

# MANAGED PROCUREMENT SERVICES

Your supply chain simplified:  
Increase your competitive  
advantage and reduce costs with  
end-to-end supply chain visibility

[Learn More](#)



## **SUCCESS IS IN THE DETAILS:**

In today's global marketplace, your company's success often hinges on the strength and agility of your supply chain. A well-managed supply chain with end-to-end visibility can improve quality and consistency, enhance supplier relationships and result in cost savings.

## **CUSTOMIZED SUPPLY CHAIN MANAGEMENT:**

Increase your competitive advantage with Managed Procurement Services (MPS) — a technology-driven solution that promotes efficiency and reduces costs with customized supply chain management.

# BRINGING A COMPLEX SUPPLY CHAIN INTO FOCUS

From perishables to fixtures and furniture, supply chain management can be incredibly complex. With MPS, you have end-to-end visibility of your supply chain with a solution customized to your company's unique needs.

## ENABLED CAPABILITIES:

customized to meet your needs

MPS is customized to meet your specific needs, allowing you to select the components that promise the greatest business benefits.

- Customized **catalogs**: including only company-approved items, pricing and customer service requirements
- Standardized **purchase orders** and **specific contract management**
- Consistent processes and performance tracking for **inbound orders and order execution**
- **Data collection and analysis** providing full visibility into supply chain performance

## LOGISTICS TECHNOLOGY:

end-to-end visibility

We offer the industry's only single-instance, global logistics platform, including:

- **Online** ordering technology
- **Aggregated data** providing comprehensive analytics
- **Flexible reporting options** providing on-demand, customized business intelligence

visibility



**MPS STREAMLINES**  
supply chain management  
& **PROVIDES THE**  
**TRANSPARENCY** you need

# MPS IN MOTION



## Subs 'N Salads Restaurant Example

Produce -  
Robinson Fresh®

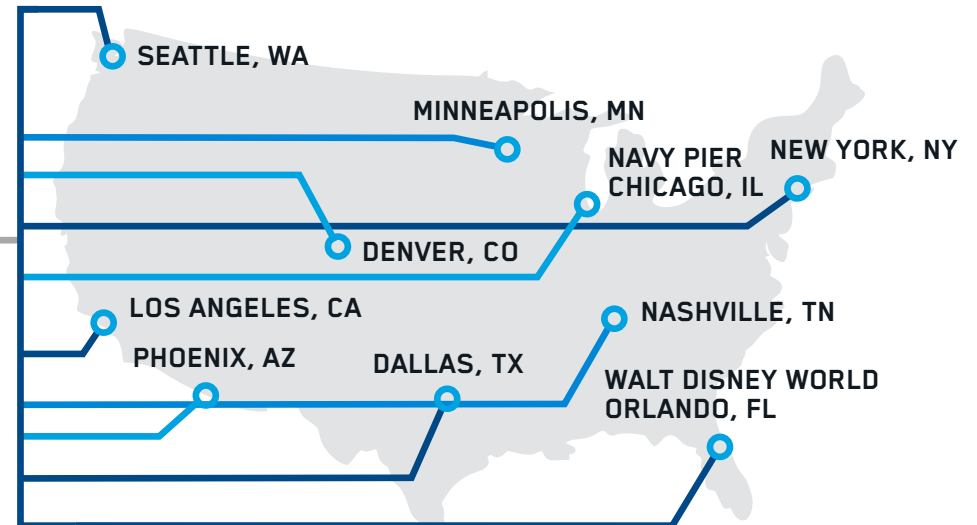
Packaging

Bakery Products

Cleaning Supplies

Misc.  
Food Products

- Catalog of Items & Distribution **Partner Alignment**
- **Order/Fulfillment** Execution & Notifications
- Purchase Orders, Invoicing & **Payments**
- Pricing & Contract **Maintenance**
- **Data** Collection & Analysis



