

**S • CON Logistics GmbH**  
Consulting • Planning • Management



## The company ...

... Founded in 1997 / 2001 as a partnership / GmbH in Hamburg

... by F. Birkholz and G. Westphalen, both with university degrees in industrial engineering/business administration

consultants and planners with more than 20 years of professional experience

... For customised logistics

- **Consulting**

- **Planning**

- **Management**

... Together with a network of partners from IT, simulation, architecture and building services systems

... Working as ...



# Your partner for logistics ...

- in sourcing, production, warehousing and distribution -

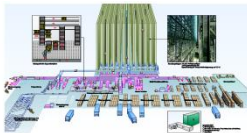
## .. Consulting



➔ **Develop logistics strategies and structures**

→ Sourcing strategies, distribution strategies, supply chain structures, make-or-buy strategies (in-/outsourcing), organizational and IT structures, optimized cost and price structures

## ... Planning



➔ **General/detailed planning of sites + logistics systems**

→ Plant planning, general planning construction + logistics, develop / modernize processes, warehouse, materials flow, organisational and IT systems, system simulations, business development support for logistics service providers

## ... Management



➔ **Control/secure overall implementation / final realization**

→ Assisting in the awarding of contracts, project management, implementation monitoring, tests and acceptance, support in relocating / commissioning, training, support for logistics service providers through to complete roll-out

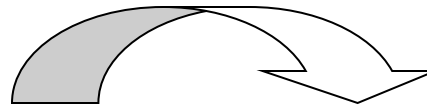
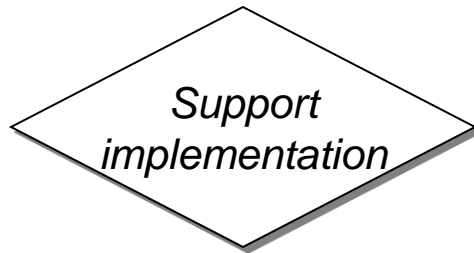


# Approach

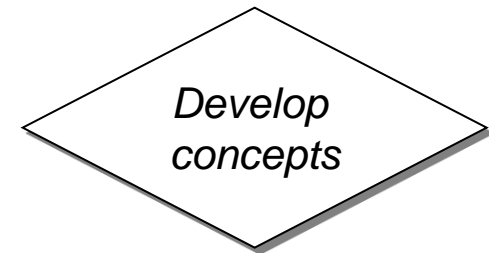
What are the priorities?



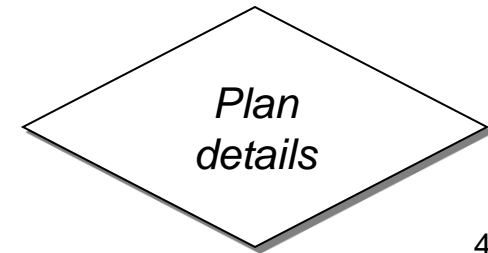
How can quality, costs and deadlines be secured?



What solutions are economic, rational and flexible?



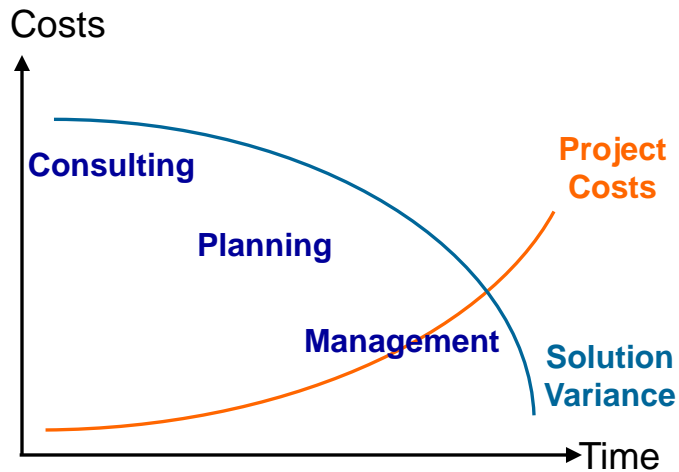
What specific quality, performance has to be provided?



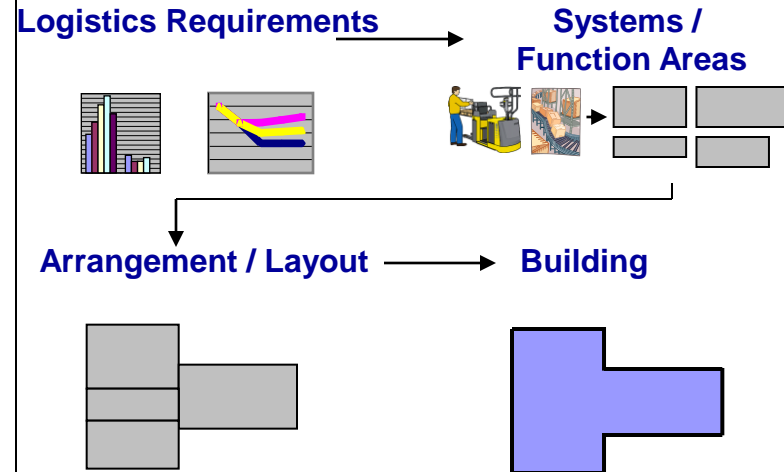


# Approach

## Target-oriented



## Form Follows Function (Buildings)

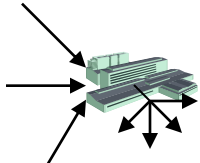


**Efficient, lean and practise-orientated**



# Consulting Service Profile

## Develop logistics strategies and structures



### → Sourcing and distribution strategies:

Analysis of requirements and potential, make or buy, inventory management, supply / storage structures (e.g. direct delivery and/or own storage structures), invitations to tender, supplier audits and evaluation systems



### → Supply chain structures:

Site / network structures for sourcing, production, distribution →  
Target definition (customer requirements, delivery service, site functions), analysis of current processes (costs, facilities / equipment), site / network design and evaluation (costs, performance, flexibility...)



