

NAMIBIAN TRADE CORRIDORS

SUPPLY CHAIN

4th Intermodal Africa Conference

2-3 February 2006

SWAKOPMUND

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Business Development**

Namibian Ports Authority



NAMIBIAN TRADE CORRIDORS

- It's not just about moving cargo. . .

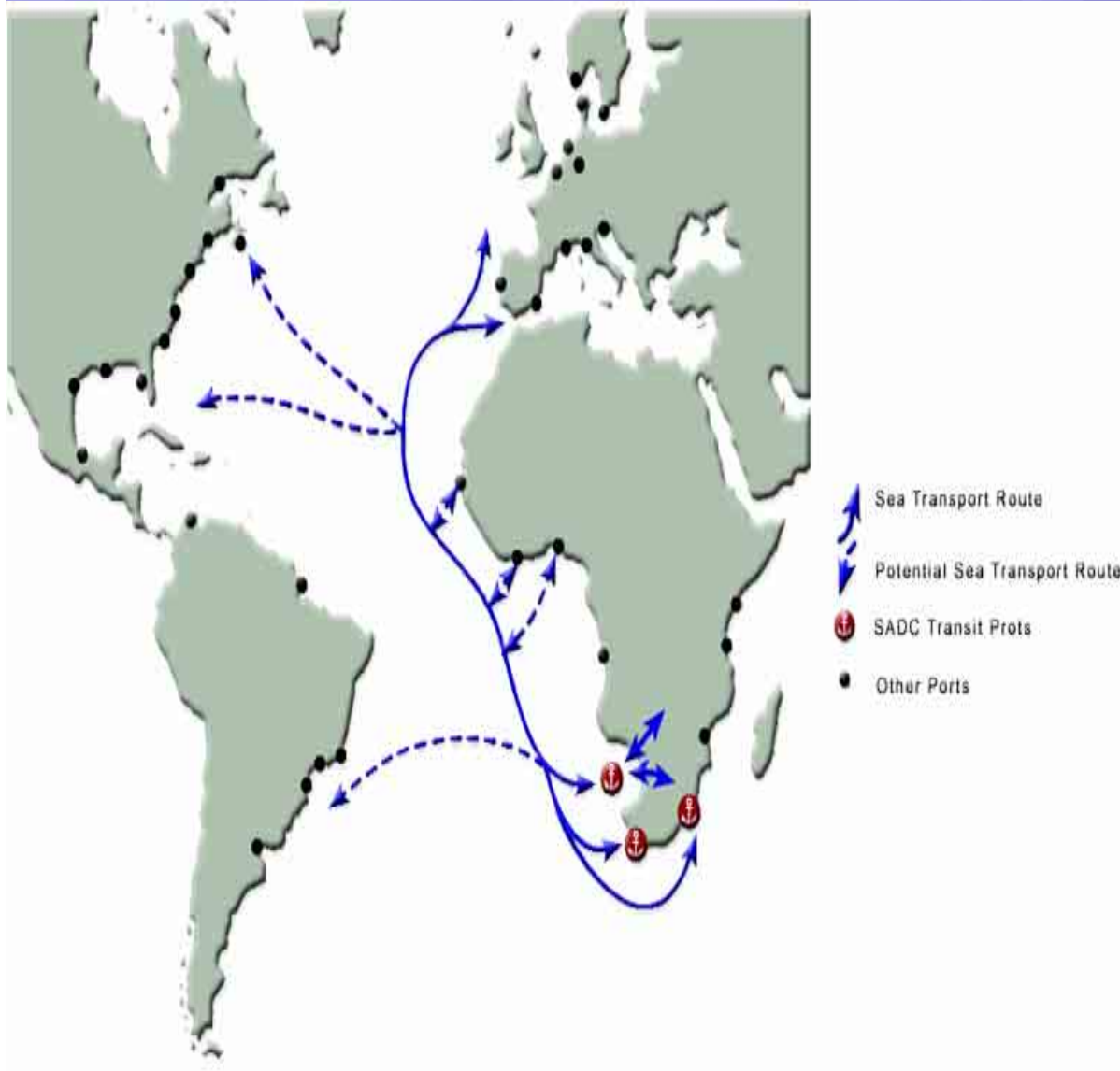


- It's about moving information...

...and providing exceptional customer service!



