



CLIENT PROFILE SMITHS MEDICAL NORTH AMERICA



U.S. DISTRIBUTION SOLUTION »

The leadership team of Smiths Medical North America, a global medical device manufacturing company, made a strategic decision to consolidate the majority of their U.S. distribution activities into the Memphis, Tennessee market. They needed a building where they could combine their San Diego, California operations with an existing distribution facility already in the Memphis area.

After an exhaustive search, the management team chose to lease a 239,863-square-foot building completed by IDI in the Memphis suburb of Olive Branch, Mississippi. The IDI offering, brokered by Colliers International, was attractive for a number of reasons, including its high quality and certification as a Leadership in Energy and Environmental Design (LEED®) Silver building. The client also had an excellent existing relationship with IDI, having leased their previous 109,500-square-foot distribution center from them.

IDI completed client-requested build-outs on the new facility on schedule and on budget and followed up immediately when the client reported issues. "IDI was excellent in working with us to incorporate our change requests, there were no unexpected costs associated with the project and their maintenance personnel were onsite within a matter of hours if we reported an issue," said Kurt Martin, the client's director of logistics. "IDI has proven to be one of our key business partners."

FAST FACTS

COMPANY

Smiths Medical is a leading manufacturer of medical devices for hospital, emergency, home and specialist environments

CHALLENGES

- Consolidate majority of U.S. distribution activities into Memphis, Tennessee market area.
- Reduce operating expenses.
- Ensure reliable delivery of critical care, surgical and medical therapy products.

RESULTS

- Leased 239,863-square-foot distribution center.
- Completed client-requested build-outs on schedule and on budget.
- Reduced energy costs with LEED Silver-certified building.