

Assignment Profile	Fosters Wines EMEA	Oct 08 – Dec 08
Role	Project Manager – Business Continuity Plan	

Value delivered

- Identified operational solution to transfer interim and long term operations to a new Third Party Logistics provider with immediate supply continuity for all mid-large customers, and full availability within 4 weeks.
- Conducted & completed RFQ to select 3PL from 4 contenders, in a highly confidential environment.



Project Profile

A highly sensitive project to provide contingency operations in the worst case of catastrophic failure within the incumbent local Logistics Provider. The supply chain was extended with product sea freighted from Australia, S America and US.

Phase 1 Requirements and potential – Working with the internal business to identify minimum requirements, opportunities beyond the base service and setting expectations for aspirations. These requirements were discussed confidentially with 6 providers to identify potential.

Phase 2 RFQ and selection – Once the needs and opportunities were quantified, a detailed RFQ was issued to four service providers. This identified the operational interfaces and processes required, with daily/weekly/monthly activity levels. Agility of response, once triggered was a key criterion, as was the pragmatism of approach to re-establishment of normal trading. Providers were quickly shortlisted to two, and the client was introduced, in order to ensure a good cultural fit.

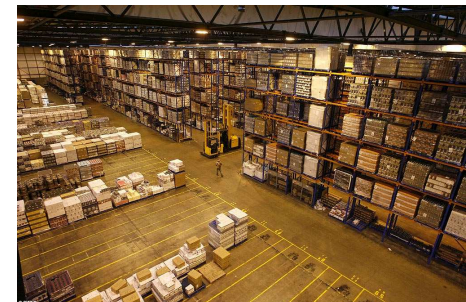


Features

Current State Assessment – reviewed existing operations, focussing on minimum requirements and identifying non-core activities so as to prioritise activities required in week1, 2, 3 etc

Future State Design – Working with several third party logistics providers, without releasing any information to identify the client or existing provider. A formal RFQ process was undertaken, each solution was judged on practicality and ease of delivery, as well as an element of cost.

Solution and contracting – Shortlisted providers were introduced to the client's senior team to judge mutual suitability and effectiveness of future collaboration. A single provider was accepted, and an informal agreement established, where quarterly reviews of the contingency solution offering were established



Client Profile

Fosters Wines EMEA – A wholly owned subsidiary within the 7,000 employee, AU\$4.4bn Fosters Group, which delivers 67.5m litres of wine pa to the EMEA region. Key brands include Beringer, Lindemans, Wolf Blass and Penfold's.

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