NAMIBIAN TRADE CORRIDORS



- Location Advantages
- Proximity to Trans Atlantic Market
- Related Time & Cost Savings
- Fast Inland Transit Operations



Philosophy

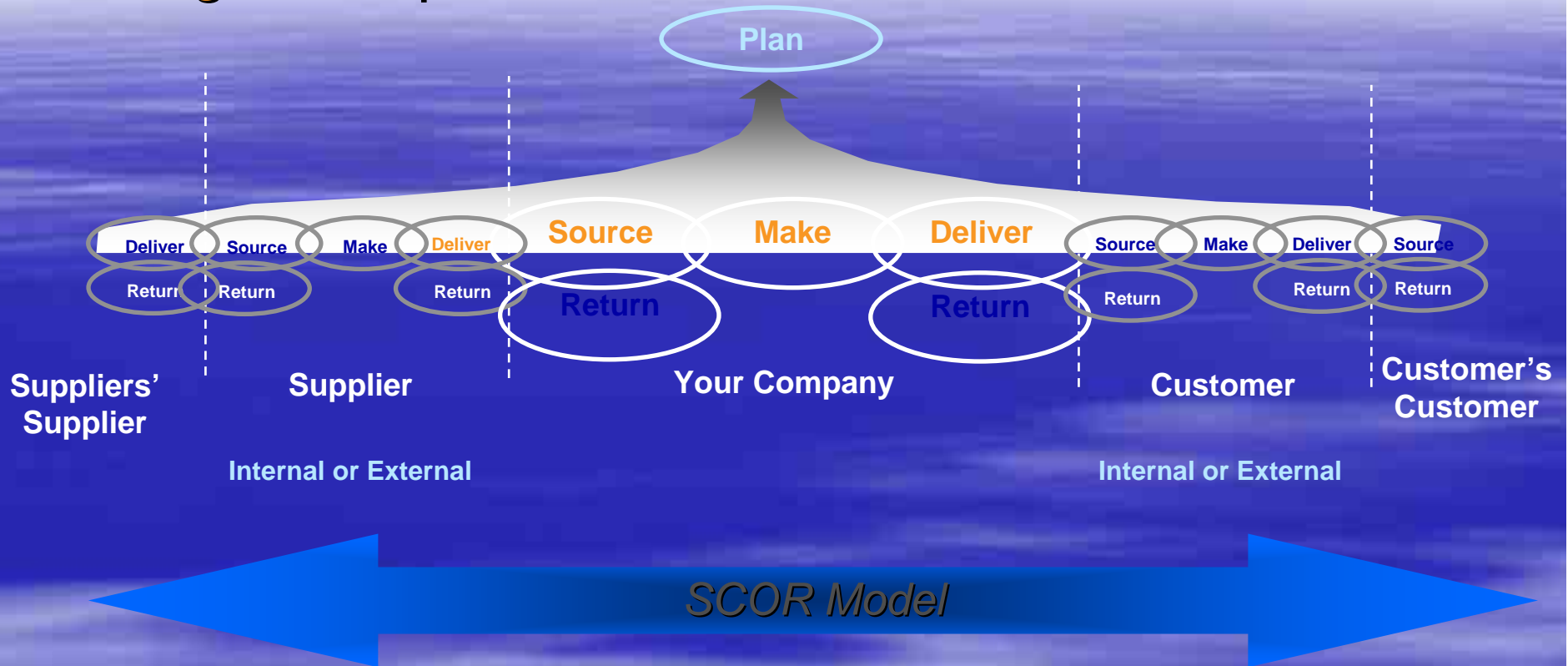
FORGET 'STOP' & 'PAUSE'. HIT 'FAST FORWARD'!

Why take the long and winding route when you can shave days off your transit time by fast forwarding your freight into and out of Central and Southern Africa via the Port of Walvis Bay. It's the fastest, most logical and cost effective trade route between the SADC Region and Europe and the America's. To speed up your freight and to find out more about the fastest way to reach over 190 000 000 consumers, talk to us today.

Namibian Ports Authority: Tel: (+264 64) 208 2207 · Website: www.namport.com · e-mail: jerome@namport.com.na



