

Key partners What ISL offers to key partners: ISL establishes a long-term strategic partnership built on trust, consistency, and shared success (Cristopher, 2016). For #our partners include; Transportation Carriers- we provide secure ongoing contractual agreements, competitive rates, clear consistent service standards, and access to a wide and growing client base spanning SME and multinational firms and e-commerce businesses, creating steady demand and reliable business continuity. Warehousing and Fulfillment providers, we deliver stable, well-planned operational requirements, transparent terms, and the opportunity to utilize your storage and handling capabilities efficiently. While working together to refine processes and grow in line with market needs. Across all partnerships, ISL prioritizes open communication, fair commercial arrangements, and mutual growth ensuring every partner benefits from reliable collaboration and aligned goals.	Key Activities Supply chain strategy: Designing, planning, and optimizing end-to-end logistic processes to meet client goals and improve efficiency. Transportation management: Coordinating freight, shipping lines, carrier services, and route planning to ensure timely delivery of goods. Warehousing & storage operation: Managing distribution centres, storage facilities, and fulfilments processes; overseeing inventory control, stock management, and secure storage solutions. Technology integration: Developing, implementing, and maintaining logistics management systems, tracking, tools, and ERP (Enterprise Resource Planning) software to streamline line operation. Performance monitoring: Tracking logistics performance, analysing data, and refining processes to enhance service quality and reduce costs.	Value Proposition ISL delivery flexible cost effective, reliable end to end logistic for SME, multinational, e-commerce and manufacturers. We provide: PESTLE ANALYSIS: Political: Post-Brexit customs rules; government focus on supply chain resilience & decarbonization. Economical: Fluctuating fuel &labour cost; demand for affordable logistics, and growth in e-commerce and manufacturing. (<i>Chartered Institute of Logistics and Transport, 2024</i>). What's your strategy? Flexible pricing; optimise costs for affordability. Social: Demand for faster, greener delivery, shortage of logistic staff, rising sustainability expectations. What's your strategy? Use green operations; attract skilled staff. Technological:	Customer Relationships Personalized support: Dedicated account managers and customer service teams to provide direct assistance, address queries, and resolve issues promptly. Proactive communication: Regular updates on shipments, inventory status, and process performance to keep clients informed at every stage. Long-term partnership building: Working closely with clients to understand their evolving needs and developing ongoing relationships based on trust, reliability, and mutual success. Feedback & improvements: Actively seeking client feedback to refine services and improve processes and ensure a high level of customer satisfaction. Tailored engagement: Customized service plans and support structures that align with each client's business model and logistics requirements.	Customer Segments ISL serves the following types of clients: (<i>Department for Business and Trade,2025</i>) Small & medium enterprises (SME) Businesses require flexible, cost-effective logistics support for their supply chain and distribution needs. Large Corporation & Multinational companies: Organisations needing comprehensive, scalable logistics solutions for national or international operations. E-commerce & Retail Businesses: Entities require efficient order fulfilment, inventory management, and last mile delivery service. Manufacturing firms: Companies needing reliable transportation, warehousing, and distribution to support the production and product delivery cycle. Wholesale & Distribution Businesses: Enterprises requiring optimized logistics to move goods between
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		Digital tracking ERP integration, automation, route planning tools, need for ongoing tech investments. Legal: Transport licensing, road safety, UK GDPR, (General Data Protection Regulation), and low emission zone rules. What's your strategy? Maintain full transport licences; comply with GDPR, road safety, and low emission zone rules. Environmental: Net-zero targets, pressure to emissions, weather, and infrastructure disruption risks. What's your strategy? Adopt low emission vehicles; cut carbon output plan for weather disruption .		suppliers, warehouses, and retail outlets. Service-based industries: Businesses in sectors such as FMCG (Fast-moving customer goods), healthcare, and technology that require specialized logistics support.
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		Channels • Direct sales and account managers • Social Media Advertising • Industry partnership and referrals • LinkedIn and industry directories • Phone, email and support chat	
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Cost Structure Operational Costs: Transport, storage, fuel, maintenance, and warehouse rent. Personal costs: Salaries, wages, training, and benefits for staff. Technology & Tools: Software, tracking system, and equipment. Overheads: Insurances, licenses, office supplies, and administrative fees.	Revenue Streams Main service fees: Charges for logistics, freight, warehousing, and delivery. Value-added service: Extra fees for tracking, packing, customs clearance, or special handling. Long-term Contracts: Regular income from ongoing agreements with clients. Volume Discount: Additional revenue from handing large orders or high-volume partners.
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Business Model Canvas Ref.

Cristopher, M. (2016). *Logistics & Supply Chain Management*. 5th edn. London: Person Education.

Chartered Institute of Logistics and Transport (2024). *UK Logistics and Transport Report 2024: People, Skills, and Sustainability*. London: CILT UK.

Department for Business and Trade. (2025). *UK Logistics and supply Chain Sector Analysis 2025*: London: UK Government. Available at: <https://www.gov.uk/government/publications/uk-logistics-sector-analysis-2025>

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12-MONTH CASH FLOW FORECAST

ILIE SUBTIREL
ilie strategic Logistic
2508823

Key:

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Insert your own text/numbers into these cells as relevant.

Select your starting month:

January

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Your net cash flow (A-B)	£42,701	£7,525	£7,525	£7,525	£7,525	£7,555	£7,555	£7,555	£7,555	£7,555	£7,555	£7,555	£7,355	£133,041
Your monthly opening business bank account balance	£0	£42,701	£50,226	£57,751	£65,276	£72,801	£80,356	£87,911	£95,466	£103,021	£110,576	£118,131	£125,686	£133,041
Your closing cash position	£42,701	£50,226	£57,751	£65,276	£72,801	£80,356	£87,911	£95,466	£103,021	£110,576	£118,131	£125,686	£133,041	£133,041

YOUR NOTES OR COMMENTARY	
- This forecast shows consistent positive net cash flow every mounth, with stable outflows and shortfalls. - The closing balance grows steadiley to 133,041, proving strong liquidity, full cost coverage, and solid finanacial viability.	