

THIRD PARTY LOGISTICS

3PL DISTINCT EXPERIENCE

Cushman & Wakefield's Third Party Logistics (3PL) Advisory Group has tenured professionals with unique experience working with or for 3PLs. This experience provides the desire and focus to effectively advise 3PL clients on real estate decision-making and strategy and a better understanding of the particular requirements of 3PLs. Cushman & Wakefield also maintains relationships and affiliations with many 3PLs, which provides access to industry leaders, knowledge of evolving trends and challenges, and perspective on what other 3PLs are thinking about and doing.

OUR UNIQUE APPROACH TO PARTNERING WITH 3PLS

Cushman & Wakefield has developed a unique approach to partnering with 3PL providers, an approach focused on improving a 3PL's real estate strategy, success in business development, retaining current clients, and increasing revenues. We understand the unique requirements, time lines, confidentiality considerations, and competitive nature of the 3PL business.

3PL SUPPORT NETWORK

Cushman & Wakefield has a team of real estate professionals with a deep understanding of supply chain, site selection, labor analysis, incentives, and build-to-suit, allowing a 3PL the agility to quickly tap into various resources/services or supplement its own in-house staff and expertise, if needed. Additionally, our research team supports clients by providing current information on market and industry trends and how those trends can influence business.

TAILORED VALUE-ADD PROCESS

Cushman & Wakefield understands the complexity of 3PL transactions and where to extract value. We know what information you need and when you need it.

Richard K. Hamilton, MCR

Managing Director — Advisory Lead
3PL Specialty Advisory Group,
Logistics & Industrial Services

Direct: +1 847 518 3230
Mobile: +1 630 258 6885
rich.hamilton@cushwake.com

Cushman & Wakefield's Customized 3PL Services & Solutions

- Multi-Market Account and Transaction Management
- Lease Renewals and Rent Review
- Occupancy Cost Analysis
- Lease Restructuring and Surrenders
- Demographic and Labor Analysis
- Comparative Location Assessments
- Location Incentives Negotiation & Implementation
- Property Tax Consulting
- Site Selection Strategy

LEVEL 1	LEVEL 2	LEVEL 3	LEVEL 4
<p>High-Level Business Development and Evaluation of Opportunity</p> <ul style="list-style-type: none"> • Decision - Go / No-go <p>Expected Turnaround Time is 24-48 hours</p>	<p>Initial Evaluation of Real Estate Options</p> <ul style="list-style-type: none"> • 3PL Develops Solution for RFP • 3PL Bids the RFP <p>Expected Turnaround Time is 24-48 hours</p>	<p>Selected as Finalist for the Business</p> <ul style="list-style-type: none"> • Negotiate Best Rate/Terms with the Landlord • 3PL Submits Final Proposal to Client <p>Expected Turnaround Time is 2 weeks</p>	<p>3PL Awarded Business</p> <ul style="list-style-type: none"> • Final Contract Terms are negotiated (economic & others) • Final Building Requirements are Established: (size, TI/ASTI), Term Length <p>Expected Turnaround Time is 5-7 working days</p>