

## Mission

The launch of any new logistics operation is an inherently risk-filled process, potentially damaging the reputation of a company alike because of lack of expertise, structure and control. That is the reason why we deliver a consistent global framework, which generates predictable performance during one of the most sensitive times of the client life. In parallel, we strongly believe that, in Russia, the specificity of the local market requires a deep and experienced view on the situation. That why all the people involved in agiplan's mission present a solid local and international background. We would be delighted to perform logistics consulting services for our customers. And we wish to provide substantial assistance in connection with your logistics and supply chain challenges in Russia.

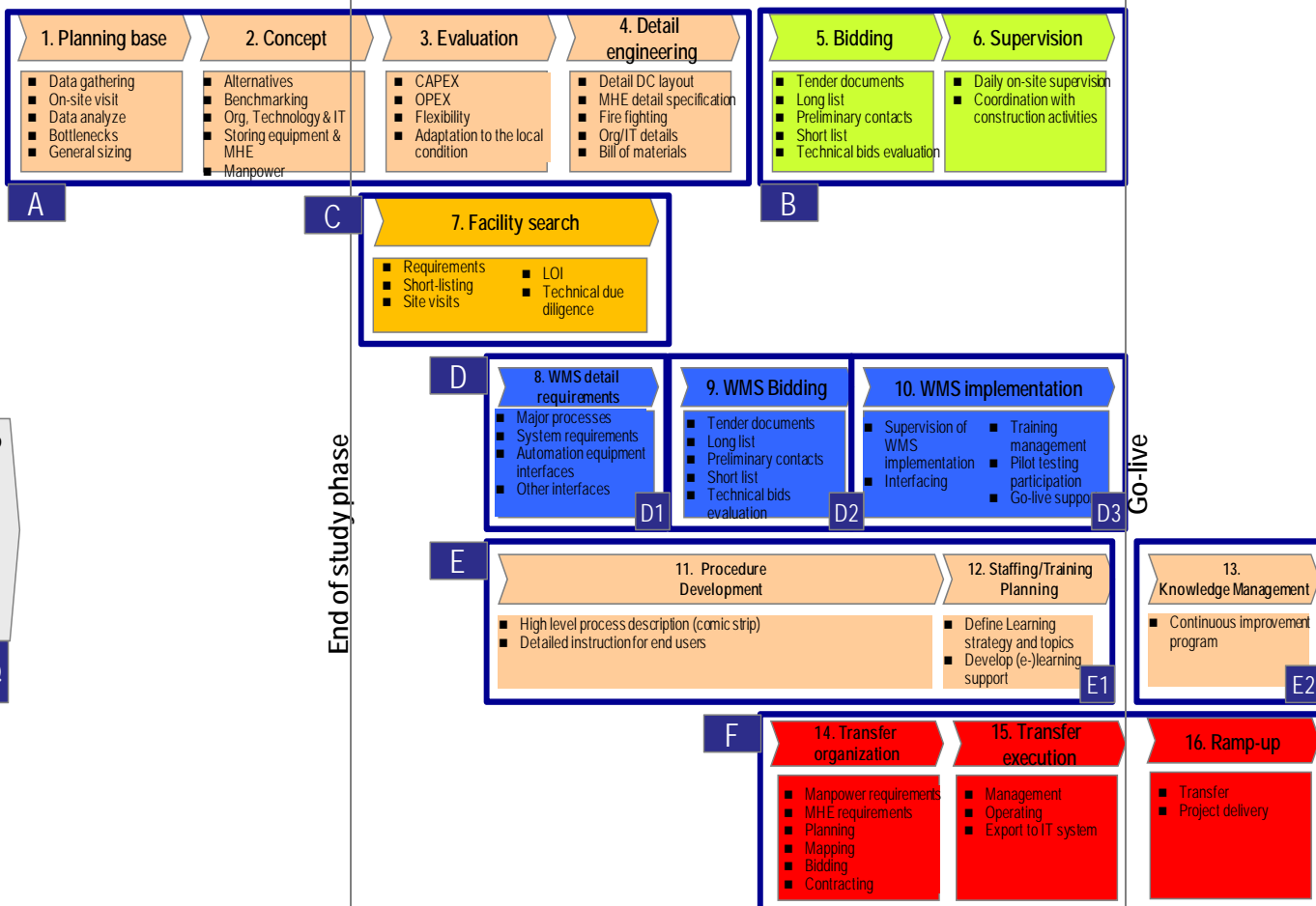
## Approach

We understand that to keep and develop successful business our customer has to secure full process from the concept development to the realization and ramp-up of the logistics facility. That is why agiplan proposes full range of services for the customer logistics system. We take a full responsibility for reorganization of logistics, starting from accessing production and sales data of the customer, reorganize supply chain if needed and elaborate logistics concept including facility, equipment, manpower, flows and processes. Our engineers prepare detail engineering for the concept: drawings and specifications – the base for the further bidding. As much detailed the specification the more cost-efficient bidding results would be. After the tender is done we supervise delivery and installation of equipment, make a acceptance tests and ramp-up the new warehouse facility. Very important is also to organize smooth and fast transfer to the new facility without any losses in sales process and our team can professionally manage such risky and nervous issue. Another part of the job – is to transfer the knowledge, developed in the project to the local team to make ramp-up of the new system smooth and efficient.

