





Supply Chain Consulting

PILOT 2006, Zaragoza, Spain

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Sander van den Berg

Supply Chain Consulting

DHL EXEL Supply Chain





Advanced Logistics Services

Logistics require a new level of competences

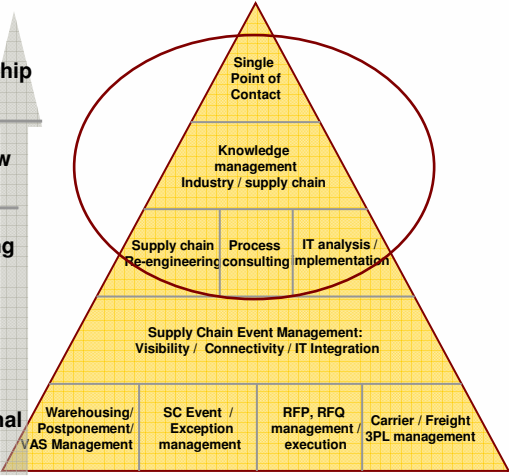
Relationship

Know-how

Consulting

Visibility

Operational



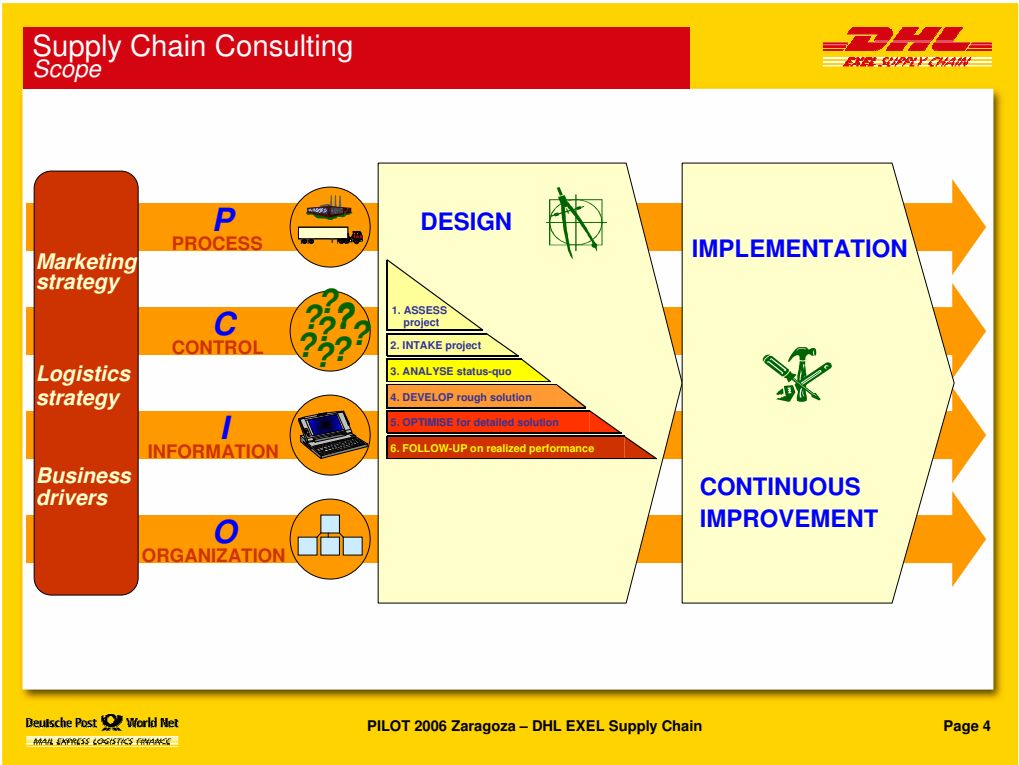
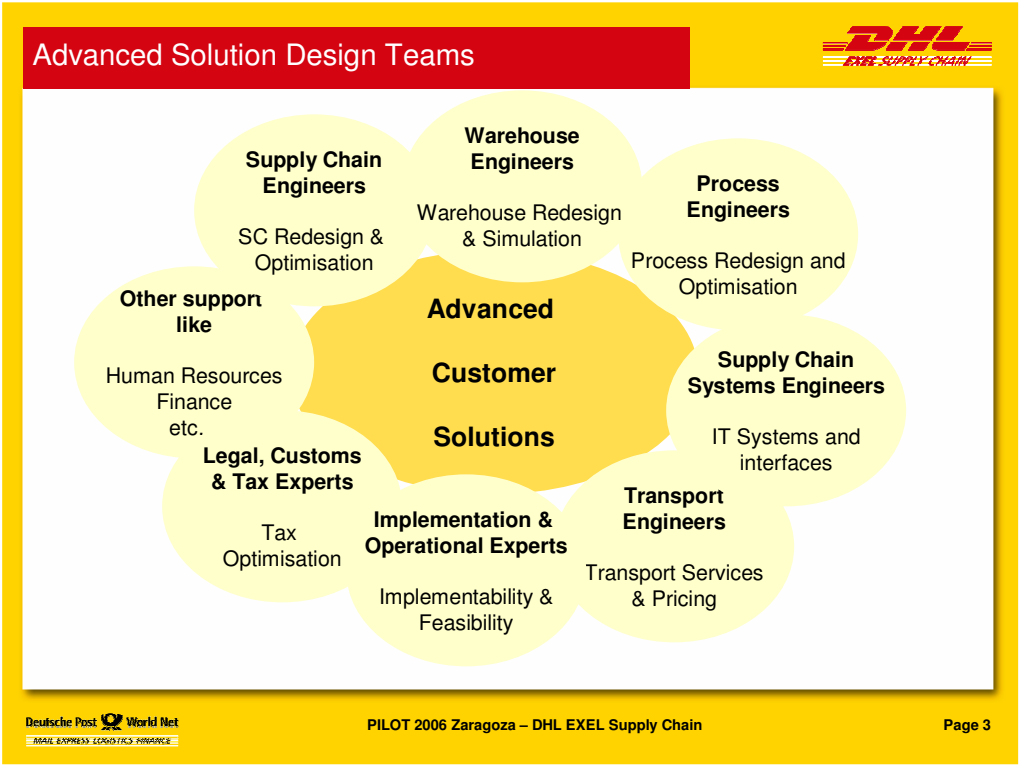
➔ **ALS increase Supply Chain efficiency!**

