

INTERNATIONAL BUSINESS START-UP

LOGISTICS CENTRIC

Bio-Chemical Manufacturer

Client is a start-up manufacturer and supplier of bio-chemical derivatives involving the international food chain industry needing a logistics infrastructure to be put in place

The Challenge

Soil Scientists developed a soil enhancement product to support the Agriculture/Farm Industry for increased crop yield. As a start up Project, a Third-Party Manufacturer and Logistics Partner were selected in the US. Chemicals for the Product were globally sourced, to be imported for this Manufacture and Logistics Process. The Product Developer did not have International Commerce knowledge to import the base chemical raw materials into the US and provide Transportation from the Global Supplier to the Third-Party Manufacturer and Logistics Partner. Requirements for Import, Duties, Tariffs, Transportation and costing were unknown.

The Solution

Radix provided a Senior Consulting Resource with the International Commerce expertise and Supply Chain experience to partner with the client to provide education, design the Importing process, understand the financial requirements, involve the necessary Customs Coordination and Logistics Team to put this part of the Business Development Project in place. Steps taken included (1) initial interviews to understand client's needs, (2) identification of Global Forwarding and Logistics Providers, (3) process flow definition by way of bringing the parties together to understand the Process Flow and (4) implementation of the Optimal Process. After design and during the implementation, regular Global Team meetings were held to ensure the Process was properly in place and validate all needs were being met.

The Value

For this startup project to succeed, the Global Sourcing costing was a critical business requirement . International Commerce is complicated and has many moving parts. By using one Resource with *both* Global Industry Knowledge *and* Logistics Partnerships, this final step in the Business Development was completed and managed till performance was proven – all on an acceptable timeline and budget. Additionally, costly mistakes were avoided, shipments arrived on time with no damage, Customs Compliance was in place and the Product Production was a Success.

Client is an innovative / international manufacturer and supplier of agri-business products to the global food supply chain.