



Dear client, and all those interested in logistics,

In terms of realising potential in cross-company transport processes, the automobile industry is more of a driving force than virtually any other sector. This potential is not just realised by expanding existing ERP software: it is more a case of a broader awareness spreading that only integrated supply chain execution systems such as logistics-server[®] can make the complexity of networked transport processes comprehensively manageable.

The pressure upon suppliers is growing. Manufacturers and OEMs are increasingly shifting large sections of the value-added chain to their suppliers, where they know that it is quicker and more cost effective. Analysts from Mercer Management Consulting forecast that by 2015, only a quarter of added-value will be provided by manufacturers themselves, while the rest will be in the hands of their suppliers.

This is certainly a good reason why suppliers to the automotive industry are currently showing great interest in our software. With logistics-server[®], many tasks concerning the planning, control and monitoring of cross-company transport processes can be auto-

mated. Experience shows that such optimisation in the SCE (Supply Chain Execution) field can reduce transport and storage costs by 20 percent and process costs by up to 40 percent.

In this issue of inet-News, we focus on the subject of "Automotive". It is within this area that inet-logistics has comprehensive sector experience from years of cooperation with automotive organisations such as Magna Steyr Fahrzeugtechnik, SAS, Veritas and Schenker. Further orders from our existing customers, as well as major projects from new customers such as the noted automotive suppliers Faurecia and TRW, are proof of the sector's interest in our solutions.

Best regards,

Oswald Werle

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«SELECTION OF AUTOMOTIVE CUSTOMERS»

faurecia

Faurecia Autositze, globally active automotive supplier for car seats

- Loading device management



Lear Corporation, one of the world's largest system suppliers for vehicle interiors

- Freight cost management



Magna Steyr Fahrzeugtechnik, the world's largest commission developer and manufacturer of automobiles

- Transport, freight cost and loading device management



SAS Autosystemtechnik, globally operating automotive supplier in the cockpit module field

- Loading device management



Schefenacker, worldwide operating automotive supplier of lighting, audio and mirror technology

- Loading device management



TRW Automotive, leading provider of active and passive vehicle safety

- Freight cost management

Veritas

Veritas, worldwide active automobile manufacturer and supplier of supply and return systems as well as sealing systems

- Loading device management



«CUSTOMER FEEDBACK»

faurecia

Pan-European administration of loading equipment with inet-logistics

➔ Faurecia Autositze GmbH

As a globally active automotive supplier and following successful deployment at its Leipzig location, the Faurecia company has decided to administer its loading equipment across Europe in future using the inet-logistics loading device management software solution.

With the introduction of the new BMW 1 Series (previously only the BMW 3 Series) the turn-over of the articles as well as the loading equipment increased substantially at Faurecia. Following this, a pilot project was started for the optimisation of loading device management at the Leipzig location. After successful operation (in production since September 2007) the inet-logistics loading device management software solution is now going to be rolled out across Europe as a next stage to further Faurecia plants.



TRW decides upon freight cost management

➔ TWR Automotive GmbH

TRW Automotive is targeting increased transparency and efficiency in the area of freight costs. By introducing the inet-logistics freight cost management software solution, automatic billing is carried out for transport services.

With 67,000 employees, TRW is the leading provider of active and passive vehicle safety within the global automotive environment. The company has a total of 200 plants and branches in 28 countries, of which 17 are in Germany.

From July 2008, the inet-logistics solution checks the freight costs more efficiently at the Gelsenkirchen works in Germany. The generation of continual transparency improves the data quality for the calculation and monitoring of the freight costs. Double billing, as well as the billing of unjustifiable additional costs, are prevented by checking the type and tariff of the transport and freight costs. Transport procurement is optimised on the basis of current and pan-European statistics. In addition to that, the automated freight cost check reduces the process costs.

All of this provides a uniform cost data basis for the Gelsenkirchen plant, which can also be applied at other plants. An extension to further plants in Germany and Europe is planned in the long term.



«LONG-TERM AUTOMOTIVE CUSTOMER»



Bundling expertise for logistics IT

➔ Magna Steyr Fahrzeugtechnik AG & Co KG

Both Magna Steyr Fahrzeugtechnik in Graz, the largest commission developer and manufacturer of automobiles, as well as inet-logistics, look back over a long and successful period of cooperation. During this, the software solution for the requirements of the automotive industry saw considerable further development.

It all started in 2003. In taking over the production of the Saab 9-3 cabriolet and the BMW X3, Magna Steyr Fahrzeugtechnik redesigned the entire process of transport management and introduced a continuous IT solution based on logistics-server®. This helped the company to succeed in increasing its transport volume by 500 percent. "The inet-logistics web application makes it possible to integrate transport service providers, suppliers and employees of Magna Steyr into one workflow, reducing process expenditure and optimising transport," says



Dipl.-Ing. Alfons Dachs-Wiesinger, Senior Manager for Transport Logistics and Customs at Magna Steyr, in summarising the advantages of the software.

At a further stage, inet-logistics was commissioned to provide systems support in inward transport control, thus increasing transparency in the pickup process. For this, Magna Steyr and inet-logistics achieved clear recognition of their successful cooperation by being awarded the 5th Austrian E-Procurement & Supply Award. Certainly not the end of a prize-winning success story.

«SUBJECT WORLD»

Principle of Toyota production system requires efficient logistics structures

➔ Automotive production system

Whoever wants to stay ahead in international competitive markets must organise themselves more efficiently. Many automotive manufacturers and their suppliers orient themselves here to the Toyota production system with lean production methods. With 'just in time' and 'just in sequence' production, flexibility and seamless flow between the supply chain partners are decisive success factors.

The objective is a production that follows the pattern of customer orders with optimised structures and careful deployment of all types of resources. All that is produced is whatever the customer will actually order, and the production process is tailored to match customer requirements. A targeted synchronisation of procedures requires flexible processes and a high degree of transparency. This has far-reaching consequences upon the logistics concepts in the automotive industry.

It is here that inet-logistics web-based software solutions for supply chain execution can help. They provide a continual information flow and integrate all partners along the value-added chain. In this respect, they provide functionalities for the stringent planning and control of shipments between companies. This is how both the goods and the information are kept flowing.