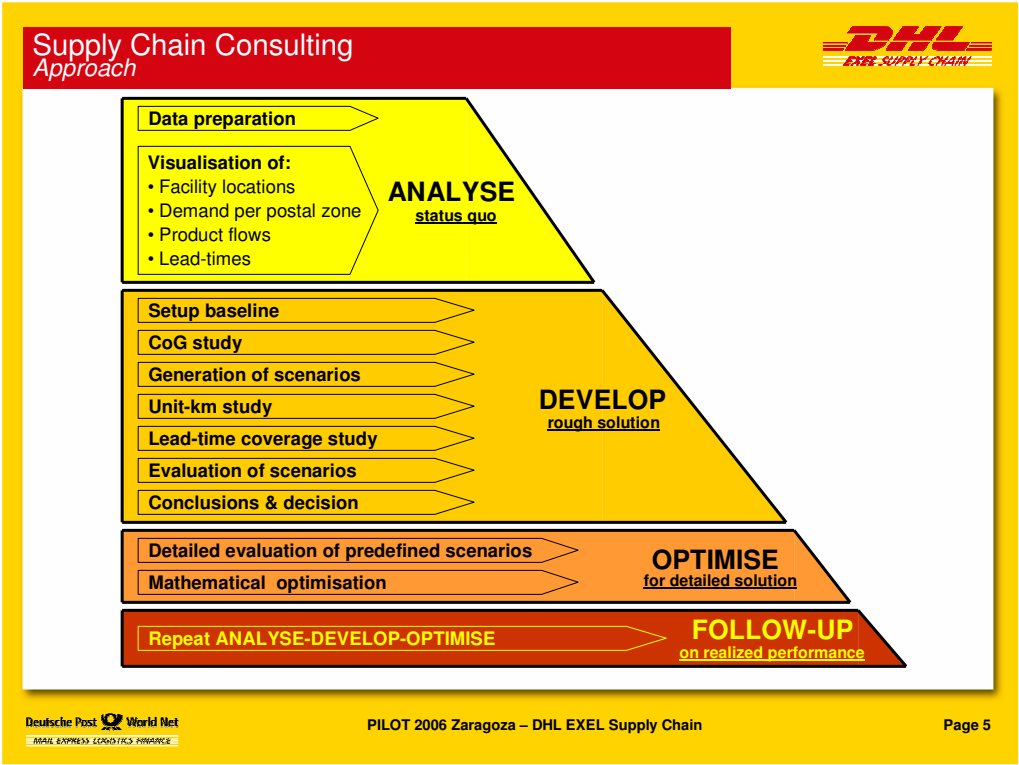
- Based upon knowledge and information availability (Intellectual Property)
- Based upon highly sophisticated level of technology (e.g. IT)
- Based upon proven logistics know-how and SC process optimisation
- Highly integrated into customer environment or back-office
- Enabling quick decision-making process
- Leveraging 3rd party network (e.g. transport) or 3rd party IT assets to provide the right service at the right price on behalf of the customer
- Enabling a global and complete view of a customer supply-chain, from inbound to end-delivery
- Enhancing collaboration among supply-chain partners and enhancing synchronisation of information systems across the supply-chain



