LEVERAGE
SUPPLY CHAIN GROUP



From Challenge to Success

Global 3PL RFP Delivers $51M Over 5-years in Savings for a Medical Device Manufacturer

Logistics Procurement

CASE STUDY

Executive Summary

Leverage Supply Chain Group was engaged to lead a complex global 3PL RFP covering warehousing, parcel transportation, and customer service. Leveraging deep functional expertise and dual-side experience in 3PL procurement, Leverage guided the strategy, execution, and negotiations delivering $51M in savings over the 5-year life of the contract and a high-performing logistics partnership.

Client Background & Challenge

The client, a global medical device manufacturer, was grappling with increasing supply chain complexity, heightened regulatory pressures, and rising costs—all compounded by growing customer expectations and a rapidly expanding product portfolio. To scale effectively and ensure long-term agility, they needed to re-evaluate their 3PL providers and confirm they had the right partners to support future growth. However, executing a global RFP of this scope demanded specialized logistics expertise beyond their internal capabilities.

Project Objectives

- Identify and select a qualified global 3PL partner
- Streamline the RFP and selection process
- Secure improved service levels and cost structures

Scope of Work

Leverage led the full end-to-end process, including:

- Providing full project management oversight
- Managing the global RFP and inviting eight qualified 3PLs
- Defining requirements, benchmarks, and evaluation frameworks
- Conducting comparative analysis of bids across three regions
- Facilitating operational solution discussions with bidders
- Directing contract structuring and negotiations

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Leverage Difference

With unique insight into both provider and client dynamics, Leverage guided negotiations that uncovered hidden value, optimized pricing, and secured stronger commercial terms than traditional procurement approaches typically achieve.

Conclusion

By combining deep supply chain expertise with dual-industry experience, Leverage delivered measurable cost savings, stronger commercial terms, and improved operational performance. This engagement not only optimized the client's logistics spend but also positioned their supply chain for long-term scalability and success

KPI Excellence

Financial Impact

- $9.2M in Year 1 savings and 22.5% reduction in contract spend
- $51.8M projected savings over 5 year

Operational Improvements

- $20M in reductions from improved bids
- Better SLAs, cost controls, and performance transparency
- Standardized evaluation strengthened alignment across regions

Strategic Results

- Enabled faster, more structured decision-making
- Fostered cross-functional alignment across procurement, regional, and leadership teams
- Established a trusted 3PL partnership positioned for scalable growth