# EXPERIENCE MORE CONTROL

## MANAGE SPEND:

---

- **Easily track** supplier pricing, contract management performance, terms and more
- **Utilize business intelligence** to control costs and implement process improvements

## IMPROVE EFFICIENCY:

---

- **Achieve greater connection** with supply chain providers
- **Optimize speed** to market with quick and simple processes for changing suppliers

## MANAGE RISK:

---

- **Mitigate** supply chain **outages**
- **Promote food safety** with increased supply chain visibility and control

## MANAGE CHANGE:

---

- **Develop plans** for long-term initiatives using comprehensive MPS data
- **Maintain strategic control** with real-time pricing information

# MPS IN ACTION

## Multiple-Brand Restaurant Chain

### CHALLENGE:

Because a location in a multiple-brand restaurant chain was **ordering** produce from various distributors **independently**, headquarters had **limited visibility** of the full scope of the supply chain.

### SOLUTION:

We built a **customized program** for this multiple-brand restaurant chain providing full visibility of the contracts, inbound orders and fulfillment of products at each restaurant location.

### RESULTS:

Now the complete supply chain — every point between the contracted suppliers, the distributors and the restaurant locations — is accessible and visible to headquarters.



**Price compliance:** Standardized processes, purchase order and contract management enable comprehensive cost management



**Efficient practices:** MPS provides real-time management of supplier and distributor performance as well as quick electronic access to invoices and reports



**Flexible, proactive solutions:** Product recall processes and global grower networks promote food safety and mitigate supply outages





Founded in 1905, C.H. Robinson is one of the world's largest third-party logistics providers. We provide freight transportation and logistics, outsource solutions, produce and perishable sourcing, and information services to **over 110,000 clients** through a network of offices in North America, South America, Europe, Asia, and Australia.

#### An unparalleled network:

C.H. Robinson is a leader in both international and domestic markets, with the ability to shift fluidly between modes and optimize your supply chain on a global scale.

#### Strong carrier relationships:

The depth of our carrier base allows us to provide flexible service options that best meet the needs of your team.

#### Regional expertise:

Our network of over 280 offices and numerous agent locations means we can offer a local relationship for each of the areas where you do business.

**68,000**  
Transportation Providers  
**WORLDWIDE**  
including contract  
motor carriers, railroads,  
air freight carriers &  
ocean carriers



Founded more than 100 years ago, Robinson Fresh is one of the largest produce companies in the world.

From locally sourced vegetables to exotic tropical fruits, we deliver **quality produce** and **consumer-trusted brands** to help satisfy the growing demand for fresh fruits and vegetables, **year-round and worldwide.**



# ADDITIONAL SERVICES

C.H. Robinson and Robinson Fresh are your go-to partners for comprehensive supply chain solutions. Our services are completely integrated, helping you streamline your business and achieve end-to-end supply chain visibility.



## PERISHABLE CONSOLIDATION

Our Trusted Advisor® experts partner with you to develop a customized approach to consolidation. From inbound orders — to the service center — to the final destination — you'll work with a single point of contact every step of the way.



## OUR SERVICE CENTER SOLUTIONS

Our service centers are strategically positioned near key ports of entry, growing regions and forward distribution hubs, enabling faster replenishment and fresher products. With a wide range of distribution services, including cross-dock, origin consolidation, forward distribution and direct store delivery, C.H. Robinson can provide customers with the tailored solutions their businesses need.



## REPLENISHMENT SERVICES

We offer a customizable replenishment program designed to manage forecasting, inventory and the flow of goods throughout your entire supply chain.



C.H. ROBINSON



# PERISHABLE CONSOLIDATION

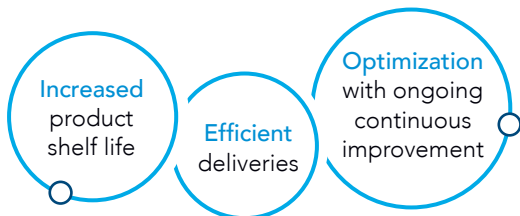
Fresher products, faster deliveries:

➔ Do you regularly ship into North America, time-sensitive or dated commodities such as produce, food and beverage or floral products?