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DEVELOP

Compare high-level scenarios

Scenario 1

Scenario n

Tonkm and
LT coverage methods

CoG methods

Lane	Baseline	1 COG	2 COG	COG E+W	XD 1	XD 2
EDC TO CUST (EUR)	273.831.520	258.498.221	200.261.834	213.729.974	103.092.561	167.560.886
EMS TO CUST (EUR)	156.920.112	156.920.112	156.920.112	156.920.112	156.920.112	156.920.112
EDC TO PORT (ROW)	1.834.309	5.615.364	553.238	6.638.854	3.969.481	5.034.464
EMS TO PORT (ROW)	5.802.346	5.802.346	5.802.346	5.802.346	5.802.346	5.802.346
XDOCK TO CUST (EUR)					46.619.974	25.990.290
TOTAL	438.388.287	426.836.043	363.537.529	383.091.285	316.404.474	361.308.098
%	100%	97%	83%	87%	72%	82%

High level comparison (tonkm)

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OPTIMISE

Design detailed & implementable solution

Best Setups from Develop Phase

ABC Calculation

Rate Tables

ABC Calculation

Rate Tables

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Supply Chain Consulting Approach
Summary and timelines

Time	Data	Customer's involvement	Product components
1-5 days	Supply and demand structures	Low	ANALYSE status-quo
2-6 weeks	Shipment profiles	Medium (workshops)	DEVELOP rough solution
1-6 months	Order-line profiles	High (joint project team)	OPTIMISE for detailed solution
1-2 weeks	Historical shipment profiles	Low	FOLLOW-UP on realized performance

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Advanced Supply Chain Solutions
Scope & Tools

Location Analysis & Network Optimisation
Optimal Distribution Center locations and Capacity planning

Tender Management & Transport Sourcing
Transport lanes Carrier RFQ package Carrier selection

Transport Optimisation & Master-tour Creation
Business rules

Periodic Evaluation

Implementation & Transport Management

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References (a.o.)

■ Supply Chain Design Projects (Supply Chain Designer)

– Samsung Consumer Electronics Europe

– Karstadt-Quelle-Neckermann

– DHL Fashion Network

– Masterfoods China

– Philips DAP

■ Tender Management & Carrier Selection (Transportation Procurement)

– Janssen-Cilag

■ Network Optimisation, Carrier Selection & Route Scheduling (Tr. Planning)

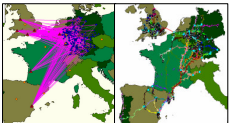
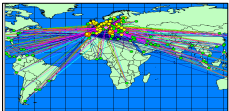
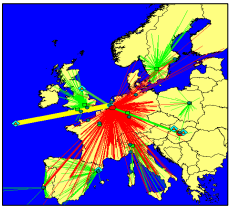
– Ford LLP

– Philips TMC

■ Route Scheduling (pick-up/delivery networks/milkruns) (Route Planning)

