

# Case Studies: Organization Structure for a Leading Indian Logistics Service Provider

We created organization structure for a leading 3PL company in India which is on trajectory for hyper growth. The organization structure accounted for current limitations and key capabilities required in the next 5 years



## Industry

- Logistics & Supply Chain

## Business Scenario

- Client has plans for growing revenue multifold
- Current organization structure is not scalable

## Our Solution

- Structured process for analysing different types of organization structure and matching it to growth plans to select the most optimal
- Final version through facilitated discussion with senior management

## Benefits

- Scalable global organization structure with timeline indicating changes to be made

## Background

- The client is a leading freight forwarding and contract logistics service provider in India
- They have industry level expertise in Freight forwarding, project logistics and customs clearance

## Business Scenario

- The client is looking to become a globally renowned end-to-end logistics service provider and supply chain partner
- Client has plans for rapid growth, acquire new customers, provide more services and increase presence in multiple countries

## Our Solution

- We adopted a systematic and methodical approach to address the change
  - Understood the business plans and derived capabilities required
  - Studied the prevalent organization structures and organization structure of other 3PL companies
  - Mapped capabilities required to strengths and weakness of each organization structure type and selected the most optimal to be version 1
- Facilitated discussions with client senior management to refine the organization structure and reporting lines

## Benefits

- Organization structure most suited to address business plan was created
- Reporting and lateral connections and collaborations highlighted