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MAN SUCCESS STORY

The inet Reusable Packaging Management solution is deployed at all twelve European production sites and five logistics centers of MAN. It guarantees a reliable supply of empty containers tailored to MAN's needs.

AN INET SUCCESS STORY

CHALLENGES



Providing suppliers optimally with suitable containers has long been a challenge for many companies in the vehicle industry. The rapid expansion of MAN Truck & Bus AG and the lack of a network between the individual plants made it virtually impossible to obtain an overview of the containers actually required. As a result, often too many or too few containers were scheduled.

„A situation that was becoming a burden, both in terms of costs and organizational expenditure,“ explains Heiko Kayser, Head of Global Transportation & Containers at MAN. In order to find the right service provider, MAN initiated a tendering process and reviewed selected suppliers. Following this selection process, the tender was awarded to inet-logistics based on its Reusable Packaging Management solution.

COMPANY INFORMATION

The MAN Group is one of Europe's leading industrial corporations in the transport-related engineering segment, with annual revenues of approximately € 12 billion (2009).

MAN provides trucks, buses, diesel engines, turbo engines and special transmissions and has around 47,000 employees worldwide. MAN's divisions hold leading positions in their markets. MAN SE, Munich, is listed as one of the top 30 German corporations on the German stock index (DAX).



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„The ability to quickly connect with all of our suppliers is my personal favorite - in the past we spent a great deal of time coordinating with all of the individual parties involved.“

HEIKO KAYSER
HEAD OF GLOBAL
TRANSPORTATION &
CONTAINERS AT MAN

SOLUTION



As part of MAN's empty container supply planning, Reusable Packaging Management ensures the maximum possible supply security at the lowest possible costs.

A centralized instance in the Group's network of plants, this solution facilitates operational handling of the company's supply of empty containers. The introduction of the inet solution marked a shift towards a web-based ordering process (pull principle). Suppliers are able to access the system directly online themselves, meaning now containers are only delivered based on actual demand. This results in a significantly lower container inventory level.

In addition to increasing the transparency of container inventories, it was important

for MAN to minimize the tremendous effort spent on coordinating deliveries between plants and suppliers through simple, web-based supplier integration. „The ability to quickly connect with all of our suppliers is my personal favorite,“ Heiko Kayser says, further emphasizing, „in the past we spent a great deal of time coordinating with all of the individual parties involved.“

Managing processes via the inet Integration and Communication Platform has replaced former communications channels such as faxes, email and phone calls.

Now all of MAN's supply chain partners can access real-time data and directly interact with one another online. inet Reusable Packaging Management enables centralized

controlling and container scheduling on the one hand and process execution on-site on the other. The previous system only offered a local overview of the individual MAN plants.

Today, the inet-logistics solution has created a transparent empty container network across all of the production sites and logistics centers in Europe. From an operations perspective, this renders the frequent multiple entries made until now obsolete, because information on goods receipt is imported from SAP and goods issue data is transferred from container scheduling.



BENEFITS

The introduction of the new software solution and the newly obtained transparency now allows MAN to reduce its container inventories to the amount actually required. This makes commitment of capital in unnecessary safety stock a thing of the past. Moreover, web-based supplier integration increases the transparency and availability of information on inventories within the network. The new level of visibility also enables usage-based container fee settlement within the empty container network. A new ordering process provides improved, sys-

tem-based container scheduling along with the ability to delegate orders to other plants. Suppliers gain transparency across all bookings that affect the empty container process as well as support for their own container demands planning via an online inventory forecast. Now an optimum supply of containers is guaranteed throughout the entire network. Similarly, the integrated Transportation Analytics reporting tool contributes significantly to the new, comprehensive overview provided. It makes it possible to analyze the flow of goods and containers at

an earlier stage in the process and visualize these flows using configurable dashboards and KPIs on the one hand, and provides forecasts from the historical data analysis on the other. Access to this consolidated database allows optimal planning of supplier delivery frequency and inventory range. Yet another advantage: Orders, claims and even inventory taking are all processed in a single, integrated system. Frictionless interaction results in fewer errors and simplified, processes help reduce expenditure.



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INET REUSABLE PACKAGING MANAGEMENT

- / ALL MOVEMENTS IN ONE SYSTEM
- / GLOBAL VISIBILITY
- / REPORTS AND ANALYSES
- / AUDIT-COMPLIANT CONTAINER MANAGEMENT

- / WEB-BASED INFORMATION
- / USAGE-BASED FEE SETTLEMENT
- / INVENTORY MANAGEMENT WITH/WITHOUT SERIAL NUMBER
- / INDIVIDUAL SCALABILITY



Orders, claims and even inventory taking are all processed in a single, integrated system. Frictionless interaction results in fewer errors and simplified, processes help reduce expenditure.

KEY BENEFIT FOR MAN
AN INET SUCCESS STORY



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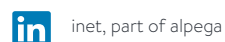
ABOUT INET

We are a leading European provider of Software-as-a-Service (SaaS) with substantial know-how in the field of logistics. Since our founding in 1999 we have developed into one of the top 5 providers of Transportation Management Systems (TMS) worldwide. The inet TMS connects global and multi-mode transport networks on the in- and outbound levels. Our TMS software is proven to reduce transport costs by an average of 20 percent by networking all participants in the supply chain on a web-based platform in real time. The inet TMS plans, manages and optimizes your global supply chain networks on an efficient and sustainable basis.

inet is part of the Alpega group.

Find out how our cloud-based TMS can optimize your supply chain network. For more information about our company and products, please visit our website www.alpegagroup.com

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