/outbound carrier contract negotiations

**RESULTS:**

- Negotiated carrier contract savings of over \$18M (June '22+)
- Increased SCOT from 92% to 99%
- Improved DC productivity over 20%
- Cost avoidance of demerge and storage of \$4.5M
- Designed and launched Sales Inventory & Operations Planning
- Enhanced DC Capacity Model
- Instituted 5S and Lean throughout Operations

Carrier Contract Savings	Improved DC Productivity	Cost Avoidance	Increased SCOT
<b>21.5M</b>	<b>33%</b>	<b>4.5M</b>	<b>92% to 99%</b>

**SUMMARY:**

Initial efforts were focused on Inbound Carrier contract negotiations and implementation. The result was savings of \$21.5M over the following 12-month period. Responsibility was then to design the Global Supply Chain function with all components and metrics to hire a Chief Supply Chain Officer. After six months, we were asked to lead the DC Operations for North America to drive productivity alongside managing the inventory. We were able to take the overall On Hand inventory level from \$330M to \$240M with improved shipping and overall cost structure.

