

SECTOR

# Travel & Logistics



## Focusing for maximum effect

From airlines to retail distributors – highly complex networks go hand in hand with time-sensitive service levels and tight margins. You can make a big difference with targeted well-managed changes. The right help in the right way at the right time can be critical. We can provide it.

## How we can help

The world of travel and logistics is highly diverse but there are a few key shared challenges, such as complex networks and processes and tight margins, that play to our strengths and enable us to deliver real value for our clients.

How best, for example, do you use data modelling systems and tools to optimise your network in terms of cost and service? How do you make improvements without compromising or disrupting the daily flow of business?

We can help you find the answers to these and other critical questions. We can work with you to set down and drive through change in complex environments. To this end, we apply a few highly experienced consultants who will work closely with you to deliver lasting change cost-effectively.

We are at home working across different parts of your organisation – engaging various stakeholders and bringing them together around shared objectives.

Our aim always is to help you tackle difficult problems and take good decisions to secure lasting improvements.

*“We’ll work in a highly focused and effective way to help you deal with complexities and deliver lasting improvements cost-effectively.”*

**Hadley Baldwin,**  
Partner

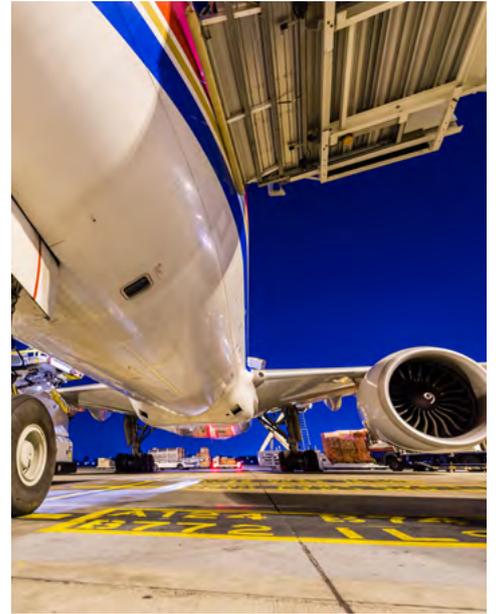


## SECTOR - Travel & Logistics

### We are often asked to:

- Set executable Finance, HR, IT, Digital and Business Strategies.
- Lead Finance, HR, IT, Digital Transformation.
- Make your technology work for you through maximising use of Big Data and Analytics, Leveraging the Cloud and Implementing Major Technology Programmes.
- Facilitate transformation through delivery, mobilisation, turn-around, Change Management, Portfolio Management and selecting the right suppliers.
- Maximise business performance through developing and embedding Business and Financial Modelling, Target Operating Models and post-merger Integration.
- Lay the right foundation for success through Investment Appraisal, Operational Due Diligence and Programme Assurance Reviews.
- Get the most out of your people through Coaching.

The full range of our services can be found on the [website](#).



## Our experience

### Below are some examples of current and recent work across the Travel and Logistics sector:

- We worked with M&S Outlets to review and make recommendations on how best to improve the effectiveness and efficiency of their logistics operation. Using business modelling techniques, in eight weeks we identified an opportunity for the organisation to reduce the annual costs of their logistics by around 20%.
- We provided the facilitation, encouragement and guidance to help Berendsen develop their own highly effective strategy – unlocking the potential in the business and securing an impressive increase in performance and value.
- We helped Royal Mail create a firm foundation for a Board-approved project to generate greater profitability from letters and create a more compelling offer for the market.
- We helped Cathay Pacific manage the replacement of their customer facing systems. Our work included change impact assessments, defining core processes, and wide-ranging engagement at all levels across the business. Working with senior management, we also led the process of linking desired outcomes back to the business case and developing a benefits realisation approach.

