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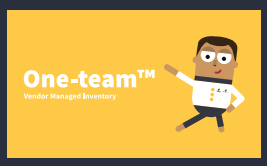
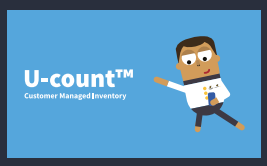
Case Study

HBI Laleham
a DCC business





HBI Laleham

HBI Laleham has over 40 years of experience in supporting health and beauty brands, producing globally recognised products. With operational excellence in both philosophy and policy, the company employs over 500 people across two sites, providing a full-service development and fill operation. HBI Laleham is a key component of the DCC business Group, which is one of Europe's leading outsourced service providers in the health and beauty sector.

100%
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The Requirements

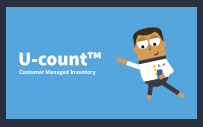
HBI Laleham wanted to reduce the amount of indirect purchasing they needed to do. They admit that they are experts in manufacturing personal care goods, not buying nuts, bolts and all the other workplace supplies that they need in order to keep their business running.

Our Solution

HBI Laleham chose the One-team™ solution - a fully managed on-site store, combined with our U-control™ e-procurement system, and U-count™ for line replenishment. Our One-team™ Manager, who is recruited and employed by us, ensures supplies are available where and when they are needed.

As our One-team™ Manager's role is focused on HBI Laleham supplies, he is able to anticipate their needs, ensuring stock levels are kept above what's required so that HBI Laleham never experience a stock out. As he's employed by us, he doesn't get distracted by being asked to do other roles on-site, allowing him to focus on his core activity - servicing the customer.

As we run and manage the store, we take care of all the administration and inventory and Laleham only pays for the products that they use.



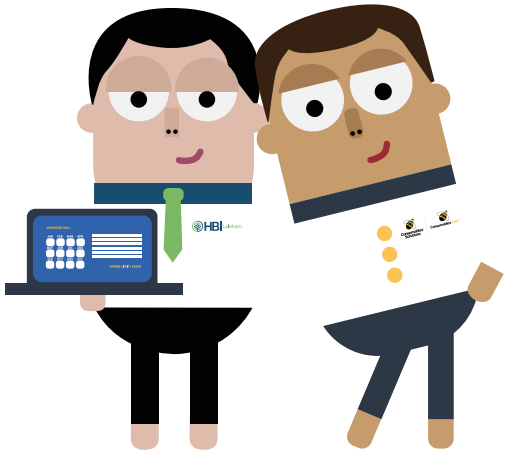
The Result

The One-team™ solution has saved time and resources at all levels of the business. Whereas previously HBI Laleham would have spent time looking for the best quality at the best price, Consumables Solutions now use their spending power in the market to ensure that we deliver the best deal. As the on-site One-team™ Manager has full responsibility for maintaining the stock and ordering what is required, HBI Laleham employees are left to focus on their core business activities, confident that they have access to the workplace supplies that they require, whenever they need them.

With our U-control™ e-procurement solution live on two sites, HBI Laleham management now has visibility across the business at all times. The powerful system provides live data 24/7/365.

"When we first started working with Consumables Solutions we used them for engineering supplies to the value of about £50,000 a year. We are currently spending between £500,000 & £600,000 a year with them across a much wider range of products. The growth in annual spend reflects how good Consumables Solutions are and the fact that they deliver exceptional customer service."

Rhys Hayes, Manufacturing Manager, HBI Laleham



To find out more about our supply chain solutions for workplace products and services, please get in touch on 03300 888 000. We strive to offer you the best service possible.

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