



ONE WORLD

ONE PARTNER

ONE PLATFORM

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Bayer S.p.A. Transport Management

Collaboration through Connection

<https://youtu.be/u4dZQsg-jM>

BOOST YOUR
BUSINESS NETWORK
BUILD YOUR COLLABORATIVE ECOSYSTEM

Milan,
Sep. 27th 2018
FEDERCHIMICA
Chemistry 4.0



BOOST YOUR
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115,680
Employees*



€46.8 billion**
Full year sales



301
Subsidiaries



€4.7 billion***
R&D expenses

As of December 31, 2016 including Covestro / Employees: as of June 30, 2017 (including Covestro)

* excluding Covestro: 99,720 employees (in full-time equivalents)

** excluding Covestro: €34.9 billion *** excluding Covestro: €4.4 billion

Customer Focus

Experimentation



Focus on
Innovation

Trust

Collaboration

Warehousing cost: 10 Mio €

Transport cost: 14 Mio €



LOCATIONS



Garbagnate

BHC Manufacturing



Milan

Filago

CS



Segrate

BHC Manufacturing



Livraga

Silvano Chiapparoli Logistica



Sant'Agata Bolognese

Nunhems



Bari

Caradonna



Anagni

Silvano Chiapparoli Logistica



Rome

Siena

Vincenzini



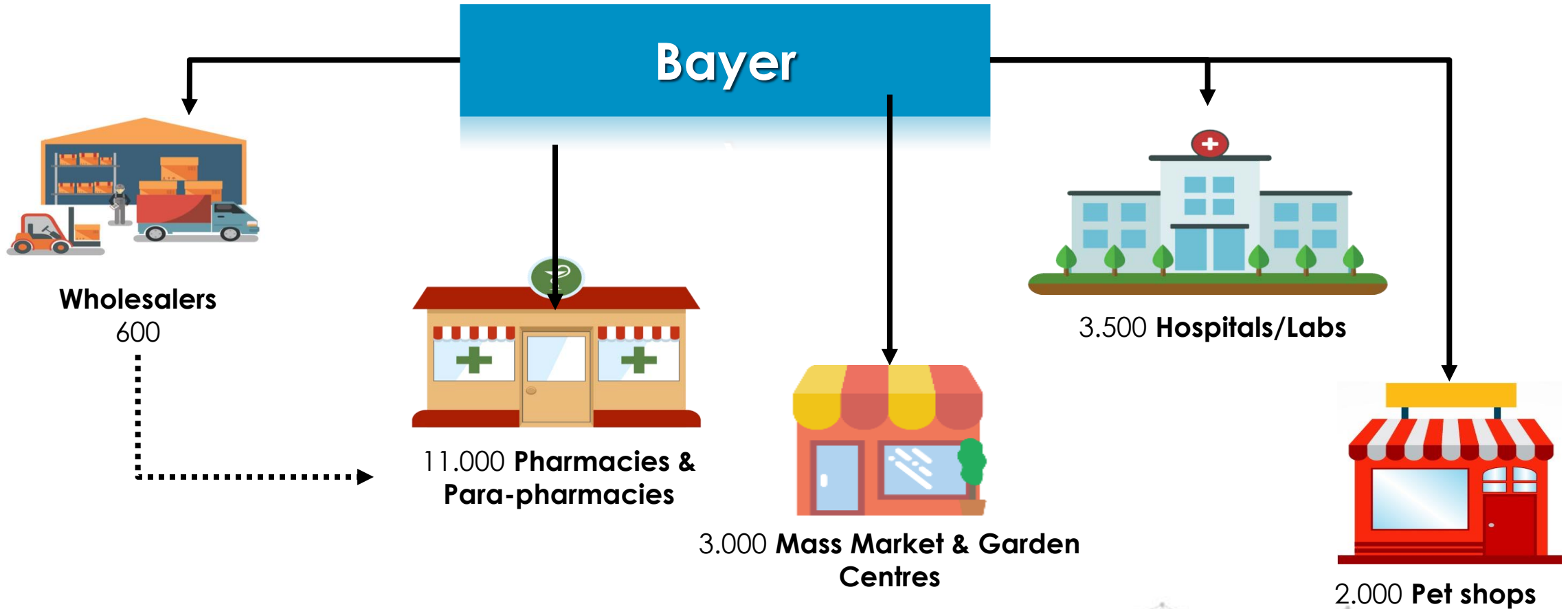
Fidenza

Gruppo Marconi



**BOOST YOUR
BUSINESS NETWORK**

CUSTOMERS (delivery points)



Total customers : \approx 20.000

DIGITALIZATION

PHASE I (2010)

