



Simplifying Supplier Management:

How Prosure360 Supports the Warehousing and Distribution Sector

An Executive Summary

from our Operations Director, Scott Anderson

The UK warehousing and distribution industry has grown extensively over the last decade. A 2015 report, [by Savills, identified over 1,500 individual warehouse units](#) used for storage and distribution, which accounted for almost 428m sq ft of warehouse space.

By 2021, this figure has [risen by 32%](#) and stood at 566m sq ft, and in the three years since Savills' last edition (2021), the [market has grown by 22%](#), a rise of 124m sq ft and now stands at just shy of 690m sq ft. With the market size growing every year, the warehousing sector has never been more prominent, as well as the need for effective supplier management.

With complex and diverse supply chains, this industry depends on effective supplier management. That's why we created Prosure360, a unique supplier management software, which streamlines supplier and contractor management. We currently support several warehousing and distribution companies across the UK and Europe, including [Advanced Supply Chain Solutions](#) as well as [AS Watson](#) and [Frasers Group](#) who both have distribution sites.

This whitepaper breaks down the challenges faced by warehousing and distribution businesses, highlights the solutions provided by Prosure360, and emphasises the need for supplier management software in this industry.

We will explore what problems the warehousing and distribution industry face, how Prosure360 can address these challenges and why our supplier management software is the best and most effective solution. Strengthen your reputation, drive efficiencies, and secure a resilient future for your business with Prosure360.

“ We chose Prosure360 because the system provides easy-to-use data and live information that we can use at any given time. The team are fantastic, very professional and approachable, and always there to support us. We would absolutely recommend Prosure360. ”

Darryl Parker, Head of Health, Safety and Facilities Management, AS Watson UK



About Scott Anderson

Scott Anderson is the Operations Director of Prosure360 with a wealth of experience and extensive industry knowledge. Scott knows Prosure360 inside out and is dedicated to continuous improvement and advancing our supply chain technology. With a customer centric ethos, he is focused on improving user-experience and streamlining purchase processes to enhance client satisfaction.

Effective supplier and contractor management is crucial for the success of any organisation, but it holds particular significance in the realm of warehousing and distribution. The warehousing and distribution industry is constantly evolving, with the need to meet consumer demands, maintain reputations, and manage complex supply chains.



An Introduction to the Warehousing and Distribution Industry

In such a rapid and fast-paced industry, an efficient and effective supply chain is essential. As warehousing and distribution companies strive to ensure the smooth running of operations, they require a robust supplier management strategy. Interestingly, one of the [main geographical areas for warehousing and distribution](#) includes the East Midlands; not to mention, the West Midlands have also seen growth of 61%.

Since 2011, the UK warehousing distribution sector has also grown due to the rise of online shopping. The [Office for National Statistics found that online shopping peaked at nearly 38%](#) in January 2021, having stood at 8% at the start of 2011 and 19% in February 2020.

[According to Savills](#), online retailers who have increased their warehouse footprint from 8m sq ft to 69m sq ft, a rise of 813%. Additionally, online retail is forecast to keep growing in market size over the next decade.

The retail industry is extremely fast-paced, from meeting consumer demands and maintaining brand reputations to managing supply chains and reaching financial targets—there's a lot to contend with.

As retailers strive to keep up with ever-changing consumer trends and the demands of an increasingly competitive market, they rely on a well-oiled supply chain to keep their operations running smoothly.

Technology plays a vital role in [supporting retail supplier management](#) and implementing a comprehensive supplier management software is essential for:

- Managing suppliers and contractors.
- Streamlining processes.
- Ensuring seamless operations.

Prosure360 is tailor-made to address the unique challenges faced by the warehousing and distribution industry. From managing suppliers and contractors to checking verifications, insurances, financial health, and certifications, Prosure360 offers a comprehensive solution to enhance efficiency, streamline operations, and mitigate risks.

“ The role of the warehouse has never been more important, and the amount of warehouse space needed continues to rise. ”

[Savills Report](#)



What key challenges does this industry face?

The warehousing and distribution industry grapples with a multitude of challenges in managing complex supply chains. These supply chain challenges include:

- Retaining staff.
- Recruiting staff.
- Mitigating risks of theft from warehouses.
- Avoiding reputational damage relating to [employee wellbeing](#).
- Relying heavily on machinery.

There is a myriad of issues that warehousing and distribution businesses come across in their day-to-day work. With so many large sites with multiple facilities management services, some of which can operate 24/7, it's crucial that these businesses have a comprehensive management system for suppliers and contractors.

