



ttieurope.com

## Supply Chain Excellence





# Your Partner For Supply Chain Solutions

With over 40 years of experience as a specialist distributor in electronic components, we have developed and tailored our system to meet the special requirements of connectors, discretes, passives, emech, sensors and power supplies.

At TTI, components from our authorised suppliers represent the heavy lifting of inventory management since they are 75% of the typical BoM component count, 85% of PCB placements and typically, only 7% - 20% of total spend.

We have always believed that distribution's essential service is to make as much inventory available to our customers as possible.

Therefore, TTI is committed to stocking broad and deep inventory and has more passives, discretes, connectors, emech, sensors and power supplies immediately available to you than from any other source.

In Europe, TTI carries over 500.000 part numbers and globally over 850.000.



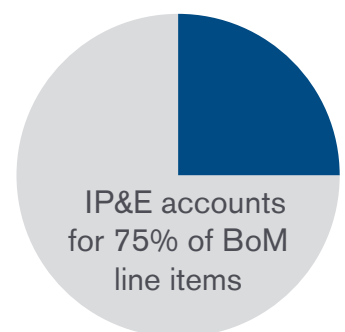
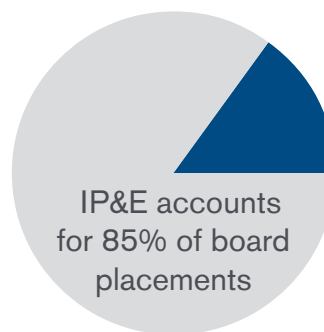
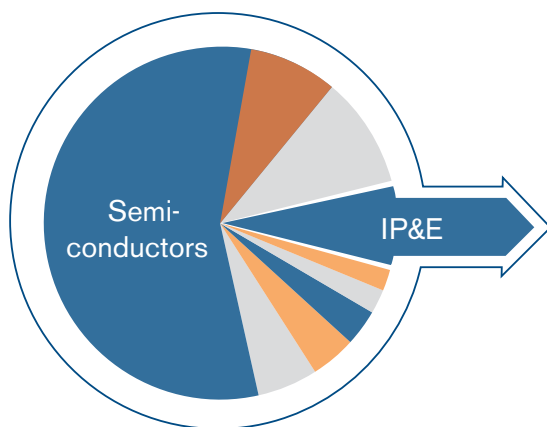
# Supply Chain Excellence

Supply Chain Excellence is not just a tool, but a thinking process and we know that the most important factor for corporate value is the people working in companies throughout the supply chain.

Supply Chain Excellence with TTI generates the conditions for you to increase your company value by:

- Improved availability with reduced capital commitment
- Increased process quality with reduced process costs
- Flexible reaction on elasticity of demand
- Minimised risk by automated processes

TTI's supply chain solutions are integrated into our mainstream business through Advanced Inventory Management (AIM) – our proprietary system that is the heart of TTI's world-class inventory management system. AIM has been specifically designed to facilitate the management of thousands of low cost components, ensuring data processing accuracy, increasing product availability to our customers and eliminating non-value add transactions.



7% of spend



## Total Spend

60%	Semiconductors
9%	Printed Circuit Boards
8%	Power/Adapters
5%	Metal/Plastics
4%	Backplanes
3%	Cable Assemblies
2%	Frequency Control
2%	Hardware, Packaging, Documentation, Labels



# Supply Chain Excellence

Experience in the industry has shown that cost savings of 50% or more can be achieved throughout the supply chain.

## Maximise profits and speed time to market:

- Inventory Carrying Costs
- BOM Management
- Freight
- Warehousing/Handling
- Logistics (Freight, Custom Broker Fee)
- Expediting
- Opportunity Costs
- Engineering, Procurement etc
- Payable Management
- Procurement Administration
- Materials Management

This enables TTI to minimise processing cost and maximise continuity of supply, giving you the lowest Total Cost of Ownership (TCO) and peace of mind.