Focus on **processes**

- # Pre-invoicing
- # Contract Management



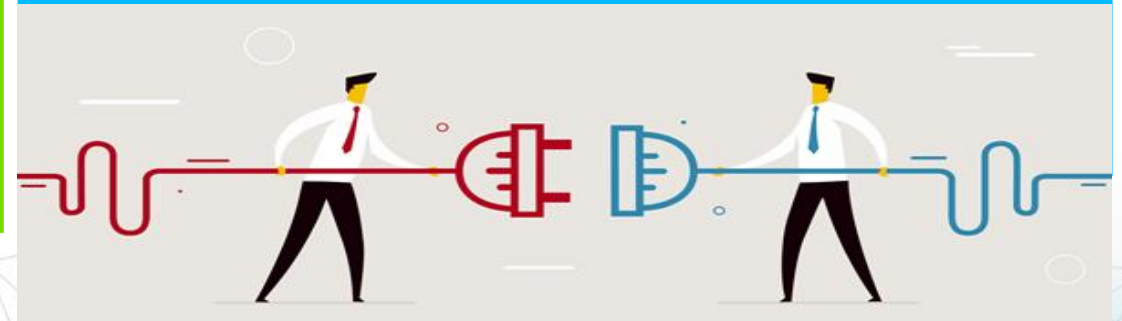
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Integration with Legacy System

PHASE II-III-IV (2012, ...)

Focus on **tracking, collaboration, de-making**

- # Customers
- # Clients & Stakeholders
- # Business partners



1.

Pre-invoice

Automation

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1.

Pre-invoice

Automation

100% automation rate

- Transport cost calculation automated and manual activities only for exceptions
- Extra-costs managed in the regular pre-invoicing workflow

Breadth of cost drivers

- Packaging unit (pallet, case, parcel, etc.)
- Weight and volume
- Distance (kilometers)
- Delivery, Full Track Load, etc.

CONTRACTING

Contractual complexity

- Ability to cope with a deep and wide contractual varieties

ADR surcharge, Cash On Delivery, telephone call, tail gate, portorage, warehousing, isles, attempts, etc.

An example: ... € per delivery < 100 kg (weight ranges 10 kg - 30 kg - 50 kg - 100 kg), ... € per quintal > 100 kg (weight ranges 1.000 kg - 3.000 kg - 5.000 kg - 10.000 kg - 23.000 kg - 28.000 kg) and collateral costs related to delivery to ... (+...%), GDO +...%, warehousing over ... days ... € per quintal, 2° attempt = ... % of basic tariff, portorage = ... % tariff, tail gate ... €



Connection

Multilingual

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The background of the right side of the image is a dark, abstract network. It features a complex web of thin, light blue lines connecting various nodes. Some nodes are represented by small white circles, while others are more complex geometric shapes like triangles and polygons. The overall effect is a sense of a vast, interconnected digital or business network.

ONE PLATFORM

...
Connection

Multilingual

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INTEGRATED TMS beyond the “interface” concept



Wide range of IT languages (IDoc, XI, XML, WEB SERVICES, Java, file, etc.)

Wide range of data sources (Fax, EDI, Web EDI, Web, SMS, GPRS, GPS, @mail, etc.)

2.

Track & Trace

Anywhere

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2. Track & Trace

Anywhere

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3.

Collaboration

No limits

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Multicompany and
multichannel

- BAYER's project was leveraged to create a **new collaborative supply chain** context, targeted to the pharmaceutical industry
 - Ø load/unload booking waiting time

Consorzio DAFNE

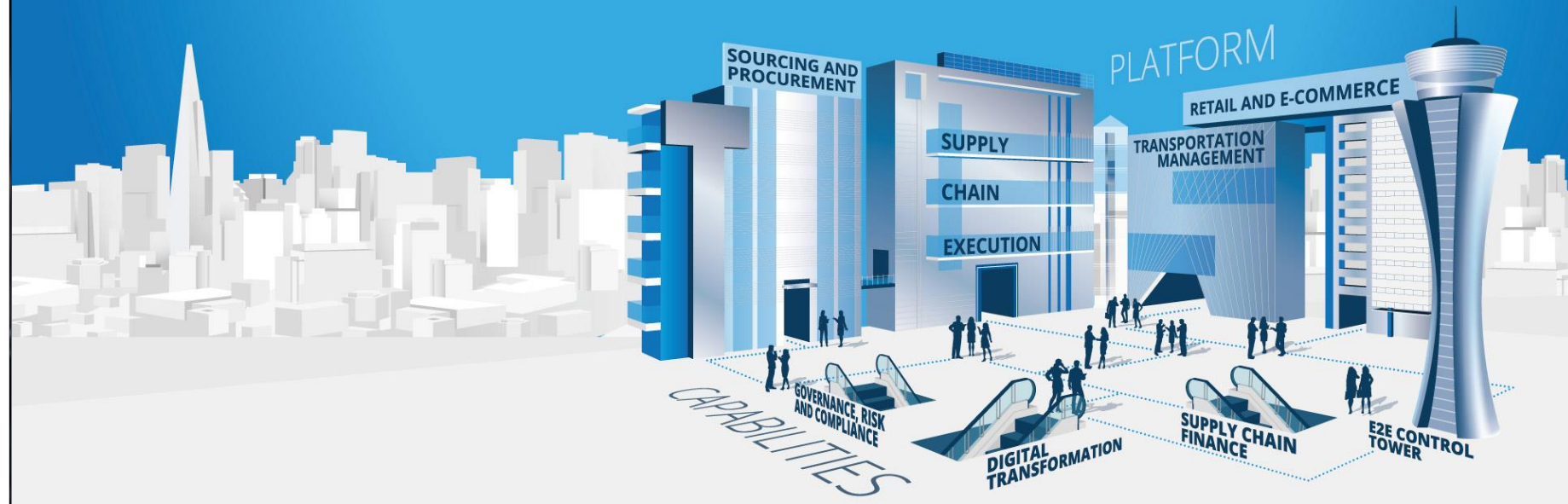
INNOVAZIONE DIGITALE NELLA FILIERA FARMACEUTICA



