



Business development for logistics services providers

The strategic development of a company is a challenge for many logistics services providers, and previous methods only lead to insufficient solutions. While during the 90s and 2000s the focus was to successfully establish new businesses, it has now changed to attracting new business opportunities. This change is challenging the whole industry.

We offer comprehensive support for logistics services providers

Miebach Consulting supports logistics services providers with the development of their business models, services and brand from strategic selection of business segments, through product design and brand management, to adjustments regarding digitalization and IT strategy. Assistance with the creation of quotations and undertaking employee coachings or trainings from Solutions Design are essential parts of our service portfolio as well.

We know your industry and your customers

Our broad industry expertise combined with our focus on logistics and supply chain topics is beneficial for our business development projects. As a logistics services provider you work for the same customers as we do as supply chain engineers – so we know your customers and their problems, but also the solution approaches of your competitors and other industries!

Benefit from our worldwide network

More than 40 years of market experience and our worldwide presence with over 20 offices and more than 300 employees enable us to support your strategic development in a quick and accurate way. We bundle trends, technologies and customer expectations and we are able to operationalize and implement strategies with you: quick, success-oriented with profound specialist know-how of the industry.



Contact me for a first noncommittal discussion:

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Current key issues

- Which services and customer groups will shape my business tomorrow?
- How can I develop new services for and with my customers?
- How do I need to position my brand in the competitive environment?
- How do I need to set up my IT strategically in order to keep up with digitalization?

Learn more



Miebach Study
Logistics outsourcing is losing potential but gains professionalism, 2014
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