## Purchasing

- Increased flexibility and reduced lead times
- Improved productivity and quality through automated transactions
- Increased time for strategic efforts and cost reductions
- Reduced purchasing cycle times and fewer suppliers to manage

## Supply Chain

- Reduced inventory and increased quality
- Improved on-time delivery
- Lean and agile supply chain
- Improved transparency along the supply chain

## Quality and Risk

- Reduced interfaces and process steps
- Improved quality and predictability of materials
- Mitigate line-down risk
- Lower cost of quality and improved bottom line

## Finance

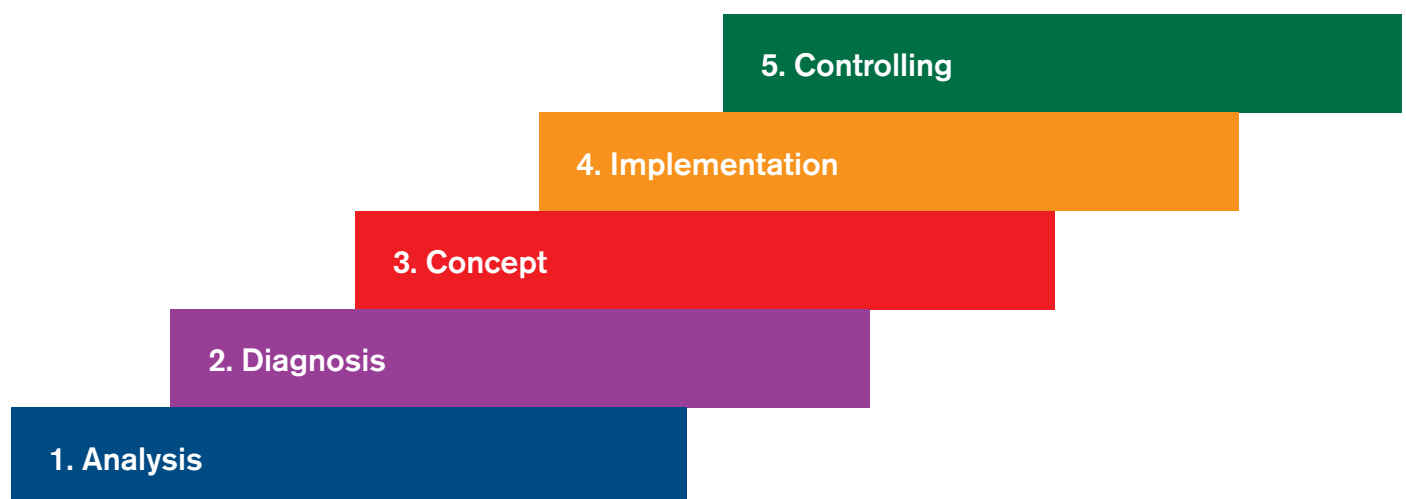
- Lower Total Cost of Ownership Solution
- Reduced inventory cost
- Reduced transactional cost
- Freed up capital and improved bottom line

# Supply Chain Excellence

TTI's people oriented approach in consulting provides you with the right supply chain solutions to meet your total cost objectives and ensure continuity of supply.

## Supply Chain Excellence – Five Steps

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### Analysis

Our process starts with an on-site examination. This provides us with a real understanding of your goals, requirements and key processes. This information is essential for the diagnostic assessment.

### Diagnosis

The diagnostic assessment facilitates rapid and methodical identification of core problems without excessively hindering the people engaged in operative processes. Our approach helps to involve employees in the process as soon as possible.

### Concept

The concept assessment is used for joint planning future processes. The final outcome is determined by the results of the diagnostic assessment. An evaluation of possible outcomes and the effects will be considered throughout the change process.

### Implementation

The implementation assessment determines and specifies the details of the implementation plan. Goals from the concept assessment are expressed as specific measures and actions within a joint project plan.

### Controlling

The continuous controlling assessment supports the evaluation of the current situation. Based on defined Key Performance Indicators (KPIs), variances can be discovered and the continuous improvement process will be pushed to Supply Chain Excellence.



# Supply Chain Design

TTI's Supply Chain Design solutions help you optimise long-term capacity plans for production and warehousing as well as allocation of customers' orders to warehouses and plants.