3. Collaboration

No limits

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4. Business Intelligence

KPI++

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Business Intelligence

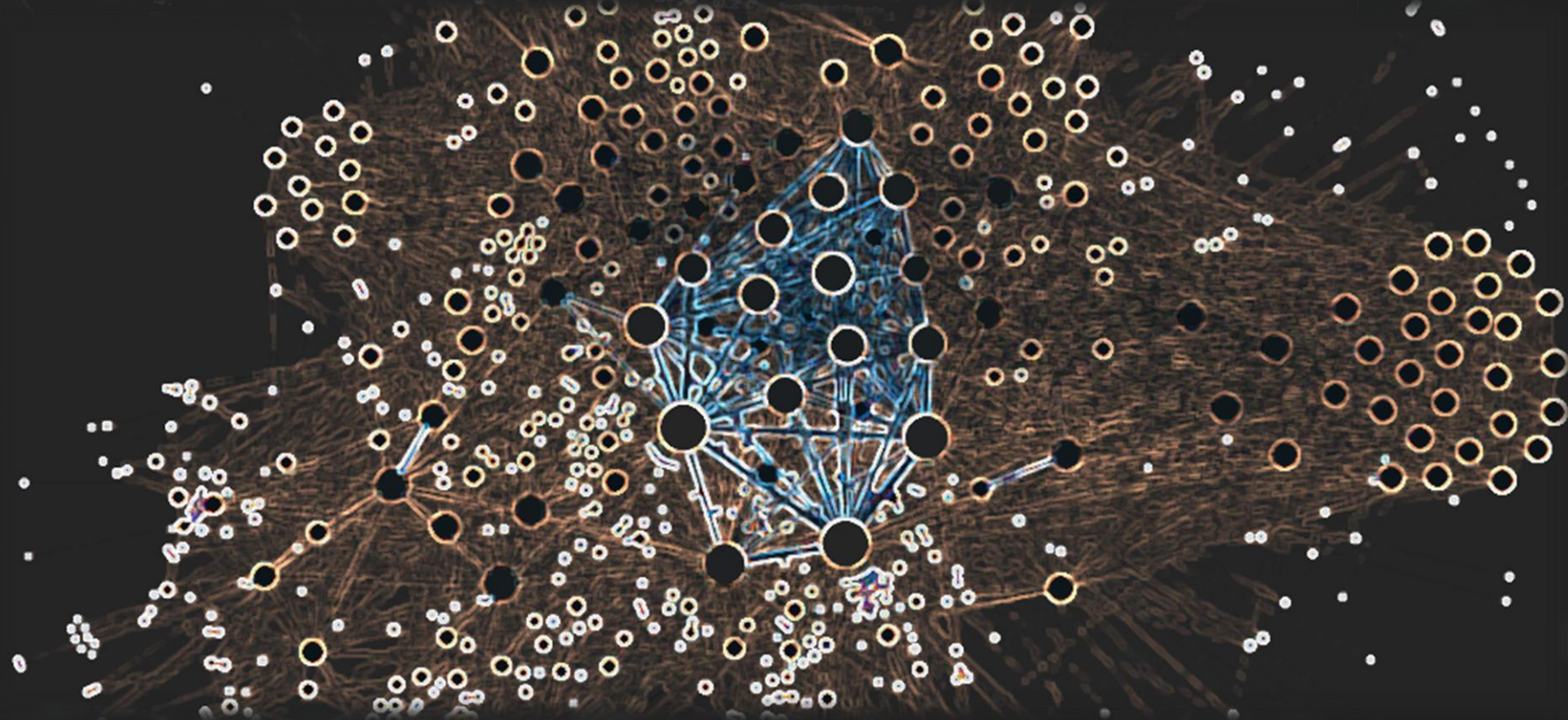
- Configure the rules of "what-if analysis" that allow to elaborate different scenarios and options and compare the outcomes
 - Dynamic KPI dashboard (back)
 - Simulator engine for distribution network reengineering (forth)

4.

Business Intelligence

KPI++

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Michele Palumbo
Head of Supply Chain Management Italy
michele.palumbo@bayer.com