

## ABOUT PIERAU PLANUNG

# WELCOME ...

... to Pierau Planung, your one stop shop for all your logistics needs.

We are one of Europe's leading consultancies for logistics solutions.

In 60 years, our team of highly qualified specialists has completed more than 2,000 projects in almost all the countries in Europe.

Together we can partner with you on large-scale projects, such as designing and implementing greenfield operations, as well as on single analyses and concepts, optimisations or evaluations.

From our headquarters in Hamburg, Germany, we have created an international network with representatives in Great Britain, the Russian Federation, Turkey, Spain, France, Austria and Italy, and can support our customers on site with local contact persons.



# ABOUT US



## Established Installations

Extension, optimisation,  
automation, centralisation

## New Building Projects

General planning of logistics, IT and  
construction; greenfield and brownfield

## Logistics IT

ERP and WMS: specification, selection of  
supplier, system selection, testing, go-Live



## Location and Supply Chain

Supply chain network design;  
Location evaluation and selection

## Outsourcing

Fulfillment concepts, 3PL selection,  
tendering and implementation

## Project Management

Processes and systems, suppliers  
and authorities, budget, schedule,  
start-up management

## Master Planning Logistics

Development scenarios for logistics,  
IT, location and supply chain from  
one source

# OUR SCOPE

# HERE IS WHAT WE DO

Our team of logistics experts can provide innovative solutions for every discipline of logistics.

The focus is not simply on customers with large multi-million Euro ventures, although we have an excellent reputation here too, but rather our aim is to support companies from a variety of industries, sizes and strategic orientations in their long-term development. We have continually assisted some of our customers right from their first business steps over 40 years ago up until today, where they are among the leading companies in Europe in their respective business sectors.

Long-term support of customers is only achievable if we work to the highest standards by making our activities transparent for our clients and allowing our services to be modularly adapted. Our goal is to provide the required results with pinpoint accuracy while at the same time being a truly reliable partner.

Our portfolio is flexibly determined in accordance with the requirements of individual customers and does not simply comprise pre-defined modules. A project might include completely outsourcing the fulfilment of tens of thousands of shipments per day, or the design and implementation of a spare parts warehouse.

However, it could equally be the optimisation of a single sector in an existing warehouse or analysis of the optimum storage location system.





# SERVICE OVERVIEW



- Design and implementation of logistics systems and supply chains, from single processes to complete distribution centres
- Project management, project coordination and trouble shooting
- Optimisation, modernisation and expansion of existing facilities
- Analyses (for example stock, shipments, IT setup, SWOT, performance), evaluation and benchmarking
- Pioneering, innovative fulfilment and storage concepts
- Construction planning
- IT concepts (ERP, WMS, MFC), IT implementation, change management
- Solutions for all areas of in-house logistics such as: incoming goods, picking, packing and returns
- Drafting of specifications, tender management, bid comparison and recommendation, contract negotiations
- Selection and evaluation of sites, supply chain analyses
- Coordination of interfaces and deadlines during implementation (logistics, building and IT)
- Coordination and implementation of performance testing and going live processes
- Identification of staffing requirements and creation of job descriptions
- Retrofit programmes
- Simulations
- Outsourcing support, supplier selection
- Master planning logistics, IT, location and supply chain

# SERVICE OVERVIEW



# THE COMPREHENSIVE LIST

## ANALYSIS

- Assessment of existing logistics and IT concepts
- Benchmarks and performance calculations
- Availability
- Rationalisation potentials
- Location analysis and site comparison
- Outsourcing potentials
- Definition of target values
- Cost-benefit calculation
- Weak point analyses
- Supply Chain
- Determination of actual state data
- Time studies of working processes

## DESIGN

- Locations and regional positioning
- Preliminary building design
- Logistics processes
- Interfaces between systems, sectors, divisions
- Organisation
- Technical devices for e.g. receiving, storage, picking, packing, dispatch, returns etc.
- IT concepts (MFC, WMS, ERP)
- Internal materials flow
- Outsourcing concepts
- Future concepts
- Modernisation

## GETTING IT DONE!

- Concept development and detailed planning
- Tender management
- Drawing up specifications
- Supplier negotiations and contract design
- Central project management
- Monitoring of schedules and budgets
- Coordination of interfaces and schedules (logistics, constructions, IT)
- Interim management
- Employee training
- Testing and going live
- Coordination with authorities







### KNOW-HOW

We know the technology that is available on the market in depth with all its strengths, weaknesses and possible permutations; and we know what it all might cost. We participated in the original development of many of the best practice solutions that are well established on the market today.

### INDEPENDENCE

Pierau Planung operates 100% independently of suppliers. Our solutions, therefore, meet your requirements rather than being influenced by the sales targets of an individual technology portfolio.

### PROBLEM AWARENESS

We understand the demands and challenges that our customers face in the current market - and we know how to meet them!

### CONTROL AND OVERVIEW

With a huge amount of reference values from our completed projects, we have a perfect basis for budget definition and monitoring. In addition, we have appropriate counter-measures for the pitfalls and bottlenecks that can occur in multi-stakeholder, vote-intensive logistics projects.

### TEAM

We have the ideal combination of logistics generalists and specialists with a wealth of experience in supply chains, IT, warehouse management, fulfilment etc.

Our internal quality control and knowledge of management processes guarantee team-wide project and customer knowledge.

### EXPERIENCE

We have successfully completed hundreds of projects. Since our beginnings more than 55 years ago, we have followed and helped shape the development of logistics and have always kept up to date without losing sight of the tried and tested.