## TTI Logistics offers a Supply Chain Assessment to:

- objectively analyse the current process from the planning to disposition, delivery and transfer to the production
- make a diagnosis on unwanted effects
- develop a concept in order to increase the customer's company value



TTI's Supply Chain Design provides you a detailed approach on how your demands can be met profitably.

## TTI can assist with:

### Managing constraints and margins

There are many circumstances where the structures of the maximum profit and minimum cost solutions will be different, their facility number, locations, sizes, product mix, supplier and demand allocations will be different.

Conflicting concerns over costs and margins occur when supply chain is supporting multiple products with capacity constraints and varying profit margins. Similarly, if product demands are highly variable, the lowest cost solution will not lead to the highest profits.

The supply chain design enables you to employ techniques that maximise profit and identify the least-cost solution required to meet particular goals.

### Managing risk

There is uncertainty and risk in demand, supply and lead times that companies need to factor in when designing supply chains. Companies need to be able to adjust to unforeseen market changes.

TTI's supply chain design solutions help you to predict how alternative risk management strategies will impact your performance and ability to react to market changes before you commit time, capital and other resources.

The process also enables you to make profitable decisions easily and perform 'what if' scenarios to confirm or re-evaluate assumptions made during the initial design process.

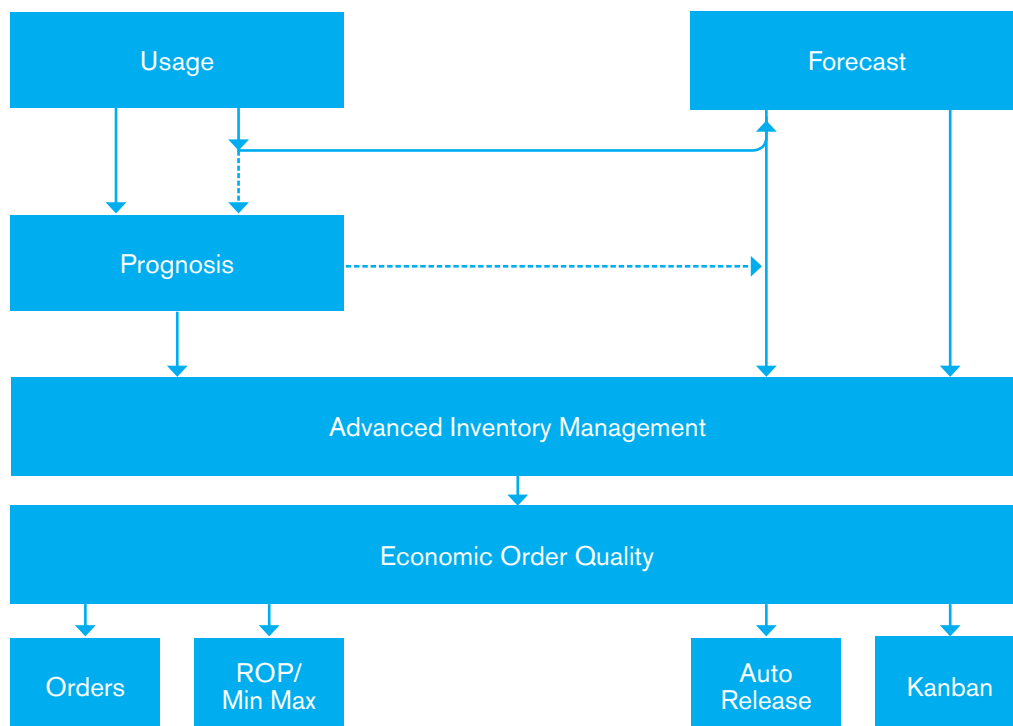


# Supply Chain Planning

TTI's forecast and order management program is a proven best practice and the foundation of our supply chain solutions. We support all major supply chain transactions to enable an automated data exchange.

Our flexible reservation system, designed by materials managers, enables us to apply trend buffers and dynamic buffer stocks.