– VW Spare parts – Same day Distribution

– Volvo Spare parts – LDC Concept



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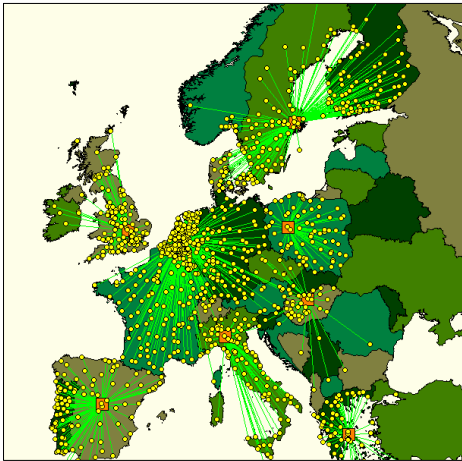
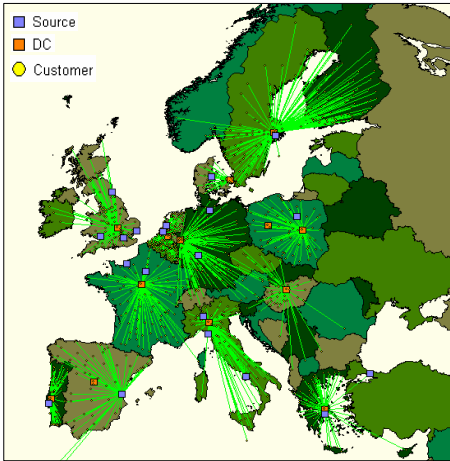
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Example SCC project: Supply Chain Redesign

■ Source

■ DC

● Customer



■ Baseline: Country based set-up

vs

Scenario 1: Regional set-up

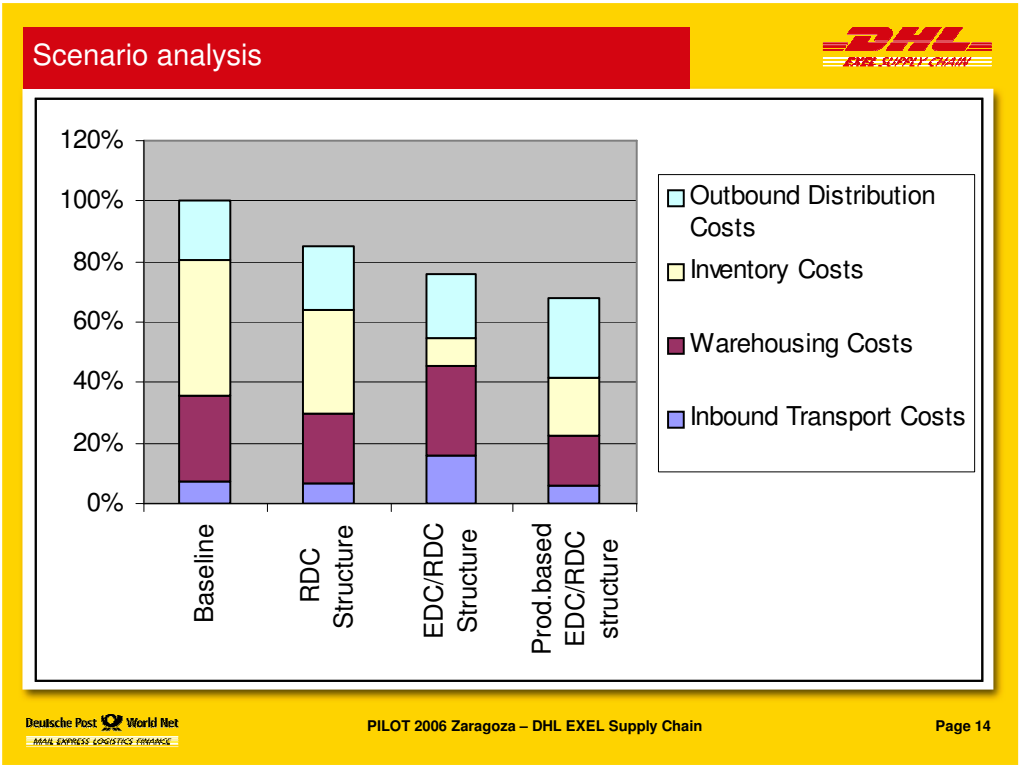
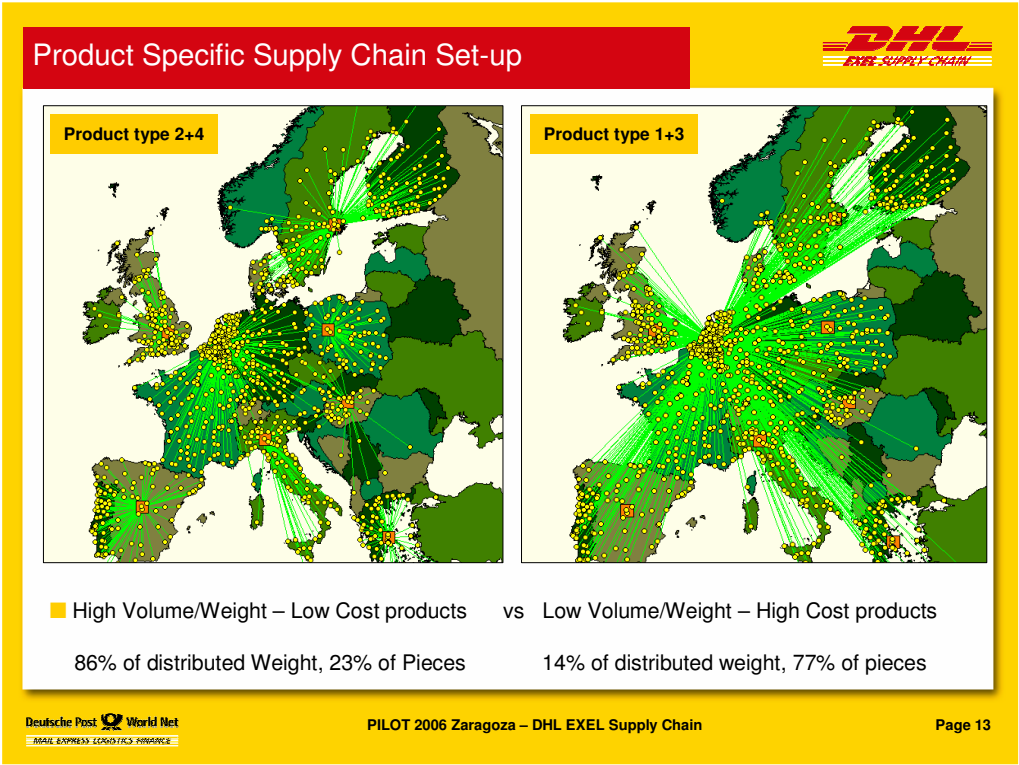
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Project Results



