

# PASSIONATE ABOUT YOUR PRODUCT AVAILABILITY



THE PEOPLE NETWORK

04 May 2015

# INDUSTRIAL COMPANIES FACE A COSTLY LOGISTICAL STRUGGLE



Distribution of industrial finished goods is orchestrated to meet customers' order deadlines, constrained by pressure to reduce inventories



Industrial manufacturers employ complex distribution processes with multiple decoupling points served by multiple suppliers per lane



Multiple touch points in the delivery process are vulnerable to disruption with limited visibility and control over supply chain



Industrial companies increasingly required to supply products directly from a central production or European distribution point to their channel partners to keep speed of distribution

# DELAYS COST MONEY, TIME AND BUSINESS



- **Large inventory** including **inventory in-transit** comes at a cost
- **Fines** for missed delivery slots and **high insurance premiums** for lost shipments add up
- **Failure** to deliver customer order on time **damages the reputation** and might **cost business**
- **Handling multiple suppliers** per lane and **monitoring multiple decoupling points** requires time and resources

# WHAT CAN WE DO FOR YOU?

WE CAN HELP YOU!

## REDUCE INVENTORY PIPELINE COSTS

by faster and more reliable delivery



## REDUCE THE LIKELIHOOD OF FAILED DELIVERY PENALTIES

due to transportation related issues



## REDUCE LOSS OF SALES

by improving product availability



## REDUCE ADMINISTRATION COSTS

by handling less carriers



# DELIVERED BY EUROPE'S WIDEST AND FASTEST ROAD NETWORK



Connects **45 European Countries** daily



On **92% lanes** faster or equal to competition



Optimised for **parcels** and **pallets up to 1000 kg**



Delivers to **20%** more destinations in Europe **within 48 hours\***



**Daily pick up** and day definite deliveries



Offers **more options** for first and last mile delivery



\*on comparable service

# WITH THE WIDEST RANGE OF SERVICES AND DELIVERY OPTIONS

We offer unique range of services and delivery options via one contact compared to any other integrator or freight forwarder:



Combination of network and special services



Dedicated collection and last mile delivery combined with transportation through the TNT network



Combined pallets and parcels collected and delivered at once including dangerous goods

In addition, we are the only integrator to offer specific customer delivery options for express deliveries by road e.g. book a time slot, timed deliveries, etc.

# COMPLEMENTED BY BEST IN CLASS, INDUSTRY SPECIALIST DESKS

OUR 20 YEARS WORTH OF EXPERIENCE SERVING INDUSTRIAL SECTOR ARE AT YOUR DISPOSAL



Dedicated customer service teams have better local planning capabilities leading to 1.5% better service performance



These teams are empower to perform service recovery at our cost and in-transit service upgrades, if necessary

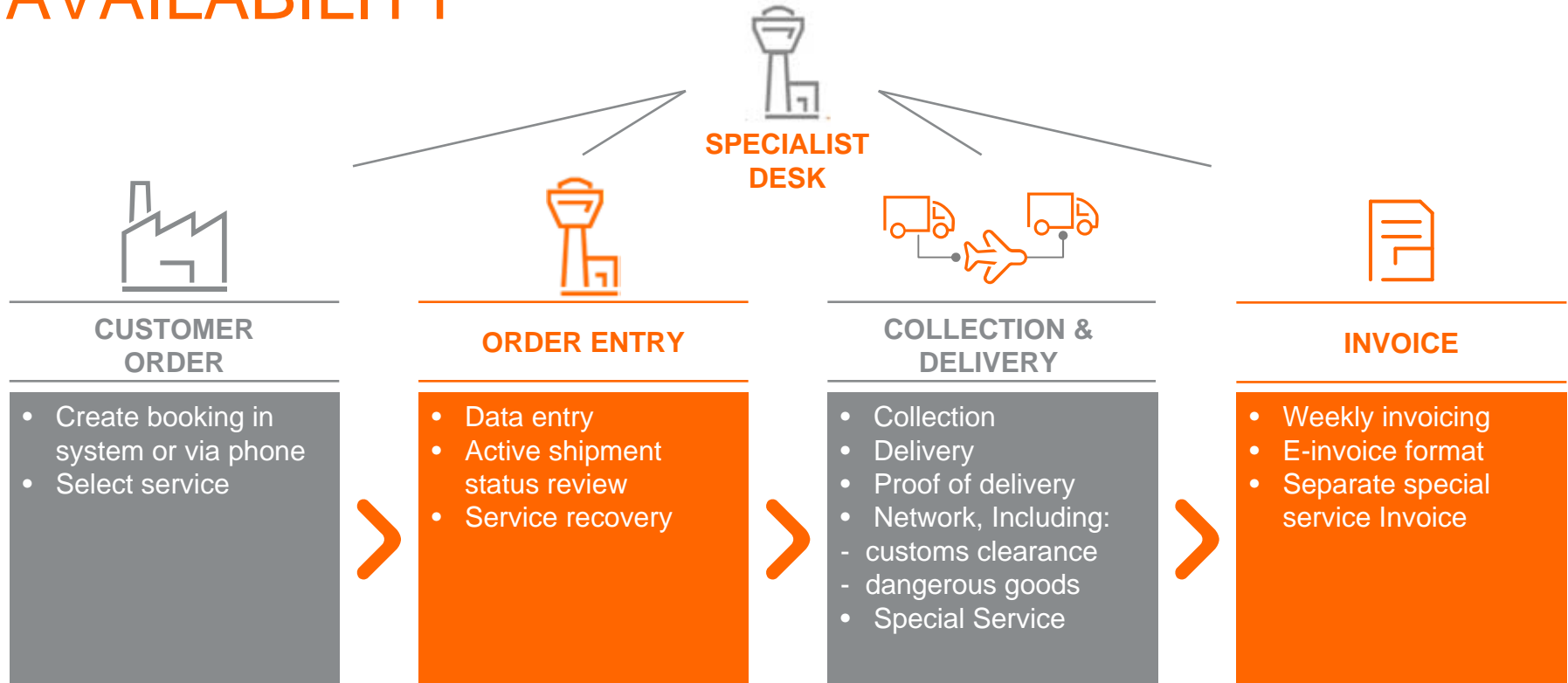


No internal divisions, we offer multiple modes of transport and the widest range of services via one contact



Lower threshold for priority customer status and use of the specialist desk

# BEST SERVICE TO ENSURE YOUR PRODUCT AVAILABILITY







**THE PEOPLE NETWORK**

**THANK YOU**