In addition, it offers intelligent prognosis tools and portfolio analysis in order to optimize your program.



## Forecast management benefits

- Eliminate non-value add activities in the materials management process
- Reduced material acquisition cost
- Increased flexibility to support changing customer demand
- Increased assurance of supply and improved on-time delivery



# Supply Chain Execution

TTI's supply chain solutions allow you to better utilise valuable floor space, cut inventory carrying costs, reduce transportation costs and effectively eliminate the burden of purchase order reschedules.

At TTI we understand that it is all about having exactly what you need, when you need it. We are focused on satisfying your supply chain needs in the most flexible way by combining several options for planning, inventory management and the material flow which can be supported by several value added services.

The information flow along the supply chain can be automated by using different technologies.



Design your individual supply chain with our configuration tool.

Process Steps	Tools			
Inventory Management	Consignment	MRP	–	–
Minimum Stocks	L-Parts	All-Parts	None	–
Safety Stocks	Fix	Dynamic	None	–
Planning	Net Demand	Gross Demand	EAU	Extrapolation
Transmit Planning	EDIFACT	XML	Flatfile	None
Trigger	Kanban	Auto	ROP	Order
Transmit Trigger	EDIFACT	XML	Flatfile	TTITurns
Confirmation	EDIFACT	XML	Express	None
Labelling	Standard	Special	None	–
Shipment	Daily	1x/ Week	2x/ Week	–
Dispatch Advise	EDIFACT	EXCEL	Express	None
Receiving	Customer	TTI-inplant	Rackjobbing	–



# Supply Chain Controlling

TTI's performance management tools identify key cost drivers in the material acquisition process and offer opportunities to reduce total cost of ownership.

Closely monitoring your Key Performance Indicators (KPI's) and portfolio enables us with new possibilities of improvement. Continuous improvement is always a top priority here at TTI.

#### **Economic Order Quantity and Reorder Point Analysis:**

- Minimise your order management and inventory holding costs
- Determine optimum shipment quantities
- Utilise available data

#### **Online Reporting Through TTI ezReview:**

- Easy online access to your required reservation parts and highlighted potential shortages
- Capability to export to Excel format and e-mail for review
- Inventory reservation report that includes additional available to sell inventory
- Recent shipment history with waybill number
- Current manufacturers' lead time

#### **Consumption to Forecast Analysis**

- Measures actual consumption compared to required reservation by part
- Identifies key trends in demand
- Tracks change in manufacturers' lead time

#### **Inventory Analysis:**

- Helps to understand the product mix
- Enables proactive risk management
- Analysis on structure of demand
- Determines best inventory management strategies



**Identify  
the Problem**

**Andon  
Signal**

**Evaluate  
the Problem**

**Restrict the  
Consequences**

**Analyse the  
Main Cause**

**Prevent in  
the Future**



# Project Management

TTI's project management is focused on project goals defined in the design phase. With drive, commitment and strong collaboration we deliver success.

Project Management is the discipline of initiating, planning, executing, controlling, and closing the work of a team to achieve specific goals and meet specific success criteria.

The primary challenge of project management is to achieve all of the project goals and to manage the constraints. Our strategy is to improve the flow of projects within the organisation whilst understanding the potential constraints during the design phase.

The secondary, more ambitious, challenge is to optimise and allocate necessary inputs and integrate them to meet pre-defined objectives. Our strategy is to optimise the information flow and knowledge in all phases during the project.

The key to success for every project is a strong collaboration and an open communication.



## Project controlling and project control systems

Project controlling should be established as an independent function in project management. It implements the verification and controlling function during the processing of a project in order to reinforce the defined performance and formal goals.

- Project control is that element of a project that keeps it on-track, on-time and within budget
- Project control begins with the planning and ends with the implementation of the last process step
- Projects may be audited or reviewed while the project is in process



# Local Sales and Technical Support in over 40 Locations Across EMEA



**European HQ, Munich**  
**22,000m<sup>2</sup>** of dedicated  
warehouse space



Contact TTI today  
to see what a true  
specialist can offer.

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