

booz&co.



Booz & Company in the Postal and Logistics Industry

A Booz & Company Service Offering

HELPING CLIENTS SUCCEED

Our clients

Booz & Company has worked for the leading players in the postal and logistics industry worldwide on a broad range of strategy, operations, and technology assignments.

Our client companies comprise:

- Postal and Mail Operators
- Courier, Express and Parcel Companies
- Contract Logistics Providers (3PL)
- Lead Logistics Providers (LLP/4PL)
- Freight Forwarding Companies
- Carriers (air, sea, road, rail)
- Shippers (all major industries)
- Government/Regulators

Our services and capabilities

Our extensive capabilities in postal and logistics include:

- Strategic business planning
- Market assessments and strategies
- Regional growth initiatives, e.g. Asia, China, Eastern Europe, Middle East
- Commercial strategies (customers/product/pricing/channels, etc.)
- Operational excellence initiatives (cost, productivity, and quality performance)
- Organizational design and restructuring
- Network optimization
- Technology and deployment strategies
- Functional business process innovation, e.g.
 - Finance and controlling
 - Marketing, sales and customer service
 - Operations and network
 - Purchasing
 - Human resources
 - Information Technology
 - Privatization and liberalization programs
- For regulators: strategic policy planning



OUR FIRM

Booz & Company is a leading global consulting firm, helping the world's top businesses, governments, and organizations. We work closely with our clients to create and deliver essential advantage. We bring foresight and knowledge, deep functional expertise, and a practical approach to building capabilities and delivering real impact.

A clear formula of our success:

- The relevance of our ideas
- The practical impact of our contributions
- The collaborative spirit of our people
- The intrinsically global nature of our firm

In 1914, our founder, Edwin Booz, had the foresight to start the management consulting profession.

Today, with more than 3,300 people in 57 offices around the world, we bring foresight and knowledge, deep functional expertise, and a practical approach to building capabilities and delivering real impact. We work closely with our clients to create and deliver essential advantage.

For our management magazine strategy+business, visit www.strategy-business.com.

Visit www.booz.com to learn more about Booz & Company.

STRATEGY AND TECHNOLOGY CONSULTING



Client	Representative project
Global Logistics, Express and Mail Company	Strategic planning - development of a new “end game” strategy for global logistics business
Express carrier	B2C market assessment, commercial and operations strategy
International Integrator	Strategic assessment of air-to-road customer migration and commercial strategy review
Major European Postal Operator	Benchmarking of European postal best practices
European Parcel Service Provider	Development of future market scenarios, competitive benchmarking and retail strategy
Global Postal and Logistics Company	Design and worldwide roll-out of a group-wide financial and management reporting system
Postal Operator	Direct mail and multi-channel marketing growth strategy
Global Third Party Logistics Provider	Design and execution of corporate-wide strategic planning process Five-year growth strategy development
Global Logistics Provider	Acquisition portfolio strategy Post-merger integration support
Third Party Logistics Provider	Business development: freight forwarding market entry strategy
Global Express Company	Group-wide restructuring and organization re-design program
Global Contract Logistics Provider	Design and implementation of a new sourcing organization
North American Postal Operator	Simulation and optimization of overnight mail logistics Route optimization and utilization improvement program
Major Postal Operator	HR Shared Service Center design and implementation
Global Postal and Logistics Company	Corporate and divisional technology strategy (incl. RFID)

Worldwide Offices

Abu Dhabi, Adelaide, Amsterdam, Atlanta, Auckland, Bangkok, Beijing, Beirut, Berlin, Brisbane, Buenos Aires, Cairo, Canberra, Chicago, Cleveland, Copenhagen, Dallas, Detroit, Dubai, Dublin, Düsseldorf, Florham Park, Frankfurt, Helsinki, Hong Kong, Houston, Jakarta, Kuala Lumpur, London, Los Angeles, Madrid, McLean, Melbourne, Mexico City, Milan, Moscow, Munich, New York City, Oslo, Paris, Parsippany, Rio de Janeiro, Riyadh, Rome, San Francisco, Santiago, São Paulo, Seoul, Shanghai, Stockholm, Stuttgart, Sydney, Taipei, Tokyo, Vienna, Warsaw, Zurich



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