

100 Great Supply Chain Partners of 2018



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[SupplyChainBrain](#)

A truly great supply chain partner is one who knows precisely which ingredients we need to make our operations successful — and those we can skip.

Some partners can tell us, for instance, what technologies we need to deploy, when to implement and how to upgrade.

Others can advise who to contract for manufacturing and transportation, where to source parts and raw materials — or how to dispose of tainted or defective goods. They can help us finance supply chain operations, mitigate risk and ultimately bring together these disparate components to streamline our businesses.

The interconnected nature of business today means leaders have to be careful when choosing each partner. Modern supply chains often resemble more of a web than a chain, and with so many

partners involved — often in a single transaction — mutual trust and reliability are key. Relationships of any real vintage endure only when these qualities are baked in from the start.

Success is in sight, and probably guaranteed, when you know a partner's word is good: that they mean what they say and deliver on their promises. The best make streamlining your business look effortless. A pinch of this, a pinch of that — and voila!

Each year, SupplyChainBrain readers tell us about thousands of these great partners, and we publish the top 100 most-nominated — along with select case studies. Here, companies can express their appreciation for their partners in logistics, technology or some other area of supply chain management.

This year, we received nominations for supply chain solutions companies of all sizes and industries — who not only solved real-world issues, but exceeded their contractual obligations. Many submissions expressed gratitude for partners that allowed companies to focus on core efforts. Results included new business gains, increased financial savings, improved operational efficiencies and more.

In the testimonials below, anonymous (and verified) leaders in supply chain management express more of what makes their partners great.

What Must a Partner Bring?

- **Reliability.** If your word isn't good, neither is your business model.
- **Excellence.** Second-best is second-rate.
- **Value.** Is your partner bringing the same-old, same-old that everybody else offers?
- **Expertise.** Your partner needs to know your business inside and out.
- **Problem-solving skills.** Is your partner looking to you for answers or is he or she providing them?
- **Continuous improvement.** Your partner must never stop learning.
- **Support.** After the sale or implementation, can you find your partner for support?
- **Positive attitude.** If your partner doesn't have a “can-do” attitude, you need a new partner.
- **Global reach.** Stay-at-home partners should stay at home.
- **Strong leadership.** Is your partner reading the manual on leadership — or writing one?

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Abco Systems

“Service, service, service!. They follow the project from start to finish.”

www.abcosystems.net

Acuitive Solutions

"Their TMS platform balances advance planning and supply chain agility."

www.acuitivesolutions.com

ALOM Technologies Corp.

"Helps me provide excellent service levels to my clients."

www.alom.com

Amber Road

"They have added definite value for us."

www.amberroad.com

American Global Logistics

"They have helped minimize accessorial fees and delays."

www.americangloballogistics.com

Americold Logistics

"They've had the space we needed to lease, anywhere in the U.S."

www.americold.com

AMS Logistics

"They were better than some of the bigger and more well-known 3PLs we've worked with."

www.amslog.com

APL Logistics

"Their solutions have been reliable and innovative."

www.apllogistics.com

Aptean

"They're flexible and always respond right away."

www.aptean.com

ArcBest

"They are uncomplicated and reliable."

arcb.com

Averitt Express

"Their sustainability goals line up with ours."

www.averittexpress.com

Baxter Planning Systems

"They show a genuine interest and concern."

www.bybaxter.com

Blue Ridge Global

“Because of them we can now focus on strategic initiatives.”

www.blueridgeglobal.com

BluJay Solutions

“We now have visibility up and down the supply chain.”

www.blujaysolutions.com

Cardinal Logistics

“They certainly delivered the service we needed.”

www.cardlog.com

Causometrix

“We no longer worry about fulfillment and replenishment.”

www.causometrix.com

Celonis

“They have boosted efficiency across all our processes.”

www.celonis.com

C.H. Robinson

“They really try to develop long-lasting relationships.”

