

## Introduction

cards PLM Solutions, based in the Netherlands, is a *Preferred Tecnomatix Business Partner* of Siemens UGS PLM Software. Our focus is on the simulation technology of *Plant Simulation* (formerly known as eM-Plant). Our highly skilled consultants have more than 8 years of expertise in the modeling, analysis and optimization of all kinds of processes. We have provided our services in a variety of industries, such as manufacturing, warehousing, healthcare, airport logistics and more. cards PLM Solutions implements the Plant Simulation software and delivers on-site consultancy, customized trainings and help-desk support. The customer case below is a short overview of a Supply Chain Engineering project that we have performed in the past.

## UPS

### Company overview



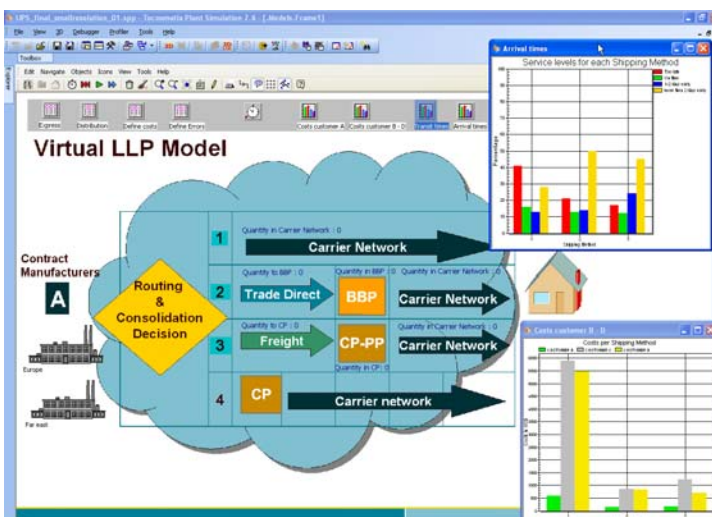
Founded in 1907, UPS has grown in the logistics (warehousing & distribution) market to a presence in over 200 countries worldwide. It provides a full range of logistics services, including inventory management, the handling, packing and distribution of customer owned goods, bonded warehousing, customs and clearance formalities.

### Business case

UPS takes care of the logistics processes of its customers. During the bidding process for a potentially new customer, UPS hired simulation consultants to define different logistic alternatives. Before the project, all new customers were fitted into an existing workflow. This meant that all products were shipped from the factory to a warehouse in the Netherlands and then delivered to the customer. The simulation model was successfully used to quantify and visualize alternative logistic processes to the customer.

### Benefits and results

- UPS won the bidding process, simulation proved to be a key factor in this success.
- Simulation helped UPS in quickly quantifying the effects of different logistic alternatives, which lead to faster and more reliable customer response.
- The simulation model helped to generate more customer-wins in tender phases.



### cards PLM Solutions

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