## Services

- ✓ Audit and quick scan
- ✓ Concept development
- ✓ Supply chain optimization
- ✓ Detail engineering
- ✓ Tendering
- ✓ Supervision
- ✓ Facility search
- ✓ IT/Organization
- ✓ Process management
- ✓ Staffing/training
- ✓ Knowledge management
- ✓ Mapping
- ✓ Transfer planning and execution
- ✓ Ramp-up
- ✓ Interim management

## Project coordination



# Success story – Schneider Electric



## Example of the project

### Description of the project

Schneider Electric (=S=) is one of the leading producers of electric and electronic equipment for industrial and home use.

=S= was reorganizing its distribution network in Russia into one distribution centre (DC)

The project concept has been defined for both technical and warehouse organization systems:

- ✓ Internal design of warehouse
- ✓ Support in purchasing equipment
- ✓ Support in implementation and start up of the warehouse

### Objectives

The following objectives to be achieved:

- ✓ Bring stability to the distribution centre operation
- ✓ Establish more effective building functionality designed for logistics to support the growth in Russia
- ✓ Support the growth in the next years
- ✓ Increase operations quality
- ✓ Improve the efficiency



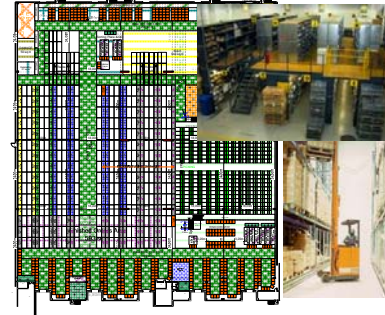
### 1. Planning base

- ✓ on-site survey
- ✓ sales and business plan analyze
- ✓ dimensioning
- ✓ sizing
- ✓ constrains and restrictions



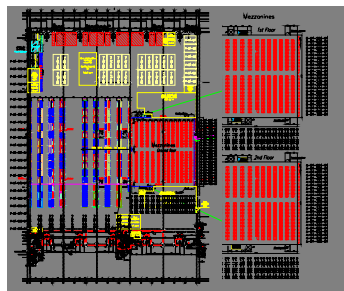
### 2. Concept

- ✓ alternatives
- ✓ estimation criteria
- ✓ CAPEX/OPEX
- ✓ processes
- ✓ evaluation



### 3. Detail engineering

- ✓ drawings
- ✓ specification
- ✓ processes
- ✓ budget



### 4. Tendering

- ✓ BOM
- ✓ tender documentation
- ✓ long list
- ✓ RFQ
- ✓ short list
- ✓ contracting



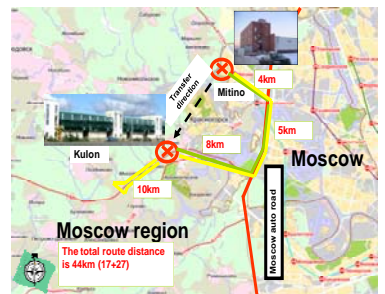
### 5. Supervision

- ✓ on-site presence
- ✓ dimensioning
- ✓ quantity and quality control



### 6. Transfer planning

- ✓ mapping
- ✓ time schedule
- ✓ processes
- ✓ equipment
- ✓ risk management



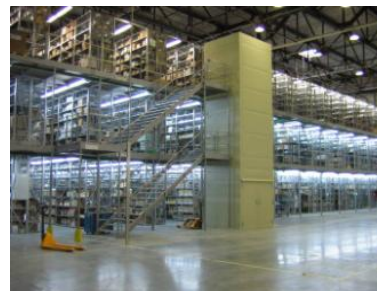
### 7. Transfer performing

- ✓ turn-key transfer
- ✓ general contracting
- ✓ temp staff management
- ✓ equipment rent
- ✓ troubleshooting



### 8. Ramp-up

- ✓ knowledge transfer
- ✓ IT system export
- ✓ operations ramp-up



**Conclusion: project was realized in the expected time and budget with a full customer satisfaction. Reference visit could be organized upon request.**