SCOR is structured around five distinct management processes

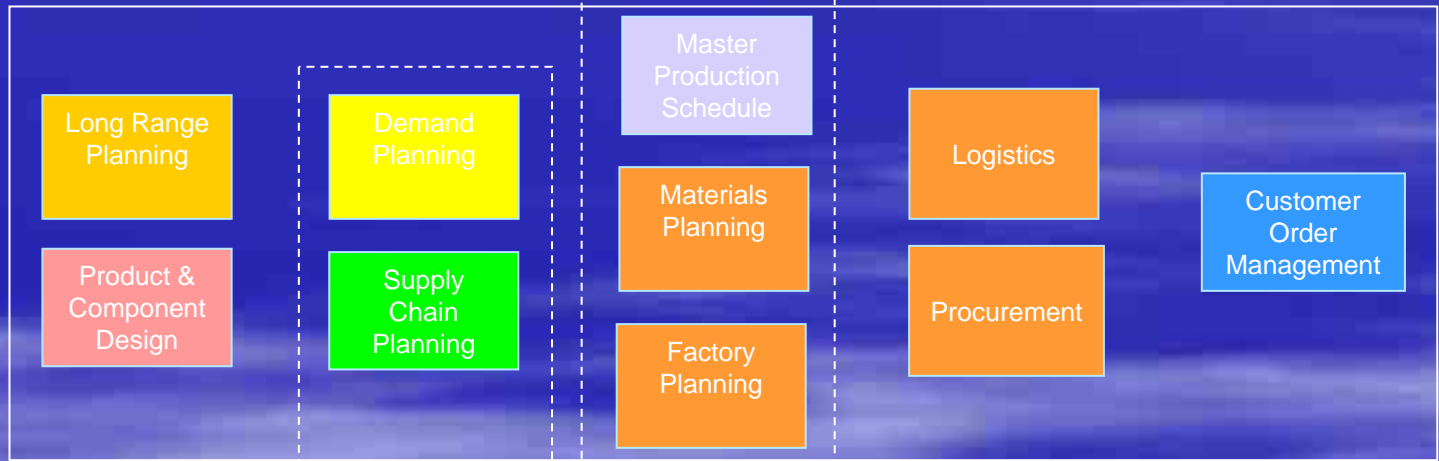
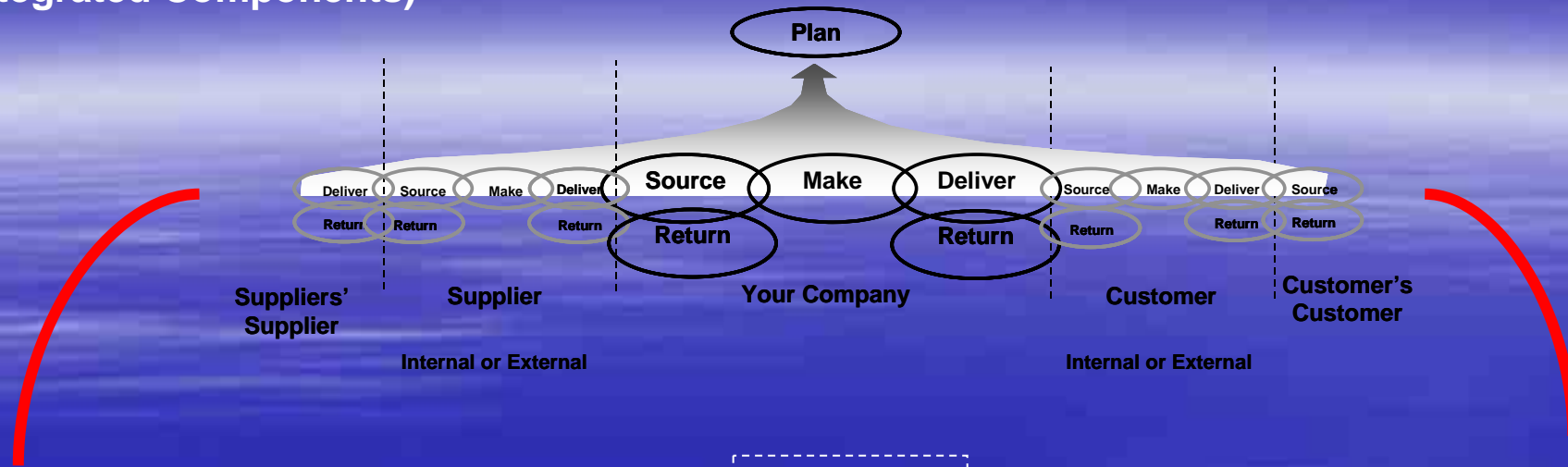


**Supply Chain Council &
Supply Chain Operations Reference (SCOR) Model Overview**

Supply-Chain Council, Inc.
www.supply-chain.org

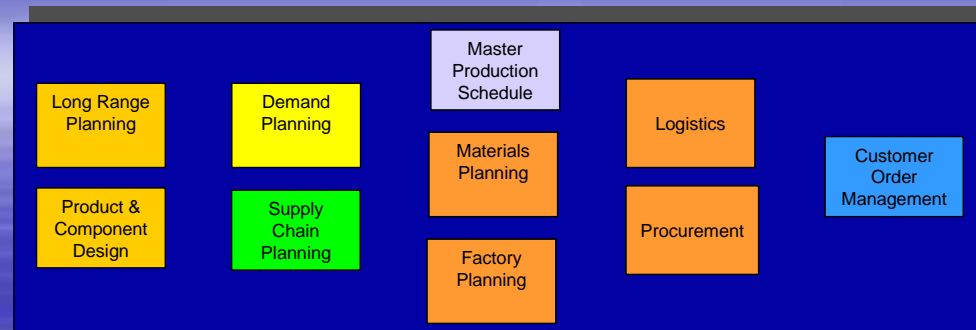


Supply Chain Management (Integrated Components)