www.chrobinson.com

Command Alkon

“We have been able to thrive with the use of their products.”

www.commandalkon.com

Commonwealth Supply Chain Advisors

“They have helped us define our vision and execution.”

www.commonwealth-sca.com

CT Logistics

“The support staff is always available by phone.”

www.ctlogistics.com

Demand Solutions

“Implementing their solution has been a clear win.”

www.demandsolutions.com

Descartes Systems Group

“We now have control over route planning and execution.”

www.descartes.com

DHL

"We have found them experts in transportation areas we rely on."

www.logistics.dhl/us-en/home/our-divisions/supply-chain.html

DiCentral

"We have more accurate, more on-time shipments to our customers."

www.dicentral.com

DMW&H

"They have demonstrated a deep understanding of the industry."

www.dmwandh.com

Estes Express Lines

"We've benefited from their suite of services."

www.estes-express.com

Fascor

"They have kept us running proficiently and with good results."

www.fascor.com

FastFetch Corporation

"Our fulfillment operations have benefited considerably."

www.fastfetch.biz

FedEx

"They delivered our products and on their promises."

www.fedex.com

Flash Global

"We liked their approach to containing costs of inventory management."

www.flashglobal.com

Fortna

"They continue to deliver our projects on budget and on time."

www.fortna.com

Future Electronics

"They always help when we are looking for parts."

www.futureelectronics.com

Geodis

"They have strengthened our distribution network."

www.geodis.com

Green Mountain Technology

"They took the initiative to make us a better organization."

www.greenmountaintechnology.com

Honeywell/Vocollect

"They were there for us at the right time."

www.honeywellaidc.com

Honeywell/Intelligrated

"Our operation is now working at full capacity."

www.intelligrated.com

IBM

"With them we are reducing the cost of keeping critical systems up and running."

www.ibm.com

ICAT Logistics

"Their attention to detail is what sets them apart."

www.icatlogistics.com

Infor

"Their software helped us improve the quality of care for our patients."

www.infor.com

Ingram Micro Commerce & Lifecycle Services

"They were very helpful during a major change to our business model."

www.ingrammicroservices.com

Integration Point

"They treat customers with excellence, respect and integrity."

www.integrationpoint.com

J.B. Hunt

"They are great ambassadors for our brands."

www.jbhunt.com

JDA Software

"They are an advocate for our success and an extension of our team."

jda.com

Kenco Logistics

"Their staff is experienced and focused on customer service."

www.kencogroup.com

Kinaxis

"Our information sharing has been dramatically improved."

www.kinaxis.com

Kuebix

"They helped reduce our freight costs by 10 percent."

www.kuebix.com

LLamasoft

"Now we can run continuous what-if scenarios."

www.llamasoft.com

Logility

"Through them we saw the benefits of inventory optimization."

www.logility.com

Manhattan Associates

"Their solution will become the heartbeat of our omnichannel operation."

www.manh.com

MercuryGate International

"We've fully automated the process where we have shipments being created automatically."

www.mercurysgate.com

Miebach Consulting

"Their willingness to exceed service-level expectations is remarkable."

www.miebach.com

MP Objects

"They helped us be a better partner to our customers."

www.mp-objects.com

NSD

"They give a fast turnaround when problems need to be fixed."

www.nonstopdelivery.com

Old Dominion Freight Lines

"Their rep goes above and beyond to make sure everything is correct."

www.odfl.com

Oliver Wight

"The management experience of their consultants have been integral to our success."

www.oliverwight.com

OM Partners

"With them we aim to achieve significant improvement."

ompartners.com

OnProcess Technology

"They have helped us reduce inventory in the field."

www.onprocess.com

Open Sky Group

"They have a proven track record and good global coverage."

www.openskygroup.com

Oracle

"They have helped us gain valuable insights."

www.oracle.com

Penske Logistics

"They give us the visibility we need for operational success."

www.penskelogistics.com

Pilot Air Freight

"Their expedited ground shipments are just what we need."