### → Make-or-buy strategies (in-/outsourcing):

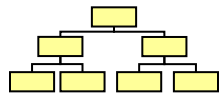
Evaluation and feasibility analyses, definitions of functions and interfaces, invitations for service providers to tender for transport and warehousing (incl. value-added-services, e.g. production/assembly line supply, invoicing...)



# Consulting Service Profile

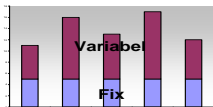
## Develop logistics strategies and structures

(continuation)



### → Organizational and IT structures

Analysis of current situation (organizational structure, work flow and IT systems), develop and evaluate organizational structures and related IT structures



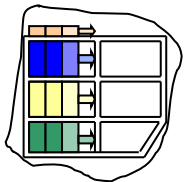
### → Optimized cost and price structures

Cost flexibility and human resource service providers, pricing and price incentive systems, process cost accounting, logistics controlling and customer-based income statement



# Planning Service Profile

## General and detailed planning of sites and logistics systems



### → Plant planning

Define site functions (short to long term), develop master plans / general development plans (production, warehouse, administration, laboratories, ancillary operations, transport), optimize plant logistics (e.g. plant transport, raw material storage, supply of materials, and removal of products from, production line, storage of finished products)



### → General planning construction + logistics

Plan integrated total systems for construction + logistics → *optimize functions and costs by integrating all disciplines (building construction, static analysis, building services systems, external installations, operating systems and IT)*, prepare invitation to tender for general contractors for construction + logistics



### → Process design and optimization

Develop and optimize logistics processes in production and warehouse → analyse process structures, quantities, quality and costs, develop and evaluate optimization measures, draw up implementation plan

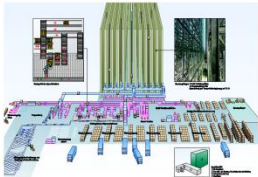




# Planning Service Profile

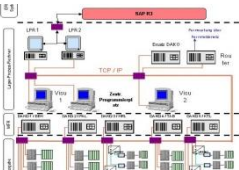
## General and detailed planning of sites and logistics systems (continuation)

### → Develop / optimize / modernize warehouse, materials flow, IT systems



Plan / optimise systems to support the logistics processes regarding costs and quality / flexibility

- Warehouse, handling, picking, sorting, packing, transport, loading systems, (manual to automated)
- Container / cargo carriers
- IT systems for control, materials flow, radio data transmission, warehouse management (incl. SAP-LES), ERP interfaces



Prepare invitations to tender (general contractor or individual disciplines)  
Dynamic systems simulations

### → Business development support for logistics service providers



- Analyse invitations to tender and processes
- Process and systems planning
- Process cost and price calculations
- Draw up offer



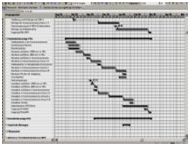
# Management Service Profile

## Control / secure overall implementation and final realization



### → Evaluate offers and support contract award process

Review bids (technically, if required commercially), close gaps in services, put together contract packages, support negotiations



### → Project management

Coordinate subprojects and individual disciplines regarding dates, costs and quality



### → Implementation monitoring

Review implementation plans and specifications with regard to planning and contractual requirements, carry out technical clarifications, monitor work on site



### → Tests and acceptance

Functions (individual disciplines, IT modules, interfaces, integration IT + systems), test performance and availabilities of logistics systems, support with regard to acceptance



# Management Service Profile

## **Control / secure overall implementation and final realization** (continuation)

### → **Support in relocation / commissioning**

Prepare relocation planning incl. fall-back alternatives regarding business relocation and assist in relocation (generally while operations continue)

Systematically support commissioning and running in processes regarding systems and employees (error analysis and tracking and process optimization, initial employee training)

### → **Logistics training for logistics managers and operating employees**

Methodology / tools for process optimization

Introduction to process cost accounting

Controlling tools in logistics

Profit center management

Personnel management and motivation

Quality management

Project management

Training on introduction of new processes and systems





# Management Service Profile

## **Control / secure implementation and realization**

(continuation)



### → **Support for logistics service providers up to complete roll-out**

Support negotiations in offer stage (new customers and contract adjustments)



Implement new processes and systems at existing and new sites



Integrate service provider and customer organizations

Project management, implementation monitoring, support in relocation / commissioning on site extensions, change of use and new sites



Employee training

Active support up to interim management in roll-out phase

→ Complete roll-out from searching for sites and employees to system and personnel integration through to “run-in” state



## Communication

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Thank you  
for your attention!