



THE **ILS** COMPANY
INTERNATIONAL LOGISTIC SOLUTIONS

BUSINESS CASE

**An autoparts and
motorcycles parts
company transformed
its logistics chain and
optimized delivery
times by 43% with the
help of The ILS
Company**

PROPRIETARY INFORMATION BELONGING TO THE ILS COMPANY LLC. This Business Case is a reference from a customer in the industry we serve and is for informational purposes only. While we've strived to provide accurate information, you should always consult with a qualified professional before making any decisions based on this content.

The process of importing auto parts and spare parts for motorcycles

Thanks to the joint work with The ILS Company, this auto parts and motorcycle parts company overcame the challenges of a fragmented operation, optimized its international routes and consolidated a strategic relationship that has lasted more than five years. With streamlined logistics, a service adapted to their type of cargo and direct communication, they now operate with confidence, results and a vision of growth.

- ✓ Delivery times improved by 43%.
- ✓ Customs procedures were reduced by 25%.
- ✓ Customs clearance reduced by 40%.
- ✓ We have had a continuous relationship with The ILS Company for five years.

A glimpse of our customer

Location: Mexico (with import operations from Asia)

Industry: Motorcycle parts and spare parts

Commodity: OEM supplier to official assemblers

Time as ILS customer: 5 years

The challenge

Optimize a complex logistics chain and improve operational visibility.

This client decided to rely on The ILS Company after frustrating experiences with suppliers who offered poor visibility, poor service, and poor treatment. Their maritime operation included an inefficient route: unloading in Manzanillo, rail transfer to Pantaco, and deconsolidation before the last mile to Mexico City. This model generated delays, costly maneuvers and internal tensions due to the lack of clear information.



These difficulties had a direct impact on planning capacity, causing cost overruns and the need to constantly manage unforeseen events. Uncertainty in delivery times and lack of fluid communication also affected confidence both internally and with their end customers.

In addition to the operational and economic impact, the greatest damage was emotional: stress for the team, frustration with their suppliers and constant wear and tear in the decision-making chain.

The solution

A comprehensive, flexible and humane approach, designed to restore confidence and efficiency.

ILS proposed a complete redesign of the logistics, eliminating critical points and simplifying the flow. These changes eliminated unnecessary delays and reduced operational friction.

Additionally, the approach went beyond the technical.

- 👉 **Direct communication and continuous monitoring.**
- 👉 **Flexibility to adapt operations to your cargo type**
- 👉 **There is constant coordination between sales, operations, international traffic, and customs.**

The business relationship began with a trial shipment in 2019 and grew stronger during the pandemic in 2020 when a timely response was given to the global container shortage. Since then, our collaboration has grown to encompass additional services, including customs clearance, last-mile delivery, and an all-inclusive DDP logistics solution.



The most valuable thing is not just the technical solution, but also how well they understood us. With The ILS Company, you can expect clarity, commitment, and direct communication.



The results

A partnership that generates sustained value.

Since forming an alliance with ILS, this motorcycle and auto parts company has solved a specific problem and strengthened its entire supply chain.

- ✓ **Significant reduction of time and maneuvers**
- ✓ **Relationship based on empathy, continuous improvement and shared vision.**
- ✓ **Progressive expansion of services: maritime, land, customs and last mile.**
- ✓ **Mutual recognition and CEO participation in internal spaces of The ILS Company**
- ✓ **Operational and emotional stability for your team**

A Trusted Logistics Partner

At ILS, we understand that efficient logistics encompasses more than just on-time deliveries. **It also involves the ability to solve problems, adapt, and sustain long-term relationships with strategic vision.** This is a case in point: They transitioned from a fragmented, stressful operation to an **integrated, traceable logistics chain that aligns with their expectations.**

Thanks to our agile operational structure, close support, and the progressive integration of key services — maritime, land, customs, and last mile — we achieved a solution that optimized time and costs while giving their team back control, security, and confidence.

This alliance demonstrates that **when service is based on mutual understanding, clear communication, and well-executed technical proposals, the result is more than just efficiency—it is joint growth and operational resilience.**





THE ILS COMPANY
INTERNATIONAL LOGISTIC SOLUTIONS

**TRUSTED
SOLUTIONS,
PERSONALIZED
LOGISTICS**