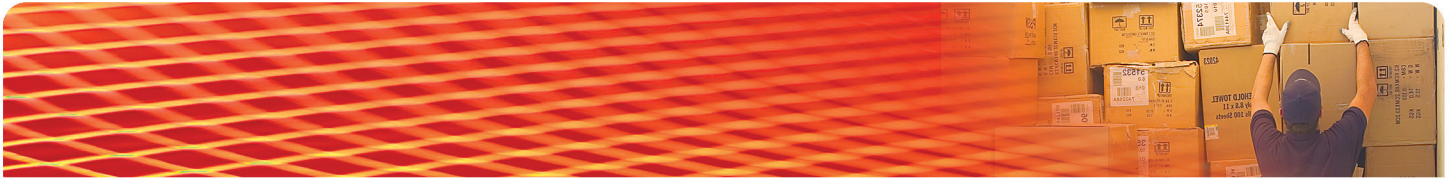




Last Mile Delivery And Logistics Solutions



NEWS RELEASE

In The News: Don't Save KPI Discussion For Later, 3PD's O'Shea Tells *DC Velocity* Readers

February 10, 2010
For Immediate Release

ATLANTA, Georgia — Want a better relationship with your 3PL? Then consider making the “I” in KPI stand for Immediate, because establishing key performance indicators before a contract is signed could help prevent a lot of misunderstandings later on in the relationship.

That’s just a bit of the sage advice 3PD’s Will O’Shea and four other logistics industry experts dispensed in the February 2010 *DC Velocity* article “Pay for Performance.”

O’Shea also cautioned businesses about expecting the same dramatic savings they see in year one of a new third-party relationship to be replicated in subsequent years because many extra resources are added — or many re engineering activities are undertaken — during that initial period.

To see his comments and read more about what he and other experts have to say about avoiding “savings leakage” go to: http://www.dcvelocity.com/articles/20100125_contract_changes_stop_3pl_savings_leakage/.