



PROLOGIS ESSENTIALS CASE STUDY

Streamlined Forklift Procurement Helps Meet Tight Deadline

Forklifts are essential to keep products flowing. That's why this warehouse manager relied on Prologis Essentials to meet a tight purchase deadline.

Many prominent forklift vendors serve the logistics industry, but this warehouse manager realized Prologis Essentials had already done the legwork to preconfigure—and deliver quickly—exactly what he needed to meet a tight purchase deadline.

The manager knew he needed to expand his fleet of forklifts soon to keep pace with the sheer number of products moving through his operation. Of course he wanted to get the best available pricing and was also working against a tight purchase deadline. If possible, he wanted a fast, streamlined procurement process to eliminate the lengthy steps to spec his requirements and compare multiple bids.

High-quality, best available priced forklifts from Prologis Essentials

The manager learned that Prologis Essentials had already worked with a leading material handling equipment vendor to preconfigure some of the models most commonly used by the majority of Prologis customers. This greatly streamlined the procurement process and delivered competitive pricing.

Service bundles maximize uptime

The manager also appreciated that Prologis selected the vendor largely because of its extensive dealer network—an important factor because a local dealer could provide convenient service. After deciding to buy new forklifts from Prologis, the manager opted to save even more money by purchasing an add-on service contract. And because he signed a multiyear service contract, Prologis Essentials provided one year of equipment maintenance for free.

Prologis Essentials

Prologis Essentials is the convenient way for facility managers to quickly and cost-effectively source products and services by leveraging the advantages of scale. Prologis works as a trusted partner and advisor at every step. And, as customer needs change and evolve, Prologis will continue to introduce new solutions to solve the most important problems.

www.marketplace.prologisessentials.com

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OBJECTIVE

Quickly procure new forklifts to meet fast-rising operational demand

SOLUTION

- Preconfigured forklifts from Prologis Essentials

REAL RESULTS

- Received top-quality forklifts on time
- Leveraged Prologis' scale to get competitive pricing
- Saved money on service contract
- Received one year of equipment maintenance

"I gave the experience five stars. The entire process went smoothly, and we were impressed with the coordination between Prologis and the dealer. There was a purchase deadline, and Prologis was able to coordinate accordingly and make that deadline"

—warehouse manager