If so, you could optimize your operations with a C.H. Robinson partnership.

Our fast, reliable, **temperature-controlled distribution solutions** are designed to streamline your supply chain with efficient, consistent perishable consolidation.

## BENEFITS OF PERISHABLE CONSOLIDATION INCLUDE:

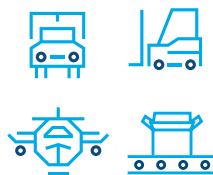


## THE EFFICIENT, OPTIMIZED PERISHABLE SHIPPING SOLUTION

Our **Trusted Advisor® experts** partner with you to develop a **customized approach to consolidation**. From inbound orders — to the service center — to the final destination, you'll work with a single point of contact every step of the way.

➔ **Services & solutions include:**

- Forward distribution
- Rolling consolidation
- **Advanced Navisphere® technology** — forecasting and commodity replenishment



## SERVICE CENTERS

Delivering quality products efficiently and consistently

We partner with you to create a customized program that meets all your planning, product sourcing, transportation, distribution and analysis needs.

**Services include:**

- Quality inspections
- Food safety audits & certification
- Track & traceability services
- Organic certification
- Repack/recondition
- Value-added packaging
- Inventory management
- Direct store delivery (DSD)

**key locations** for maximizing supply chain efficiency







C.H. ROBINSON



# SERVICE CENTERS

## Supply Chain Expertise and Personalized Service:

Would you like to control costs and exceed your customers' expectations?

## A flexible suite of solutions from our Service Centers may be the answer.

Our distribution and supply chain experts partner with you to create customized solutions that meet all your planning, product sourcing, transportation, distribution and analysis needs.

### KEY SERVICES

- **Temperature-controlled** distribution services that support national and regional programs
- **Flexible capacity** capable of handling seasonal surges in volume
- Repack, consolidation, crossdock, forward distribution, private label and other **customized services** to your supply chain
- **Best-in-class services**, support and metrics to give you confidence

### SUPPLY CHAIN EXPERTISE AND PERSONALIZED SERVICE

Rely on the team of Robinson Fresh® and C.H. Robinson for an abundance of fresh solutions — all driven by your service and volume requirements. We help you succeed through a highly customized approach and tailored solutions that can streamline your supply, from the ground up, and grow your business.

#### Perishable Transportation

Ship any size order, any time of the year (LTL, truckload, rail). Solutions for regional and national distribution. Web-enabled tracking provides a high level of visibility to your supply chain.

#### Repack

We offer custom packing and private/custom label capabilities, backed up by stringent quality control. Other offerings include freshness and date code management, inspections and inventory balancing, reporting and reconciliation.

#### Product Consolidation/ Forward Distribution

Simplify your supply chain, decrease transportation costs and increase your capacity to create quick turns and regional distribution solutions with our flexible approach to consolidated shipping.

### SERVICE CENTER LOCATIONS



key for maximizing supply chain efficiency

- Atlanta, GA
- Bethlehem, PA
- Chicago, IL
- Cobden, IL
- Los Angeles, CA
- McAllen, TX
- Miami Terminal, FL (Miami International)
- Miramar, FL
- Nogales, AZ



## OUR SERVICE CENTER LOCATIONS ACROSS THE U.S.

### ATLANTA, GA

**29,000** sq ft facility  
**22,000** sq ft of **temperature-controlled** space  
**5 dock doors**

**organically certified:** Primus audited

### BETHLEHEM, PA

**86,000** sq ft facility; full backup generator  
**70,000** sq ft of **temperature-controlled** space  
**9 dock doors;** drive-up ramp