www.pilotdelivers.com

PINC

"They work to incorporate new ideas and strategies."

www.pinc.com

PLS Logistics Services

"Timely responses, friendly service, and flexibility with options."

www.plslogistics.com

ProAct International

"Great product with first-class service."

www.proact.net

Purolator International

"They are very easy to work with."

www.purolatorinternational.com

QC Software

“Their software team is highly capable and a pleasure to work with.”

www.qcsoftware.com

RELEX Solutions

“They have a robust, easy-to-use solution.”

www.relexsolutions.com

Resilinc

“We're better able to predict supply chain risk.”

www.resilinc.com

River Rock Advisors

“They work closely with our team and give straight, honest feedback.”

riverrockadvisors.com

Ryder

“They are flexible enough to help us adapt to changing business needs.”

ryder.com

SAP

“They are helping us transform digitally across the globe.”

www.sap.com

SAP Ariba

“They've been a great growth driver for our small business.”

www.ariba.com

Savi Technology

“Reducing risk is job No. 1.”

www.savi.com

Scandata

“They are responsive with our questions and collaborative on new projects.”

www.scandata.com

Schneider Logistics

“We are impressed with their command of the information surrounding our business, wants and needs.”

www.schneider.com

Smart Gladiator

"It's a great product that makes my job easier."

www.smartgladiator.com

Solvoyo

"I would recommend them to anyone whose delivery systems need fixing."

www.solvoyo.com

Spinnaker

"We received level-headed and solid advice."

www.spinnaker.io

St. Onge

"They consistently provide world-class solutions to our most vexing challenges."

www.stonge.com

TGW Logistics Group

"They have really improved our distribution center."

www.tgw-group.com

The Alston Group

"They provide guidance and knowledge on our trade compliance issues."

www.thealstongroup.com

ToolsGroup

"We now can respond faster to crises and support patients with complex requirements."

www.toolsgroup.com

Total Quality Logistics

"They take control and save me a lot of time."

www.tql.com

TPSynergy

"They are hassle-free and have a great support team."

www.tpsynergy.com

TradeRiver USA

"They have a very hands-on approach to clients."

www.traderiverusa.com

Transfix

"Their automated pricing platform enables greater transparency."

transfix.io

Transplace

“Our freight costs went way down after partnering with them.”

www.transplace.com

Transportation Insight

“The difference between them and other providers comes down to people.”

www.transportationinsight.com

TrueCommerce

“We can significantly improve our entire supply chain.”

www.truecommerce.com

UltraShipTMS

“We now can make routing guide decisions based on accurate information.”

www.ultrashiptms.com

Universal Logistics

“A really professional way to handle our requests for transportation information.”

www.universallogistics.com

Upland Ultriva

“We can easily get changes and training information as fast as we need it.”

uplandsoftware.com/ultriva

UPS

“They enabled us to save a lot.”

www.ups.com

UPS Supply Chain Solutions

“When it comes to moving our products, they are our partner of choice.”

www.ups-scs.com

Wen-Parker Logistics

“They have helped our business move forward.”

www.wen-parker.com

WorkWave

“The services we have through them has helped us grow tremendously.”

www.workwave.com

Yale

“They have all the equipment we could need.”

www.yale.com

YRC Logistics

“The have met all of our logistics needs.”

www.yrc.com

Zebra Technologies

“The tablet-based solution can literally save lives.”

www.zebra.com

Methodology

Each year, SupplyChainBrain readers submit nominations over a six-month polling period for partners whose products, services or solutions have made a significant impact on business efficiency, customer service and overall supply chain performance.

All 100 partners are solutions providers who received multiple nominations from their customers and/or whose customers agreed to be interviewed by SupplyChainBrain for a published, in-depth case study.

Since we can't publish all the praise, we're highlighting a number of testimonials in the form of case studies in our October magazine. You can [subscribe here](#).