### NEGOTIATION SKILLS

With expertise garnered from the successful preparation of tender documents and bids received for hundreds of projects, we guarantee transparency and provide the optimum basis for decisions. We assist our customers during price negotiations to ensure secure contract conclusions.

### PROJECT MANAGEMENT

The management and control of complex projects form part of our daily business. Our bespoke methodology and tools for successful project completion have been finely tuned by their practical application.

# OUR FEATURES



# WE DELIVER YOUR PROMISES

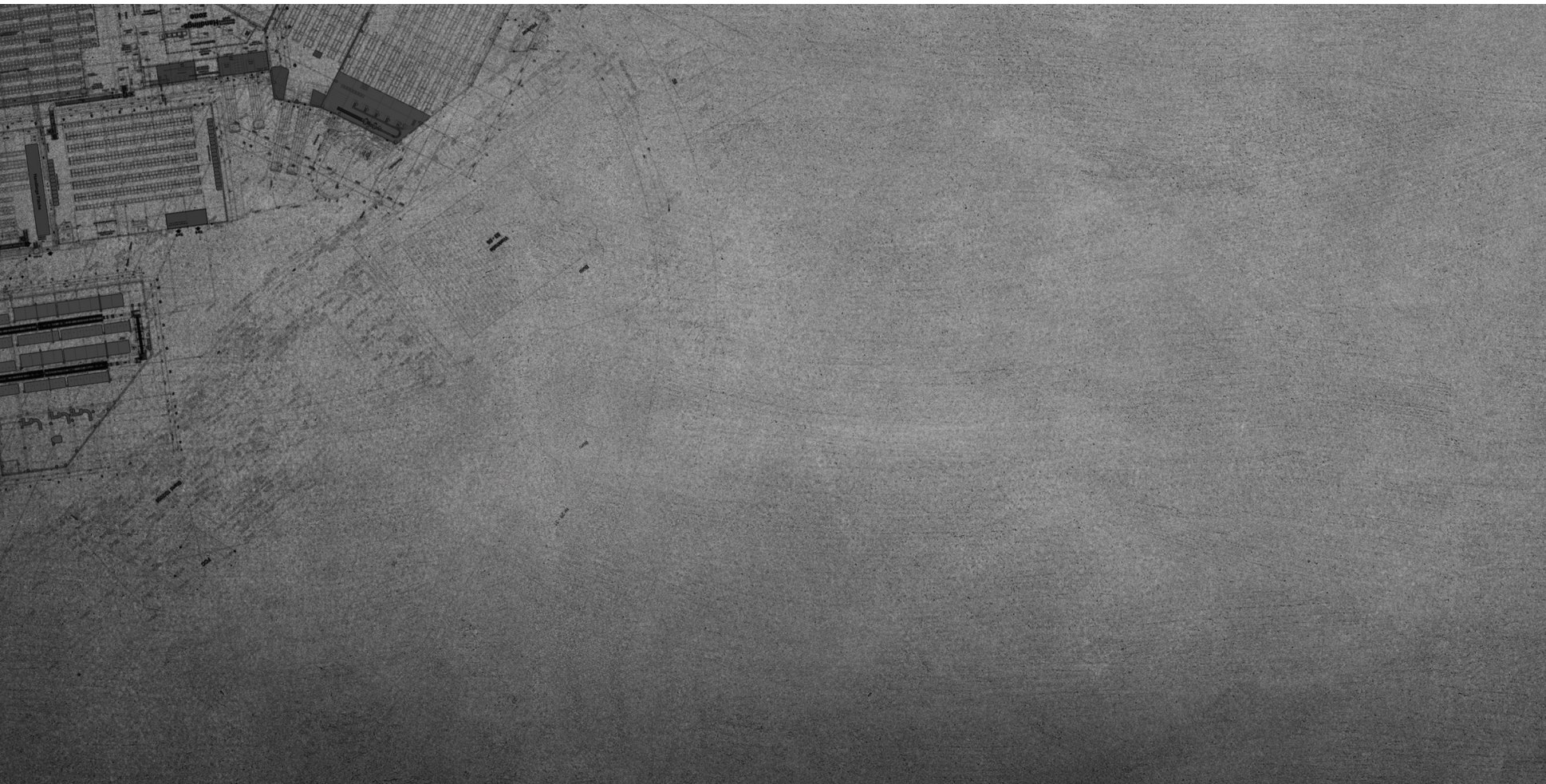
## THE PULSE OF INTRALOGISTICS: WE ARE LOGISTICS EXPERTS

- **Understanding:**  
It is a pre-requisite to have a deep understanding of your requirements and processes. As practice-oriented engineers, we know the market requirements and challenges you face in achieving your objectives.
- **Market focus:**  
What is your industry doing? How is it evolving? How is customer behaviour shifting? How is technology advancing, and what does it mean to our clients? We've been actively shaping the market for well over five decades, and are experts at recognising market trends. Strategically this knowledge shapes our sustainable concept plans, for the benefit of our clients and ultimately your customers.
- **Planning:**  
Cost, time and quality are key, but clients expect security: monetary, budget, target performance of processes and systems, coordination with vendors and local authorities... With over 2,000 successfully completed projects globally, we are experts at delivering projects to an exceptional standard - every time.

## CLOSE EYE ON VENDORS AND TECHNOLOGIES

- We are **vendor-agnostic**. As an independent consultants, we know the strengths and weaknesses of the vendors on the market.
- We are **technical experts**. We know the emerging and established technologies and the nuances between the products.
- We are **analytical**. We apply un-subjective assessments to ensure appropriateness when comparing vendor offers, in order to maximise your return.
- We are **respected**. We work hard to build working relationships with vendor contacts across the spectrum, from sales, engineers, project managers through to board members





## CONTACT

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