

Post-Merger Integration of a Transportation Management Solution (TMS) for a CPG Acquisition

A global food and beverage company recently acquired a growing health & nutrition entity; this strategic move reflects the ongoing trends in consumer choices favoring healthier food options while also emphasizing the importance of affordable products in times of economic instability. To enhance operational efficiency and capitalize on warehouse process and system synergies, Clarkston was engaged to support the integration of the acquired company's transportation management solution (TMS) from its warehouses to the parent company's.

A successful TMS system integration and process clarity and communication with internal stakeholders and external partners was critical to realize the warehouse integration synergies while minimizing disruption to customers. The Clarkston team crafted a phased plan that included the system, process, and training and change management activities associated with the TMS integration.

Consumer Products Case Study

PROJECT OVERVIEW



INDUSTRY:



Food & Beverage

PRODUCTS AND SERVICES:



Beverage and Snack Foods

PRIMARY OBJECTIVES:

- Successfully integrate the transportation management solution (TMS) of the acquired company's warehouses into the parent company's
- Standardize and integrate new ways of work between the two entities to enhance communication and collaboration between the client and their suppliers
- Minimize disruption of the TMS integration through robust training & change management efforts

RESOLUTION:

- Developed and managed a comprehensive, phased plan for TMS-related process, data, and system implementation
- Facilitated cross-functional process discussions surrounding warehouse outbound and inbound processes to align on future state processes surrounding the TMS implementation
- Developed Training & Change Management Plan to support end user adoption of the TMS implementation and processes including: automating freight billing and payment, optimizing orders, and analyzing shipment trends
- Analyzed and mapped internal and external stakeholders across teams within the acquired and parent company

KEY BENEFITS:

- A successfully implemented TMS for the acquired entity, seamlessly integrated with the parent company through a phased approach that considers capacities and resources to minimize potential disruptions
- Real-time visibility into shipments, streamlined data exchange between the client's ERP and TMS, and improved delivery accuracy
- Internal and external stakeholders fully engaged and brought along through the TMS integration

KPIs

- \$1M+ annual savings driven by automating the release of shipments and preventing delays as well as improving delivery accuracy
- Improved visibility in tracking purchase orders, shipments, and orders via the TMS
- Enhanced the ability to negotiate new carrier rates and international commercial terms

CONTACT US

