



## CASE STUDY - PRIVATE EQUITY

# SCALING LOGISTICS SOLUTIONS & SAVINGS ACROSS PORTFOLIO COMPANIES

### BACKGROUND

A leading Private Equity (PE) firm with billions of dollars in assets under management sought to streamline logistics operations for its portfolio companies by partnering with a proven provider that could deliver at scale, flex across a broad portfolio of services and commit to executive support to ensure speed of value when opportunities arose.

### THE CHALLENGE

This PE firm recognized the opportunity for savings and efficiencies that existed among its portfolio companies in logistics and supply chain management. Their existing procurement team had a desire to partner for scale and developed logistics solutions, but they needed the ability to better understand the current state of their portfolio company supply chains, maintain a single point of contact who could facilitate engagements and secure preferential pricing to drive adoption and incentivize change management.

### THE SOLUTION

Redwood, with their decades of partnership experience quickly engaged with the firm to collaborate at a top-to-top leadership level, developing strategy and prioritizing opportunities among portfolio companies. Redwood's broad portfolio of 3PL and 4PL transportation solutions, from brokerage to flexible freight management to innovative technology integration gave the firm confidence they could match the logistics needs of companies throughout their portfolio. Redwood also provided control tower visibility for PE procurement leadership to be able to monitor the efficiency and performance of the partnership.

### THE RESULTS

Redwood demonstrated value quickly, with three successful engagements in the first 9 months, with several others to follow and transportation savings ranging from 5% to 20% among the first five portfolio company collaborations. The relationship with Redwood and this large PE firm is now in a steady state, with additional portfolio company reviews in process. Each portfolio company receives no-cost supply chain reviews and up-front consultations, and then a dedicated client success team upon implementation.



#### MARKET

- Large private equity firms
- Industry-specific funds to drive scale

#### KEY TOOLS & SOLUTION

- Broad portfolio of 3PL & 4PL transportation services
- Executive buy-in & dedicated client success team
- Control tower visibility to PE leadership

#### ADDITIONAL BENEFITS

- 5 portfolio company engagements in 1st year
- 5-20% savings

