

# High-Tech Logistics



## About Kuehne + Nagel

Founded in 1890, Kuehne + Nagel International AG, Schindellegi, Switzerland, is a leading global logistics provider, with 20,000 employees at 600 locations in 96 countries. Our full range of supply chain execution services includes:

- Sea freight – ship more sea freight by volume than any other freight forwarder. High volumes enable flexible, cost-effective solutions.
- Airfreight – among top five providers, globally. Founder and leader in implementing Cargo 2000 standard for airfreight service quality.
- Warehousing – operate more than 170 distribution centers (40 million square feet), globally. Full range of value-add and product transformation services.
- Distribution – Complete solution, from carrier selection to freight audit and payment. Objective, non-asset based approach allows us to match your need with right carrier.

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## Kuehne + Nagel delivers speed & accuracy to high-tech leaders

Aggressive competitors, shorter product lifecycles and decreasing margins require high-tech companies to minimize inventory investments, increase turns and drive efficiency throughout the supply chain. As a leader in global logistics management for the high-tech industry, Kuehne + Nagel has the expertise and global distribution infrastructure to do just that. Our experts serve some of the world's largest, most respected companies, including Sun Microsystems, Nortel Networks, Siemens, Flextronics and Solectron.

Operating as a strategic extension of your team, Kuehne + Nagel will help turn your supply chain into a competitive advantage by:

- Decreasing process and cash-to-cash cycle times
- Postponing inventory acquisition through Vendor Managed Inventory (VMI) programs
- Increasing turns and reducing inventory by synchronizing the movement of goods and information between you and your supply chain partners
- Improving your aftermarket customer service through our service logistics / critical-parts distribution programs

## Your Challenges – Our Solutions

**Challenge:** Managing the constant flow of goods and information from multiple supply chain points into manufacturing is a complex process where lack of visibility can lead to excess inventory and cost.

### Solution: Vendor Managed Inventory Programs

Kuehne + Nagel's customized VMI programs offer cost-effective just-in-time solutions for suppliers and contract manufacturers. Features include:

- Vendor hubs close to high-tech manufacturing sites throughout the world, including locations in the Americas, Asia, and Europe
- Physical product flow matched with real-time information and financial flow using our customized VMI application
- Real-time views of expected receipts, orders, replenishments and picks via radio-frequency terminals and bar-code readers
- Comprehensive value-added services, including customization, kitting, device programming, inspection and light assembly

**Challenge:** Order management and fulfillment to a diverse and demanding customer base.

### Solution: Integrated network analysis & design, warehouse management and outbound distribution.

#### Network Design

Combining sophisticated network optimization tools with decades of experience managing high-tech supply chains, Kuehne + Nagel listens, assesses, designs and implements an optimal DC network that minimizes inventory & transportation costs while meeting your service requirements.



# Information, Integration & Supply-Chain Management



*Kuehne + Nagel delivers solutions to high-tech companies at every point of their supply chain.*

## Warehouse Management

Kuehne + Nagel staffs and operates distribution centers using sophisticated systems that minimize labor costs and maximize visibility to inventory and order status. Our ability to serve you across global markets with standard processes avoids the operational and administrative inefficiencies of managing multiple providers with different processes and systems.

Kuehne + Nagel's specialized warehouse management services include:

- Management of electro-static discharge (ESD) requirements
- Design and management of high-security areas
- Final product configuration and testing

## Distribution

Kuehne + Nagel manages transportation from the point of origin to the point of consumption on a global basis. Our non-asset-based model assures the right solution is based on your needs, not ours. Features of our transportation management capability include:

- Unmatched understanding of international trade compliance and related administrative requirements
- Excellent rates based on large volume of air and sea freight under management
- End-to-end track-and-trace with a single system for air and sea freight, and overland transportation management
- Support for just-in-time (JIT) environments

**Challenge:** Supporting post-installation requirements of your customers, including critical spare parts replenishment programs to minimize costly downtime.

## Solution: Service Logistics

Kuehne + Nagel offers customized service logistics support and critical-parts distribution. High-tech customers benefiting from our service logistics solutions include Sun Microsystems and Xerox.

For Sun in North America, we support a one-hour response time from order to delivery, using a 24/7 high-tech call center and more than 100 strategically located stocking locations and couriers. All providers are linked through an Internet-based application that provides real-time data about where products are in the pipeline. This allows repair vendors and planners to make better, faster decisions that speed cycle times and minimize parts inventories.