



Helping an investor improve portfolio company performance



ERP System Integration

Integrated logistics process leads to bottom line impact



Better Data

CHALLENGE

Tecum Capital is an independent investor focused on middle market companies, with more than 100 platform and add-on acquisitions. Their portfolio companies generally do not have logistics expertise, and freight issues were low priority in due diligence.



Bottom Line Impact

SOLUTION

The KDL team worked with one of Tecum’s portfolio companies to implement an order-planning system completely integrated into its existing ERP system, creating a data-based process that dramatically improved visibility, provided new metrics, optimized each load and applied the lowest cost carrier. It showed that in an environment with transportation challenges and costs increasing, a more sophisticated approach in transportation logistics can immediately impact the bottom line.

RESULTS

The data generated by KDL enabled the company to effectively substantiate shipping cost increases, improve profitability, and maintain goodwill with their customers. Tecum evolved the way it evaluates transportation logistics in its due diligence process.



We have found that the access to data and the ability to integrate with ERP systems KDL delivers has created shocking results. The shipping conversation used to start with ‘Can you save me money?’ But the data and the ability to communicate the data to customers has changed our approach.”

— Tyson Smith
Partner

People Drive Logistics

Copyright © 2021 Keystone Dedicated Logistics. All rights reserved.