

Deutscher Sparkassen Verlag GmbH

Cost Management

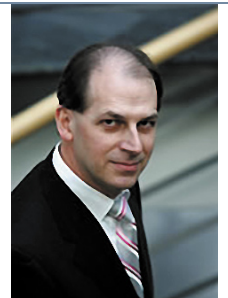
Wilhelm Gans

Successful outsourcing of the operative inventory services for the DSV Group

Our decision to outsource the operative inventory services of DSV has proved to be a good one. The selection of the service provider has been a complete success. DSV has since been achieving the predicted savings of seven figure sums and the real estate which was no longer required could be sold at short notice. ZLU has not only provided us with very helpful strategic advice but also provided key support for the preparation of the implementation of the outsourcing project.

The DSV Group (Deutscher Sparkassen Verlag GmbH) supplies the companies of the Sparkasse Financial Group with media products, IT, and trade goods. While all transport activities have always been carried out by external service providers, we organised the operative storage activities ourselves through a 100% subsidiary. Exorbitant fixed costs were caused by the logistics real estate due to the very high level of automation required.

ZLU has not only helped us to achieve a very positive project result in terms of economic issues, but also provided very reliable and efficient cooperation.



Wilhelm Gans, COO and Managing Director

With the increasing virtualisation of the product portfolios and the resulting decline in the logistic loads as well as considerable seasonal variations in the utilisation of the warehouse it was no longer possible to achieve competitive unit costs. It was therefore necessary to consider whether an insourcing strategy to increase the utilisation rate, or the outsourcing of the logistics services is a more promising strategy for the future.

Facing this strategic decision we trusted the advice of ZLU, which not only has the necessary management consultancy competence, but also experience and expertise in implementation and logistics.

The entrepreneurial decision to “make-or-buy” was prepared in detail by ZLU in close cooperation with our logistics decision makers. In addition to the logistical process costs ZLU considered all other critical factors, from the effects on the real estate and personnel through to the assessment of the risks involved in the use of external service providers.

The management of the DSV Group followed the advice of ZLU to outsource the operative storage services. The subsequent tender management and the negotiations with bidders were successfully carried out by ZLU with the usual reliability. The overall project was already showing a return on investments after 14 months. Thereby, ZLU has not only helped us to achieve a very positive project result in terms of economic issues, but also provided very reliable and efficient cooperation.