



FedEx Transportation Management Industrial Machinery

Transportation on all cylinders.

Today's industrial machinery manufacturers are contending with pressure from a variety of sources. Your distribution model is more complex than most. Price competition is largely out of your control, and your customers have high expectations on product quality, so quality is your first priority. You also have to coordinate product availability through your trading partners, who have expectations of their own. And if that's not enough, you're also working to keep your business model flexible enough to handle today's emphasis on lean manufacturing initiatives. So, how do you divide your time between meeting the everyday demands of operations *and* managing the transportation that regulates the inbound and outbound flow of goods and materials? If supply chain management isn't your core business, it can take too much attention away from what is. And that's not the way to stay competitive in today's industrial equipment industry, where a late arrival can lead to costly production delays and lost business opportunities.

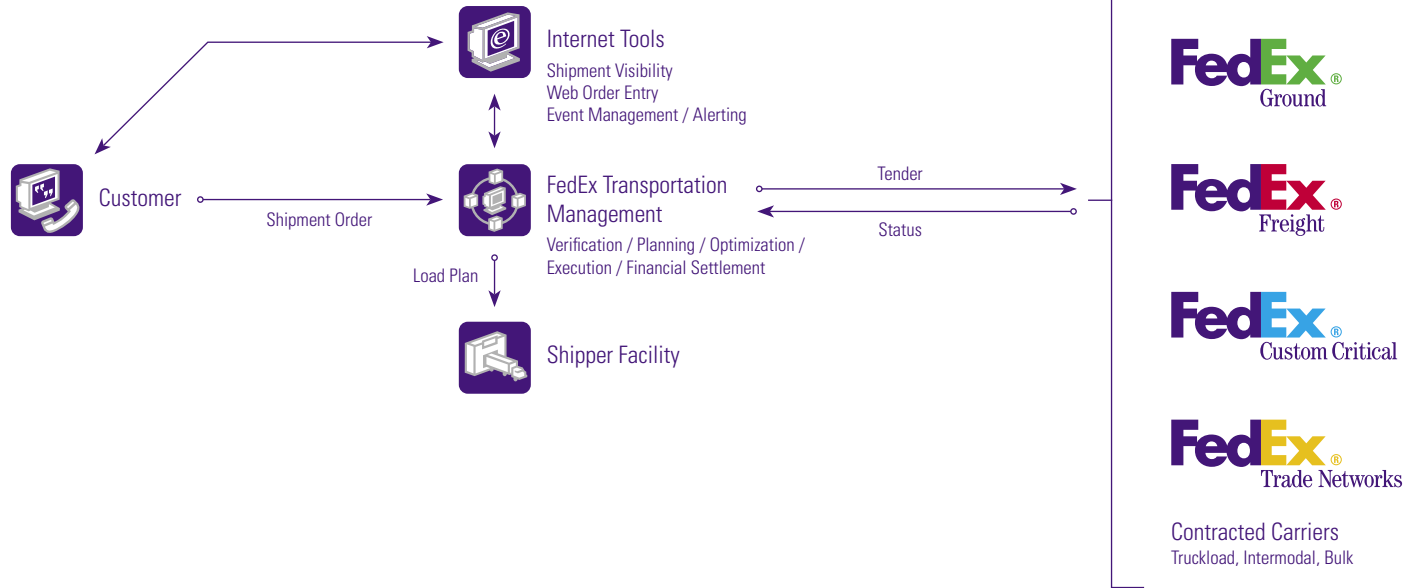
Maybe that's why transportation management has become the second most frequently outsourced component of supply chain management. Successful companies know that their future lies with perfecting their core competencies—R&D, re-engineering and manufacturing—and when it comes to non-core functions like transportation of inventory, it's just smart business to let someone else handle the heavy lifting.

FedEx Transportation Management is part of a supply chain portfolio offered by FedEx Supply Chain Services that lets you leverage an entire family of multi-modal capabilities from the world's most trusted transportation provider. So you're given a single point of entry for:

- Improved production planning, inventory management, and compliance from your suppliers.
- Cost-efficient supply chain management that can help improve your business model's bottom line.
- Flexible shipment planning that can help lower transportation expense through a process of consolidation, aggregation, mode selection, and service levels.
- Shipment management that delivers your products where, when, and how your customers want them.
- Financial settlement and operational reporting that can reduce administrative costs and provide you with the metrics you need to better manage your business.

To power the gears of your industrial machinery business, turn to FedEx Supply Chain Services.

FedEx Transportation Management Processes



Visibility as robust as your products.

When you can't monitor incoming and outgoing goods with accuracy, it's hard to promise your customers absolute reliability. And in today's industrial machinery environment, that's what they expect, especially since excess inventory is a huge drain on profitability. To promise on-time delivery to your trading partners, we provide visibility to inbound and outbound inventory. FedEx Supply Chain Services lights up the whole picture. Web-based management of your transportation orders allows you to review, confirm, and even change order attributes at multiple stages before dispatch. Then you can view your inventory in motion, receive event alerts as they occur, and supply notification to your customers before an event becomes an unexpected—and unpleasant—surprise.

We monitor supplier compliance, validate order accuracy, and employ sophisticated planning processes to minimize overall transportation expense. We also give you the confidence of knowing that there is a group of dedicated, experienced professionals making sure your shipments come and go as planned.

With that kind of visibility and peace of mind, you can deliver reliability to your customers.

A powerful profit margin.

In the industrial machinery business, the company that maneuvers through the complex channels of distribution with speed and precision becomes the enterprise leader. With the rising costs of storing inventory, heavy price competition, lean manufacturing requirements and the demand for more distribution flexibility, there's no margin for error. Do it right—*now*—and you'll be the industry powerhouse.

FedEx Supply Chain Services helps you do transportation management right. Now, you can:

- Choose the transportation mode that best fits your shipment requirements.
- Rely on integrating sophisticated operational technology with the transportation resources necessary to help you conduct business in breakthrough ways.
- Streamline real efficiencies through a scalable supply chain infrastructure that accommodates all the ways you evolve as a business.

When you can do all this, you'll position yourself to have lower storage, distribution, and transportation costs, increased inventory turns, streamlined time-to-market cycles, better asset utilization, and overall reduction in overhead.

In short, you'll be efficient.

To satisfy your customers, shift gears for a moment.

Change places with your customers for a minute. What would *you* want from *you*? First of all, you'd want someone who was an asset to your business. Someone who could help you forecast and plan the sending and receiving of goods with accuracy, keep production flowing, and make "Just In Time" mean what it says. You'd also want someone to help you reduce inventory carrying costs by decreasing reliance on safety stock, which in turn will streamline your cash-to-cash cycle. You'd probably appreciate the flexibility to adopt new distribution models in the complex industrial machinery marketplace, to stay current with your competitors. And you'd definitely want to leverage a relationship with a world-renowned company like FedEx.

With transportation management from FedEx, you can pass along all of the inherent benefits you receive to your customers. You can share the efficiencies gained in lower supply chain management costs, faster cash-to-cash cycle times and better delivery performance with your distribution partners, so their business model is a well-oiled machine, too. You'll have the confidence to make the promise of Synchronized ReliabilitySM—and we are here to help you keep that promise.

For more information about transportation management provided by FedEx Supply Chain Services, call 1.800.543.7657, or visit fedex.com.