■ 4 Scenarios

– Baseline: Country DC's

100%

– Regional DC's reduction from 12 to 8

85%

– 1 EDC, 7 RDC with replenishment

76%

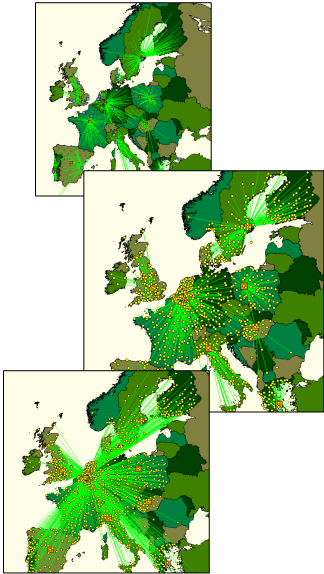
– Product based supply chain set-up

68%

– EDC – direct

– EDC – RDC replenishment

– RDC



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Supply Chain Consulting
Value Proposition



Industry and regional expertise

Best-of-breed decision support tools

KNOWLEDGE & TOOLS

VALUE

Improving customer service

Identifying and quantifying cost reduction opportunities

Structured methodology

Customer involvement

APPROACH

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Answering your Supply Chain Questions

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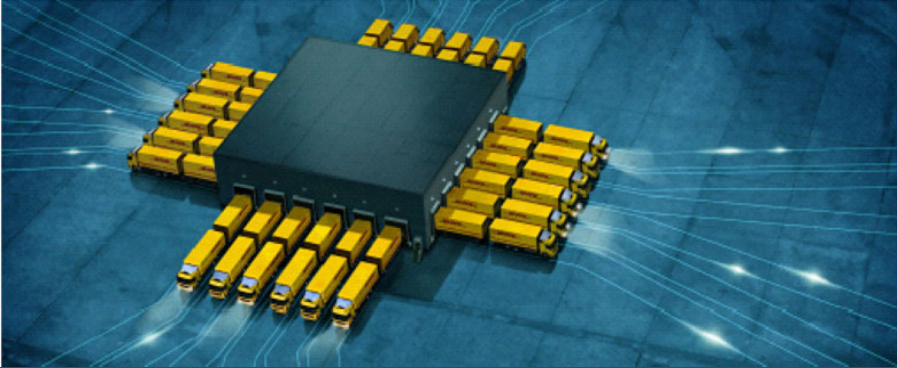
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Thank you for your questions and participation!





More know-how. DHL Exel Supply Chain

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