Warehousing and distribution businesses also heavily reliant on machinery to keep their goods moving along. So, this means they require qualified, compliant and reliable contractors to maintain equipment as well as the buildings they function within.

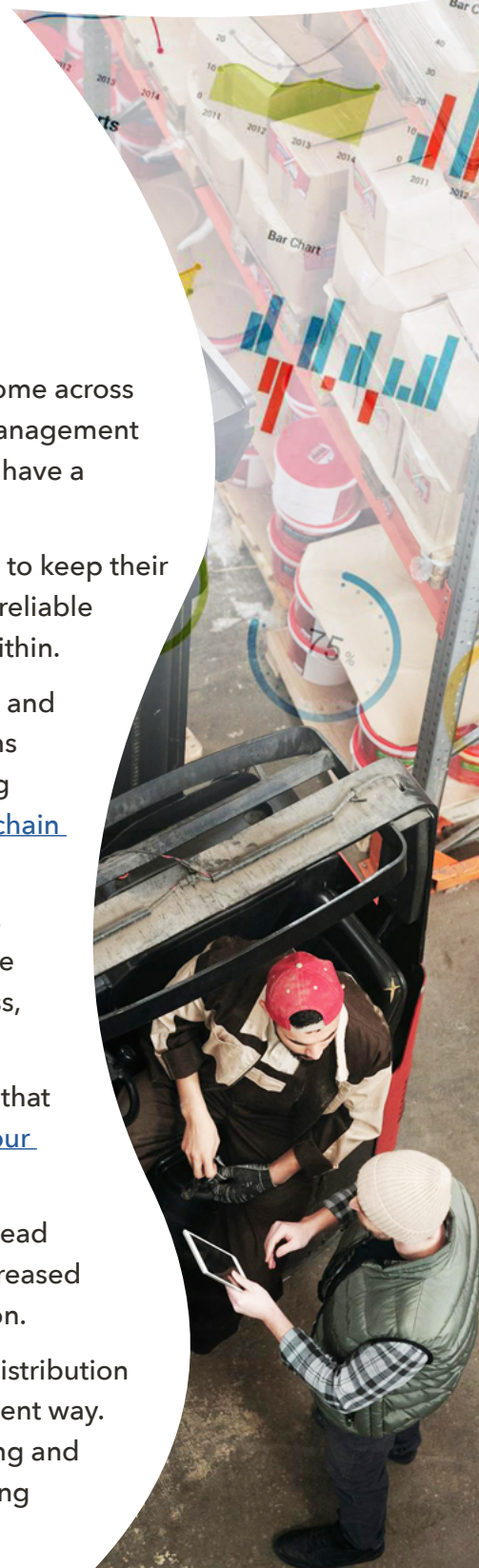
With the constant movement of goods, supply chains can be very complex and intricate in this sector. For warehousing businesses, supply chain disruptions or equipment downtime could lead to fines or penalties from clients. Hiring unqualified and unreliable suppliers and contractors could lead to [supply chain disruptions](#) which could seriously impact operations and delivery.

Many warehousing and distribution businesses will have global operations both in and outside of the UK. When managing global supply chains, where countless moving parts must align seamlessly to ensure operational success, [mitigating supply chain risk](#) is crucial.

In the warehousing and distribution industry, one often overlooked aspect that can significantly impact your supply chain is the [health and wellbeing of your supplier and contractors](#).

Without ensuring the health and wellbeing of these essential workers can lead to a ripple effect of consequences, including supply chain disruptions, decreased productivity, minimised efficiency, and even damage to company reputation.

These challenges have made it increasingly difficult for warehousing and distribution companies to manually manage their supply chain in an effective and efficient way. By selecting compliant suppliers and contractors, it is easier for warehousing and distribution businesses to meet health and safety standards and forge lasting professional relationships.



Selecting the right suppliers who are qualified and certified can be a daunting task, but it's a vital one. Without using verified suppliers and contractors, you also risk the reputation and financial health of your business. If your business deploys suppliers and contractors who are non-compliant, you are more likely to experience supply chain disruptions due to a lack of quality control.

Health and safety compliance within the warehousing and distribution industry is another crucial element. The suppliers and contractors that your business is partnered with need to have the appropriate verifications, qualifications and insurance relating to health and safety in place.

