



# Delivering value on a global scale: Simplifying logistics with a trusted partner and confident guide

## The challenge

The client, a major international drinks manufacturer and distributor with over 30,000 employees and 132 production sites globally, was facing a breakdown in their relationship with their existing Dell Technologies partner. Their primary challenge was finding a reliable partner capable of managing the complex logistics required for their global operations.

The client was struggling to deliver the right infrastructure to their production sites on time, as budget constraints forced them to place orders piecemeal, leading to inefficiencies. These challenges were compounded by delays in receiving quotes due to complex multi-country approval processes and ongoing issues with shipment tracking and deployment scheduling.

The client sought a trusted partner to simplify and streamline logistics and deployment management, as well as improve transaction processes, budgeting schedules, and the management of certificates and licenses.

## The solution

Natilik positioned themselves as a trusted global partner, offering the logistical and deployment services:



### Global logistics excellence

The client has found a trusted partner in Natilik. Leveraging expertise in delivering complex global projects, Natilik provided the client with peace of mind through structured, reliable support.

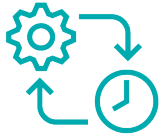
With weekly updates, improved tracking processes, and a dedicated team, the client now benefits from a single partner delivering end-to-end services—including certification, taxes, duties, licenses, tracking, shipping, and in-country logistics—ensuring seamless infrastructure deployments.

To accommodate the clients restricted budgets and piecemeal purchasing strategy, Natilik offers competitive, discounted pricing, helping the client stay within their annual budget constraints.

Within 4 months of engagement Natilik have facilitated timely and cost-effective delivery of Dell servers to critical locations—including Kenya, Mexico, Greece, Canada, the US, Scotland, Ireland, and Tanzania—without delays or customs issues.

## The outcome

The successful on boarding of Natilik as a trusted partner and confident guide has enabled the client to accelerate deployment into multiple territories and counties supporting innovative projects and with state of the art infrastructure:



### A trusted partnership

Natilik now serves as the clients single, trusted partner for managing end-to-end Dell deployments. This includes consistent communication, timely quotes, and effective project management, ensuring a streamlined and reliable process.



### Streamlined global logistics

By leveraging Natilik's expertise and strategic partnerships, the client now benefits from seamless shipping, delivery, and logistics across all global locations, ensuring smooth operations without delays.



### Seamless and simple transactions

Partnering with Natilik has simplified transaction processes, provided more competitive pricing, and offered the flexibility needed to accommodate the clients budget constraints.



### Technology innovation consultancy

By earning the clients trust Natilik are now able to support the client on future projects and investments across multiple technologies including networking and security, acting as the confident guide and understanding the unique needs and challenges this global organisation faces.