



OPERATIONAL VISIBILITY

# Profitable Operations Control Centre

See true margin by customer, route, depot, and vehicle class — while the month is still open.

## IDEAL FOR

Road haulage

Distribution

3PL

## THE CHALLENGE

Finance knows revenue. Operations knows volumes. Nobody can answer 'which customers and routes actually make money?' until month-end — and by then the loss-making contract has run another four weeks.

## TYPICAL DURATION

4–6 weeks

## OPERATIONAL AREAS COVERED

Delivery

Vehicle

Customer

Fuel

Staffing

### Discover

Workshop & interviews

### Deliver

Fixed-scope outputs

### Handover

Documentation & session



# Profitable Operations Control Centre

## WHAT YOU GET

- Integrated data model joining delivery, fuel, labour, and contract data
- Executive reporting layer: margin %, cost per drop/mile, revenue per vehicle-day
- Drill-through by customer, route, depot, and time period
- Fuel cost per mile and labour cost per unit benchmarks
- KPI framework with owners and target thresholds
- 2× stakeholder review sessions and handover documentation

## EXPECTED OUTCOMES

- One leadership view replacing fragmented spreadsheet packs
- Customer and route profitability visible weekly, not monthly
- Evidence base for contract renegotiation or exit decisions
- Foundation for ongoing self-serve operational reporting

## AT A GLANCE

Duration

**4–6 weeks**

Outcome area

Operational Visibility

Segments

Road haulage · Distribution · 3PL

Data areas

Delivery · Vehicle · Customer · Fuel · Staffing

### Fixed-scope delivery

Defined outputs, documented handover, no open-ended day rates.

## WHO THIS IS FOR

MDs and finance directors who need board-ready margin visibility without waiting for month-end close.

## Ready to make better operational decisions?

Book a free 30-minute discovery call — we will recommend the right fixed-scope engagement.

[summitperformanceconsulting.co.uk/contact](https://summitperformanceconsulting.co.uk/contact)

FaizKhan@summitperformanceconsulting.co.uk