The [Safety Schemes in Procurement \(SSIP\) certificate](#) can also help you showcase and evidence a genuine dedication to health and safety. It will offer you peace of mind that all the suppliers and contractors deployed on site meet your specific health and safety compliance requirements. That's why supplier management software which supports this verification, like Prosure360, is invaluable.



Sustainability and Environmental, Social, and Governance (ESG) is also key focus within the warehousing and distribution industry. Savills suggest that, over the next decade, we will see a [greater focus on the ESG agenda](#) within the warehousing sector.

To ensure a sustainable supply chain, businesses must monitor the environmental impact of the third parties involved in the supply chain, such as their carbon footprint, and ensure they have policies in place to reduce waste. Embedding ESG principles into the supply chain involves the reduction of carbon footprints, ensuring fair and ethical treatment of workers, and maintaining robust ESG governance.

In a [survey conducted by Deloitte](#), a compelling 40% of consumers are consciously opting for brands that champion environmentally sustainable practices and uphold strong values. Not to mention, [60% of investors in the UK](#) are keen to see more businesses be transparent about their environmental impact. That's why ESG-conscious warehousing and distribution companies are much more likely to attract investors due to the decreased risk and enhanced financial viability.

Supplier management software provides tools to monitor and manage the sustainability of the supply chain. Minimising supply chain risk is essential for warehousing and distribution businesses—that's why Prosure360 is such a game-changer. To avoid supply chain disruptions and maintain brand reputation, warehousing and distribution companies must devise a reliable method of checking and verifying suppliers and contractors.

In this dynamic and demanding sector, the implementation of sophisticated supplier management software is imperative to navigate these challenges and ensure a seamless and resilient supply chain.



How can Prosure360 address and understand these challenges?



We understand that the warehousing sector is time pressured and cannot afford to have downtime or supply chain disruptions. That's why they need their contractors and suppliers to be thoroughly vetted to ensure operations keep running as smoothly as possible.

One of the most pressing challenges faced by the warehousing and distribution industry is the need to select qualified and certified suppliers and contractors. Prosure360 addresses this challenge by enabling a meticulous screening and qualification process for suppliers and contractors. In doing this, Prosure360:

- Reduces supplier turnover.
- Mitigates supply chain risk.
- Ensures all suppliers and contractors are compliant.
- Improves operational efficiency.

By investing in a supplier and contractor management platform, you reduce supply chain risk and safeguard your business' reputation and brand which will save you money in the long run.

Prosure360 verifies certifications and insurances, [checks financial health](#), and track records in real time, using live data. By engaging qualified and reliable partners, Prosure360 minimises the likelihood of supply chain disruptions that could impede operational capabilities, improving the resilience of the supply chain.

With Prosure360, you can define the criteria for your suppliers and contractors through the onboarding process. By communicating your exact requirements to Prosure360, you have the power to set the criteria which can then be relayed to the supply chain.

Additionally, Prosure360 helps warehousing and distribution companies:

- Streamline the supply chain, reducing operational costs and improving efficiency.



- Understand the need for reliable contractors and suppliers.
- Access real-time data on a central platform.
- Support clients on a UK and international basis.
- Ensure suppliers and contractors meet their specific standards and ethos.
- Easily share data across multiple sites and stakeholders.
- Set specific standards relating to ESG and sustainability.
- Enhance decision-making processes and minimise risk by giving them total visibility.
- Manage large volumes of data from one, secure location.
- Ensure health and safety compliance and reduce risk of supply chain disruptions.



An effective supplier management platform, such as Prosure360, will support professional relationships and provide total visibility of all suppliers and contractors. Having Prosure360 as a single source truth will make it easier for your business to share information and real-time data with internal and external stakeholders.



What solutions can Prosure360 offer to this industry?

With its unparalleled agility, responsiveness, and comprehensive features, Prosure360 is the perfect solution for warehousing and distribution companies seeking to streamline their supplier and contractor management.

Prosure360's automation processes and compliance checks empower warehousing and distribution companies to ensure that their suppliers and contractors align with their business goals and values. This not only enhances operational efficiency but also safeguards brand reputation.

Recognising the importance of health and wellbeing in your supply chain is the first step towards mitigating supply chain risks. By taking a proactive approach and investing in the well-being of suppliers and contractors, you can foster a more resilient and reliable supply chain.

As a Prosure360 member, our suppliers and contractors benefit from a 10% discount off Optima Health (OH&W) products and services. Optima health allows businesses to support their suppliers and contractors to thrive with occupational health expertise, helping to:

- Improve sickness absence.
- Reduce costs.
- Access expert manager support.

