



CLIENT PROFILE AMERISOURCE BERGEN CORPORATION



MULTI-MARKET DISTRIBUTION NETWORK SOLUTION »»

The merger of two leading pharmaceutical distributors created a \$35 billion company with 51 disconnected warehouse facilities. Senior management immediately recognized the need for a new distribution network because:

- 1) they were responsible for delivering life-critical medical supplies to hospitals, pharmacies and HMOs across North America and
- 2) they promised Wall Street they would reduce annual operating expenses by \$150 million.

AmerisourceBergen selected IDI to handle the project, which consisted of five 320,000-square-foot, state-of-the-art, build-to-suit distribution centers in multiple markets. IDI's fully integrated process included confidential site searches in 15 markets, land acquisition, incentive negotiation, a value engineered prototype design, project financing and construction management.

The entire project was completed in 24 months.

FAST FACTS

COMPANY

AmerisourceBergen Corporation is one of the world's largest pharmaceutical product distributors.

CHALLENGES

- Revamp obsolete logistics network
- Improve delivery of life-critical medical supplies
- Reduce operating expenses

RESULTS

- Completed five 320,000- square-foot build-to-suit distribution centers in 24 months
- Exceeded operating savings projections
- Contributed to 93% rise in stock price



The new facilities are highly automated, secure, strategically located, operationally efficient and have full expansion capabilities. Among the special features in each building are 40,000 square feet of cooler space, a security vault, a pick mezzanine and 20,000 square feet of class A office space. All facilities are compliant with U.S. Food and Drug Administration, U.S. Environmental Protection Agency and Drug Enforcement Administration standards.

The multi-market project was completed on time and under budget, exceeding their operating expense reduction commitment and helping boost the stock price by 93%. Critical to success was the smooth collaboration between IDI and the company's management team, consultants, suppliers and system integrators.



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IDI is a leading, full-service real estate property company focusing exclusively on the industrial real estate sector. Distinguished by its impeccable integrity and premium property portfolio, the privately held company has been setting industry standards since its inception in 1989. With the talent, vision and financial stability to help shape the future of industrial real estate, IDI provides investment, development, property management and leasing services supported by eight market-focused offices across North America.

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