**organically certified:**  
QAI, Primus audited,  
PTI compliant

**floral:** consolidation, forward distribution  
and order picking services

### CHICAGO, IL

**53,000** sq ft facility  
**27,000** sq ft of **refrigerated** space  
**9 dock doors;** refrigerated staging  
and docking areas

**organically certified:**  
QAI, Primus audited,  
PTI compliant

**floral:** consolidation, forward distribution  
and order picking services

### COBDEN, IL

**51,000** sq ft facility  
**30,000** sq ft of **refrigerated** space  
**9 dock doors**

**Primus Food  
Safety Certified**

**floral:** consolidation, forward distribution  
and order picking services

### LOS ANGELES, CA

**105,000** sq ft facility  
**45,000** sq ft of **temperature-controlled** operations  
**15 dock doors;** drive-up ramp

Gated dock yard; CCTV coverage; Restricted access to  
warehouse areas.

**organically certified:**  
QAI & Primus audited

**floral:** consolidation, forward distribution  
and order picking services

**Organics:** Over 20 years of experience managing organic  
commodities & programs.

### MCALLEN, TX

**77,000** sq ft facility  
**47,000** sq ft of **refrigerated** space  
**15 dock doors;** separate inbound and outbound doors

**organically certified:**  
QAI, Primus audited,  
PTI compliant

**tropical program:** year round supply of  
limes & key limes; all growers & facilities  
are third-party audited & set up to provide  
traceability; tropical produce is of the freshest,  
highest quality

### MIAMI TERMINAL, FL (MIAMI INTERNATIONAL)

**49,000** sq ft facility  
**45,000** sq ft **refrigerated** space  
**11 dock doors**

**floral:** consolidation, forward distribution and order picking services

### MIRAMAR, FL

**70,000** sq ft facility  
**50,000** sq ft **refrigerated** space  
**25 dock doors;** drive-up ramp; separate inbound and  
outbound freight handling areas  
**11 forced air units;** rapidly remove heat from fruit  
& vegetables and reduce temperatures in bulk or  
packaged commodities

**organically certified:** Primus audited & PTI compliant

### NOGALES, AZ

**18,000** sq ft facility  
**5,000** sq ft of **temperature-controlled** space  
**1 dock door**

**Primus Food Safety Certified**





C.H. ROBINSON



# REPLENISHMENT SOLUTIONS



## Supply and Demand Management Expertise

➔ Does your operation have complex perishable supply chain demands?

If so, you could optimize your processes with a Robinson Fresh partnership.

We offer a customizable replenishment program designed to manage forecasting, inventory and the flow of goods throughout your entire supply chain.

## PARTNERING WITH YOU TO MANAGE DEMAND FORECASTING

Our experts bring a deep knowledge of supply chain and inventory management to facilitate the design of your customized program. You'll benefit from our global logistics expertise, our strong partnerships with growers that ensure optimal pricing and our advanced technology that provides supply chain transparency.

## OPTIMIZED REPLENISHMENT AND STREAMLINED OPERATIONS

### Benefits of our replenishment solutions include:

- Increased product shelf life
- Reduced landed costs
- Reduced risk
- Possibility for buyer outsourcing
- Increased inventory turns
- Reduced or illuminated costs of inaccurate buying decisions
- Transparent supply chain

### SERVICES AND SOLUTIONS INCLUDE:

- Demand management (directed by receiver)
- Supply management (directed by vendor)
- Produce vendor of record (direct from Robinson Fresh)

### EXAMPLE IN ACTION

#### Customer need:

Annual supply of sweet potatoes, 5lb and individual with 4 deliveries per week

#### Robinson Fresh response:

- ➔ Work with growers across the globe to buy or manage the sweet potato purchase
- ➔ Forecast quantities needed based upon POS and delivery criteria
- ➔ Manage the global supply chain process of getting the product from grower to the retail shelf in a cost-effective, timely manner