It's also important to note that Prosure360 is fully integrated with [Meridian](#), a state-of-the-art risk management software. This makes it easier for warehousing and distribution companies to meet health and safety standards through conducting risk assessments and managing compliance across your business.

When it comes to mobilising Prosure360, we make the process of transitioning from your current system easy and straightforward. By investing in Prosure360's supply chain software, warehousing and distribution companies can minimise risk of supply chain disruptions, avoid reputational damage, and safeguard the future of their business.

The financial status of your current providers could change at any minute which means you always need to stay informed. Even if you've worked with the same supplier for years, they're unlikely to tell you if they're not financially stable.



Prosure360 allows you to easily see the financial status of your suppliers and contractors in an accessible, readable format. This intuitive platform means you don't have to be a specialist to understand the complex financial situation of your suppliers and contractors. It removes single points of failure by hosting all the information relating to your suppliers and contractors in one safe place.

Partnered with Red Flag Alert, Prosure360 gives suppliers and contractors a financial risk score of gold, silver, or bronze. This allows you to see your suppliers and contractors' financial performance and make an educated choice about whether to work with them.

With a live piece of software like Prosure360, all the information and data regarding your suppliers and contractors is always up to date. Our platform requires suppliers and contractors to upload accurate data, ensuring it comes from a viable source. This shows their insurances, professional memberships, and services, making it easy to source, manage, and maintain relationships with suppliers and contractors.

For our clients, we act as a single source of truth for all UK and non-UK service providers, suppliers, and contractors. This removes the need for multiple software solutions because Prosure360 allows you to log in to one system no matter what country you are operating in. Ultimately, all UK and non-UK clients can access the Prosure360 platform to manage suppliers, contractors, and service providers.

A lot of other big schemes will just offer SSIP assessments or a very narrow range of assessments that are set in stone. Whereas we wanted Prosure360 to provide a level of customisation unlike any other platform.

That's why, as well as providing SSIP assessments, we also enable you to set bespoke questions and assessments tailored to each client. This gives our clients all the background knowledge they need to make an informed choice about which suppliers and contractors to work with.

Prosure360 also provides SSIP assessments, which we've now extended to include Republic of Ireland Duty Holder Categories, including:

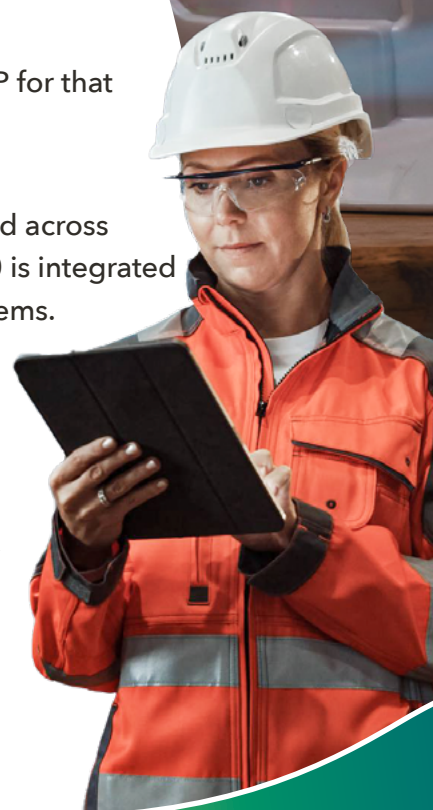
- SSIP Approved IE.
- SSIP Approved IE Contractor.
- SSIP Approved IE Project Supervisor Construction Stage (PSCS).

This means that our clients who have operations in Ireland can have specific SSIP for that operational base, giving them clear visibility between UK and Ireland based service providers.

We understand the challenges organisations face when common data is required across multiple systems, leading to duplication, delay, and error. That's why Prosure360 is integrated with [Elogs CAFM](#) as it allows our clients to easily share data across multiple systems.

Taking this integrated approach makes it easy to have full visibility of your supply chain, mitigating risk, improving relationships with suppliers and driving efficiency.

Ultimately, warehousing and distribution companies need to be confident that those outsourced services are delivered by reputable, compliant, and financially stable providers with no negative impact on the business output. With a live status on suppliers and contractors, Prosure360 can support warehousing and distribution businesses to reduce downtime and supply chain risk.



Get in touch to find out how Prosure360 could help your business

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Prosure360 is a solution from Marlowe Software, Risk & Compliance, a part of Marlowe Plc.

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