Creating Supply Chain Value Through Logistics Partnerships
## Increasing Margin through Value Added Services

### Vessel-Related Services
- Bunkering
- Ship repair
- Stripping
- Stuffing
- Parking
- Parts
- Cleaning
- Safety & security

### Supply Chain Services
- Special Economic Zones
- Labs and Testing
- Storage
- Blending and refining
- Quality control/repacking
- Manufacturing
- Assembly
- IT Services
Qatar Fuel / Shell Marine Products

- Logistics, technical and HSSE support to WOQOD
  - Bulk tanks, barges, and storage facilities at Ras Laffan

- Exclusive supplier of marine lubricants
  - To WOQOD in Qatar
  - To four LPG carriers owned and operated by Gulf LPG Transport, a Nakilat / Q-Ship JV
PDO / Exel

- Knowledge and skill transfer
- Cultural transformation
- Information systems expertise

- $300m 5-year agreement
- Transport of all PDO goods (pipes, equipment, food, water and crude diesel)
UAE / RSA Logistics

- Dubai Logistics City
- 25,000 sq m distribution center
- 21.5 sq km area
- 12 months

- Receiving, put-away, replenishment, packaging, re-packing
- Assembly
- Inspection & QC
- Picking, packing, labeling, shipping
Bahrain / APM Terminals

- Four post-Panamax cranes
- 1800 meters of quay wall
- 12.8 → 15 meter channel depth
- Bahrain Logistics Zone
- Gateway to Saudi Arabia, Northern Gulf
- Anchor tenants
- Infrastructure improvements
Supply chain benefits driving economic growth

- 15-20% of transport costs = 1-2% of operating costs
- Efficiency and profit gains = 0.5-1.0% of GDP

Supply Chain Types™

- Make-to-Stock Manufacturing
  - x2, x3, x4
- Make-to-Order Manufacturing
- Re-Selling
  - Make-to-Stock Manufacturer
  - Distributor
  - Distribution
  - Make-to-Stock Manufacturer
  - Make-to-Stock Manufacturer
  - Distribution
- Make-to-Stock Manufacturing
  - x2, x3, x4

Examples:
- Amazon
- Aramark
- Iron Mountain
- USPS
- Aviall
- Dell
- Partners Healthcare
- Andersen Windows
- Vistaprint
- Chocolate Deities
- Hasbro
- J&J
- Steelcase
- Weber
- Simon and Schuster
- Land's End
- LL Bean
- Sears
- Peapod
- Staples

Source: Boston Strategies International
Boston Strategies International is a global management consulting firm that helps market leaders achieve competitive advantage through supply chain management through:

- **Supply Chain Consulting** that helps supply chain leaders make high-stakes decisions
- **Cost Service** that helps plan and budget
- **Market Data** that helps identify emerging issues that affect their supply chains, and quantify the impact that they will have

David Jacoby: djacoby@bostonstrategies.com
Tel: (1) (781) 250-8150