



SYSTEMS & SCALE

System Selection That Protects Margin

Choose the right transport or warehouse system — requirements-led, not demo-led.

IDEAL FOR

Distribution

Warehousing

3PL

THE CHALLENGE

Three vendors demo well. Six months later you're live on a system that doesn't report margin the way finance needs — because selection was feature-led, not requirements-led.

TYPICAL DURATION

6–10 weeks

OPERATIONAL AREAS COVERED

Delivery

Warehouse

Customer

Staffing

Discover

Workshop & interviews

Deliver

Fixed-scope outputs

Handover

Documentation & session



System Selection That Protects Margin

WHAT YOU GET

- Requirements specification derived from operational workflows
- Vendor longlist and shortlist (3–5 vendors) with scoring matrix
- Structured demo scripts testing your actual use cases
- Reference checks and total cost of ownership model
- Implementation planning and data migration approach
- Negotiation support on commercial terms

EXPECTED OUTCOMES

- Vendor decision backed by scored evidence, not sales demos
- Requirements that protect margin reporting needs
- Implementation plan with realistic timelines
- Commercial terms reviewed before signature

AT A GLANCE

Duration

6–10 weeks

Outcome area

Systems & Scale

Segments

Distribution · Warehousing · 3PL

Data areas

Delivery · Warehouse · Customer · Staffing

Fixed-scope delivery

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

WHO THIS IS FOR

Operators investing £30k+ in TMS or WMS who need an independent, requirements-led selection process.

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

FaizKhan@summitperformanceconsulting.co.uk

