



HOW TO SELECT THE RIGHT FULFILLMENT/3PL PARTNER

Doing your homework is the key to establishing a successful partnership

1

Define and document your 3PL requirements in supply chain, the results expected, and state your priorities. Also, determine what logistical responsibilities will remain in-house and handled by staff.

2

Build an internal multi-functional team to select your 3PL candidate, as your logistical partner impacts multiple stakeholders. There will also be wider acceptance and higher compliance if everyone concerned is involved from the start.

3

Does your potential partner offer solutions in multiple segments of the supply chain? The more solutions available to you from a single provider, the more seamless your supply chain operation will be.

4

Ensure your 3PL provider has the capability and capacity to upscale operations, if and when needed.

5

Does your potential partner have a national presence? Will they be able to warehouse, fulfill and ship close to the end user, your customer?

6

If sourcing product is one of your requirements, does the 3PL have the expertise, knowledge and connections to order manage both domestic and overseas suppliers?

7

Does the provider offer customization? Systems integration? Detailed inventory management and custom reporting? A one-size-fits-all template may not always be the ideal solution for your business.

8

Ask for client references and check them thoroughly. An existing client's feedback is the best indication of the Fulfillment/3PL provider's performance and reputation.

9

Check the company's financial health. Your business should not face unexpected turmoil and risks because your 3PL partner can't deliver on the solutions promised.

Contact BR. Our talented 3PL team is ready to build you a fulfillment solution that delights your customers and saves you time, internal resources and money.



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