

Warehousing Services Global Market Research Study

FIVE-YEAR MARKET ANALYSIS AND TECHNOLOGY FORECAST THROUGH 2019

CONTINUOUS IMPROVEMENT STRATEGIES DRIVE GROWTH

This study provides an in-depth analysis of the global warehousing services market. Warehousing and distribution may not be the core competency of shippers. Shippers often find they can improve service while reducing costs by outsourcing warehousing to a logistics service provider (LSP). Other benefits from warehousing services or contract logistics (as it is called in Europe) can include reduced inventory, a faster payment cycle, better ability to handle demand surges, and several other advantages.

But that is just one side of the coin. The market offers very few opportunities for LSPs to differentiate themselves from the competition. Shippers find it difficult to select an LSP. They often view LSPs as any other service provider, and choose the most cost-effective one. This selection cri-

teria has encouraged providers to develop cost-effective options, such as multi-client facilities.

ARC's recent interactions with LSPs and shippers reveal that the warehousing services market is based on continuous improvement strategies which serve as the only differentiator. This is an important clause included in almost all request for proposals (RFPs). LSPs prove to their potential customers that continuous improvement is not just a trick to help win a deal, but a culture in place.

In today's demanding business environment, LSPs face numerous challenges, such as stringent regulations, unfriendly contract terms, and a disjointed supply chain which restrict them from becoming global and competitive.

STRATEGIC ISSUES

There are many strategic issues related to outsourcing warehousing services to an LSP. However, in this market study we are focusing on the issues from an LSP perspective. In addition, we have a report based on ROI data collected via a survey with 100 respondents. This study will help answer questions such as:

- How can suppliers increase their value proposition?
- What are the different strategies required for success?
- What factors are driving growth in the warehousing services market?
- What factors are inhibiting growth in the warehousing services market?

For more information, please visit us at www.arcweb.com/market-studies/.

STUDY CONTENTS

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Regional, Industry, and End User Trends
Strategies for Success

SCOPE

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Asia
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Food & Beverage
Household & Personal Care
Machinery
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Oil & Gas
Pharmaceutical & Biotech
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MARKET FORECAST LIST OF FIGURES

Total Warehousing Services Business by
Top 25 Suppliers

Shipments by Region

Shipments by Industry

SUPPLIER PROFILES

Profiles of the major suppliers servicing this market are included. Each profile reviews the company's business, and services as it applies to this market.

SUPPLEMENTAL REPORTS

Also available for purchase:

"Configurable Supplier Selection Guide on Warehousing Services"

"Strategy Report on the ROI data based on a survey completed by 100 user respondents"