Supply Chain Management

Multi-Tiered Support Industries



3rd Party Supply Chain Service Providers

Supply Chain Service Consultants

Supply Chain Management Solution Vendors

- **Worldwide Supply Chain Services revenue will grow from \$23 B in 2000 to \$82B in 2005**
- **North America will be the largest consumer of supply chain services with a 2000-2005 CAGR of 27% to \$39 B in revenues**
- **License revenues for supply chain applications will grow from \$2.2 B in 2000 to \$8.8 B in 2004**
- **Implementation of packaged software will be executed more by software vendors themselves**

(Sources: IDC 2001, AMR Research 2001)



FORTUNE

Supply Chains Get Sexy

By: Matthew Boyle

Issue: December 2001

With hiring budgets slashed at traditional safe havens like consulting and finance, what's an MBA/BBA to do?

Try supply chain management. Yes, you heard us: the heretofore unglamorous job of overseeing the movement of goods from the customer's order through to production, storage, and distribution. **Good supply chain managers often make the difference between happy customers and irate ones. And in today's cost-conscious times, they're more valuable than ever.** "Firms are under tremendous pressure to cut costs," says Jack Nevin, executive director of the Grainger Center for Supply Chain Management at the University of Wisconsin-Madison School of Business. "And most of those costs are just sitting there in the supply chain."

Business schools that have supply chain management programs--Wisconsin, Michigan State, Arizona State, and Penn State, to name a few--are seeing student interest skyrocket. At ASU, one-third of the class of 2003 specializes in supply chain management, up from 9% in 1995. And average salaries for supply chain grads at ASU increased 25% over the past five years; at MSU they're up almost 50% since 1995. While the clunky economy has put hiring plans on hold at many companies, supply chain opportunities still exist. **"Supply chain is the most recession-proof of the majors here," says Robert Nason, chair of MSU's Marketing and Supply Chain Management department.**

That said, don't expect to sleep through class and get a plum job. David Wieber, a senior materials manager at Cisco, says competition is fierce and snagging the right internship is critical. Top recruiters include IBM, Ford, and Solectron, but an ASU rep says the school has even gotten inquiries from E. & J. Gallo Winery. Now there's a supply chain worth diving into.



How Did We Get Here?

