

# SUPPLY CHAIN AGILITY FOR ENGINEERING AND MANUFACTURING OPERATIONS



Diverse, large and complex operations, spanning multiple markets and continents: it's little wonder the Engineering and Manufacturing sector supply chain is so important and so complex.

Rising performance expectations and aggressive business competition mean that practices and operations that have remained unchanged for decades are no longer fit for purpose.

The market wants greater uptime, faster response and robust aftersales service. And the market needs them now. Factors impacting the Engineering & Manufacturing industry include:

- **Shifting Markets:** focus towards emerging countries, intensified global competition, re- and nearshoring
- **Customization and Convergence of B2B and B2C:** increasing complexity and customer-centricity through customized products, solutions, and processes inspired by B2C markets

- **Compliance and Sustainability:** focusing on stakeholder value and avoiding non-compliance  
Volatility and External Threats: more uncertainty and less predictability in planning and decision-making
- **Labor Shortage:** lack of qualified people threatening the realization of business plans
- **New Technologies:** intelligent products and big data opportunities

## WE CREATE OPTIMIZED SUPPLY CHAINS THAT ADD VALUE AND CREATE DIFFERENTIATION

We bring insights and innovative solutions, using our wealth of experience and expertise in the Engineering and Manufacturing sector.



### Inbound to Manufacturing:

From material originating at the vendor, to consumption at the manufacturer's production line, you gain full control of the entire Supply Chain. Real-time inventory visibility helps understand and reduce your inventory carrying costs, improves delivery times and allows a swift response to market changes.



### Warehousing:

From storage of raw materials to consumables, spare parts and finished goods, we provide dedicated and shared warehousing operations to ensure that you can deliver your service promise to your customers.



### In-plant Logistics:

Support services within your production plants and other facilities to achieve an ideal balance of people, process and productivity. You are ensured a safe environment, high quality output with an aim of zero line stoppages.



### Outbound Transport Operations:

Increase the agility of your domestic distribution by leveraging DHL to plan and execute the delivery of your goods to point of storage, use or sale, using fixed, dynamic or pre-scheduled routes.



### Indirect Materials Management (MRO):

Supply Chain management of engineering materials and parts used in the maintenance, repair and operations of both production plants and field site operations ensures your equipment uptime, keeps production moving and prevents costly delays.

DHL Supply Chain creates competitive advantage for our customers by delivering customized logistics solutions, based on globally standard modular supply chain solutions. These include warehousing, transport, management services, integrated solutions and additional services, providing flexibility to meet every logistics need.

Our customers' unique logistics needs lie at the heart of our business. Everyday we are solving business challenges and turning them into opportunities. DHL offers tailor-made solutions to address complex sector-specific problems.



### Complexity

- Supply chain optimization



### Demand volatility

- Material visibility & traceability to the operations teams
- Increased materials availability



### External forces

- Supplier performance management
- Single point of accountability



### Cost control

- Cost savings
- Economies of scale
- Reduction in inventory levels
- Productivity of engineering & maintenance staff
- Service enhancements



### Consistency

- Compliance with centralized framework agreements
- Standardization of system & process
- Automated KPI reporting

To identify the supply chain strategy that best suits your business needs, it's critical that you find a partner with deep expertise in your specific segment who understands the challenges you face.

We operate in the following sub-sectors:



**Power Generation**

- Electrical Distribution
- Renewable Energy
- Oil & Gas
- Huge investments in renewable energy assets, including upgrades & extension needs for power distribution



**Manufacturing**

- Production line infrastructure
- Component manufacturing
- Technological transformation to digital factories with the growth of robotics



**Construction**

- Infrastructure equipment
- Building equipment
- Increased construction demand, less budget available for infrastructure



**Transportation**

- Aviation & Aerospace
- Rail
- Marine
- Continuing aerospace growth, heavy competition
- Alliances between Chinese and Western companies
- Increased seaborne trade and demand for oil drive marine growth



**Tunnel, Mining & Extraction**

- Dependent on commodity prices
- Digitalization of assets to increase efficiency
- Safety & security



**Agriculture**

- Higher labor costs affecting profitability
- Sustainability continues to grow in significance
- Automotive innovations fueling driving demand for more innovative equipment



**Government & Defense**

- Defense spending, particularly in the US, taking off again as political tensions rise
- Private partnerships and investments playing a growing role in infrastructural development



**Healthcare**

- Stricter regulations
- Growing demand for customization
- Increasing reliance on contract manufacturers and packagers, especially for specialized services

DHL Supply Chain is the global leading logistics provider. Understanding, predicting and responding effectively to the trends and challenges facing industry is vital to our customers' success.

Responsible business practice is essential to the long-term business success of DHL. For our stakeholders, too, it is fundamental that we act responsibly: to adopt fair business practices; take a sustainable management approach; and, act with integrity in our dealings with customers, employees, investors and business partners. We apply high ethical, social and environmental standards in our daily activities to meet these expectations.

DHL Supply Chain is part of the Supply Chain division of Deutsche Post DHL Group (DAX: DPW), representing approximately € 14.15 billion in annual revenue in 2017. With a global network of more than 148,000 dedicated employees in more than 58 countries and territories, DHL Supply Chain creates competitive advantage for our customers by delivering exceptional operational service and innovative solutions across the supply chain.

**For further information**

Contact our supply chain experts here >

[dhl.com/supplychain](https://dhl.com/supplychain)

