



Client Success Story:

Business & IT Strategy

Client:

Largest transportation company serving the flower industry, transporting approximately 80% of the flowers imported into the United States.

Situation:

Company faced intense competition and eroding margins. Inadequate information system infrastructure and a deeply imbedded culture resistant to change hampered its ability to compete.

Services:

Operational excellence, IT planning, IT architecture, project management, business process improvement, system implementation & integration, infrastructure design & deployment.

Auxis Role:

- Facilitated strategic planning sessions that helped Company redefine its strategic vision and develop a plan for repositioning the company into a broader third party logistics provider.
- Led a comprehensive operational analysis and reengineering of all major operating processes.
- Developed a strategic information systems plan in support of the new operating model.
- Architected a comprehensive best-of-breed systems solution that involved leading edge package software to handle the financial management, warehouse management, transportation management, and asset management requirements of the organization.
- Led a two-year system implementation that impacted all facets of the organization's operations. The new systems provided management with the flexibility to transform the business and cover additional customer segments.