

4PL engagement questionnaire¹

Complete the questionnaire below to determine if a 4PL would be beneficial. Tick the most relevant box to your current operation. If you have answered 'yes' to the majority of the questions in Section 1 then it is worth considering 4PL companies. If you answered 'yes' to the majority of questions in Section 2 then a 4PL may not be a preferred option.

Question	Yes	No
Section 1		
Does your organization struggle to manage increasing levels of supply chain complexity?	Y	N
Do your customers' supply chain demands exceed your organization's capacity to deliver?	Y	N
Do you wish you had full visibility throughout your supply chain?	Y	N
Would you like to have access to the technology capabilities to integrate processes and logistics providers across your supply chain?	Y	N
Can you make better use of your capital currently dedicated to supply chain assets such as staff and I.T.?	Y	N
Do you wish you had experienced supply chain managers within the company?	Y	N
Are you operating warehouses and manufacturing plants globally with little coordination between them?	Y	N
Are you looking to expand your organization globally?	Y	N
Is neutrality and objectivity fundamental to your choice of logistics provider?	Y	N
Is your relationship with your suppliers and logistics providers adversarial?	Y	N
Is dealing with a multitude of logistics providers taking up too much management time?	Y	N
Are you under pressure from your customers to become more environmentally friendly, with an expected target of carbon neutrality?	Y	N
Are you happy to enter into a longer-term partnership?	Y	N
Are you happy to share resources with your competitors?	Y	N
Are you comfortable with having all your 'eggs in one basket'?	Y	N
Do you want your logistics contracts to be based on a gain share/cost reduction basis?	Y	N
Are you looking for more than a task- or functionally oriented logistics provider?	Y	N

¹ Godsmark, O., & Richards, G. (2020). The Logistics Outsourcing Handbook: A Step-by-Step Guide From Strategy. Kogan Page.

Section 2

Do you consider the supply chain critical to your organization's success?	Y	N
Is supply chain management a core competency within your company?	Y	N
Is full control of your supply chain very important to you?	Y	N
Do you undertake regular supply chain reviews in order to improve efficiency and reduce costs?	Y	N
Do you have full visibility throughout your supply chain?	Y	N
Is the relationship with your current logistic providers important to you?	Y	N
Do you want full control over the choice of logistics providers?	Y	N
Does your company have a policy against single supplier sourcing?	Y	N
Is having internal supply chain and logistics expertise important to you?	Y	N
Are you risk averse?	Y	N