

## CHANGE MANAGEMENT IS KEY TO SUPPLY CHAIN SUCCESS

*Total Logistics launches service to improve supply chain project success*

Total Logistics, the European supply chain consultancy, has launched a new Change Management solution in a bid to improve companies' mixed success rates when it comes to implementing new logistics strategies. The new service complements the consultancy's core supply chain activities such as network modelling, inventory optimisation, benchmarking, infrastructure design and implementation.

Focusing on the softer aspects of business change, rather than equipment specification and capital expenditure, the new service seeks to unlock value in businesses that recognise the need for supply chain transformation, but also appreciate the need to engage fully with employees to make the changes worthwhile.

Built upon a strong proven framework and drawing upon lean principle techniques, the service takes a holistic approach to business change. The methodology engages people from all levels of an organisation and will deliver both short term wins together with a longer term, lasting step change.

Martin Brickell, who heads the Change Management service for Total Logistics, said: "All supply chains involve people to operate and execute the actual service or delivery. No matter how much money is invested in a supply chain or any of its components, its effectiveness is dependent upon successful engagement and commitment of staff. The Total Logistics Change Management service provides a methodology to achieve this.

"Any business supply chain that is considering or already undergoing a change through investment or improvement projects would benefit from proactive Change Management. The Total Logistics Change Management service can be tailored to the particular needs of each client, being flexible in application and easily applied".

Recently, Total Logistics has utilised the Change Management service on projects including business integrations, new warehouse and automation installations and on systems technology projects. Applications range from a readiness for change assessment (due diligence) to broader cultural changes in organisations.

Brickell concluded: "Successful Change Management ensures that project benefits are delivered and business improvements are realised. Most importantly, the change process will achieve long lasting results. It can also achieve more from existing infrastructures without the need for extensive capital investment when applied as an improvement process or lean journey".

Total Logistics is uniquely positioned to deliver the Change Management service in commercial supply chains. The highly experienced team of full time consultants, all of whom have extensive operational experience, draws upon expert knowledge of European best practice and benchmarked operations.

For further information on the Total Logistics Change Management service and how it can help your business, please call Martin Brickell at Total Logistics on 0118 977 3027 or visit [www.total-logistics.eu.com](http://www.total-logistics.eu.com).

- ENDS -

***About Total Logistics:***

Total Logistics specialises in all aspects of supply chain and logistics consultancy, with a client base that includes Nestlé, Unilever, adidas, Coty, Tesco and Hema. Working across the complete range of supply chain and logistics operations, Total Logistics functions solely to add value and subtract costs. Activities include strategy definition through to implementation and project management; network modelling, distribution strategy, location optimisation, cost modelling and benchmarking. Total Logistics' experience covers all industry sectors and its clients comprise sector leading companies but also much smaller lesser well-known names to whom its consultancy, advice and services are equally as critical. Over 70 per cent of its revenue comes from existing clients and its greatest source of new business derives from personal recommendations. Now recognised as a leading consultancy in this field, Total Logistics has established a reputation for delivering high quality, practical and robust solutions to clients' needs.

*Total Logistics has offices in the UK and the Netherlands. For further information visit:* [www.total-logistics.eu.com](http://www.total-logistics.eu.com) or [www.total-logistics.nl](http://www.total-logistics.nl).

**For press enquiries, please contact:**

Margaret Schofield  
[margaret.schofield@total-logistics.eu.com](mailto:margaret.schofield@total-logistics.eu.com)