Continuous Improvement

ECR



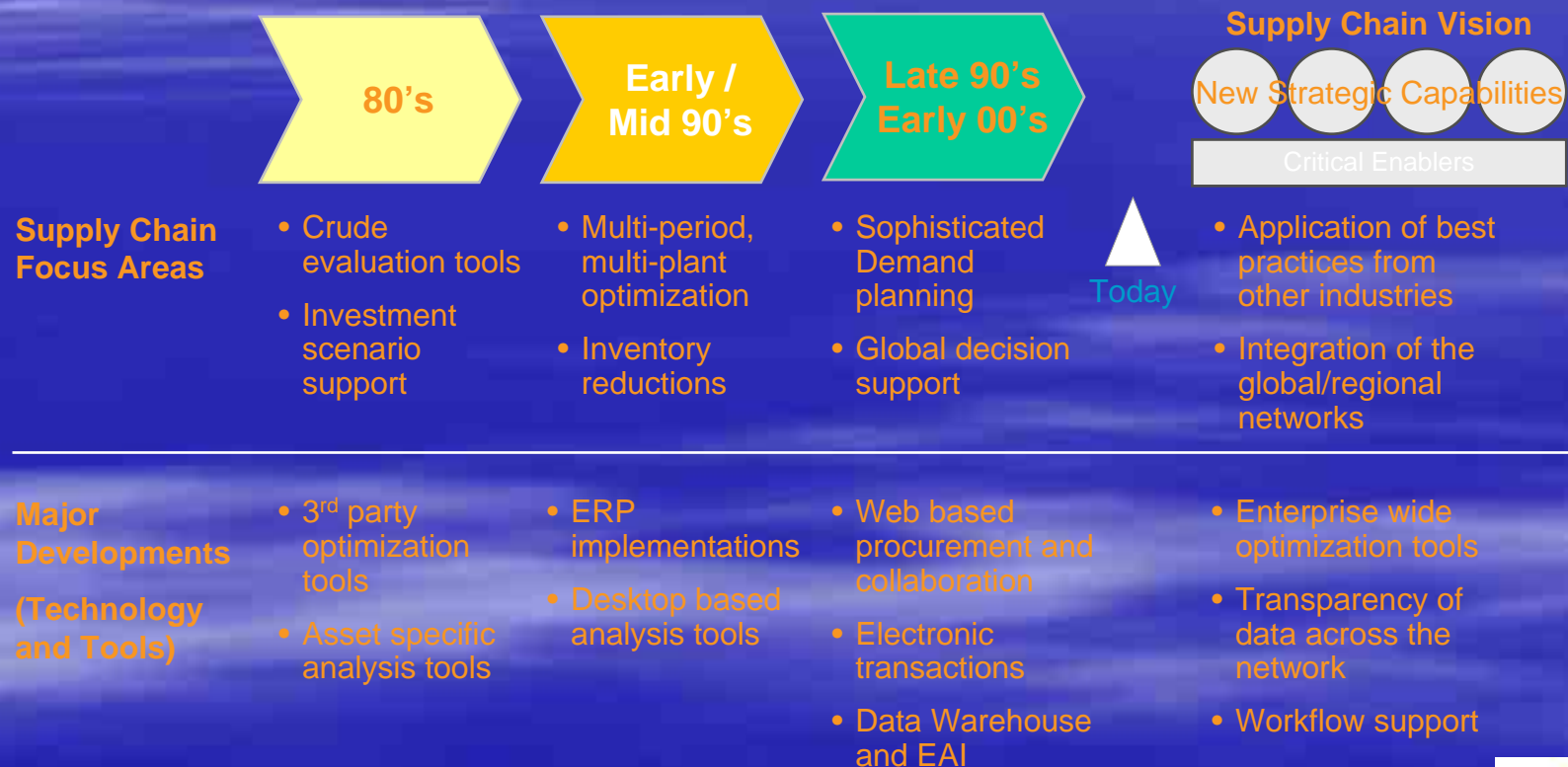
Velocity



Everyday You Get Our Best!



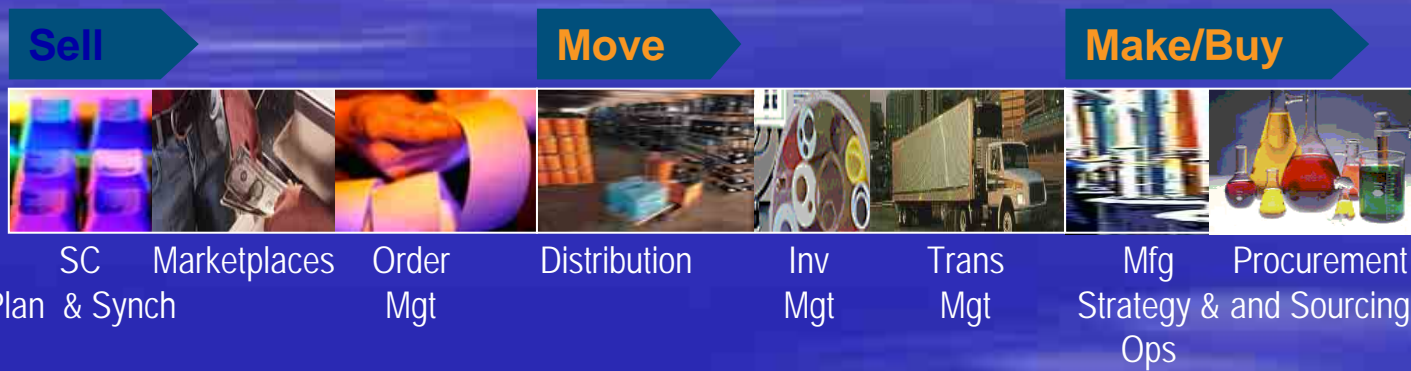
Evolution of Supply Chain Planning and Execution



Much of the technological foundation is in place to make the step change improvement in performance



Characteristics of Trade Optimization



Real time, accurate information

- Accurate, timely data on demand, inventories, capacities, supply, prices and costs to support decisions across the network

End-to-end optimization of the network

- Ability to optimize across the entire global network

Consistency across multiple time horizons

- Consistent assumptions across the network (prices, demand, supply) across all planning time horizons

Sustainable, continuous improvement

- Ability to determine accuracy of tools and processes, and incorporate feedback to improve processes and tools

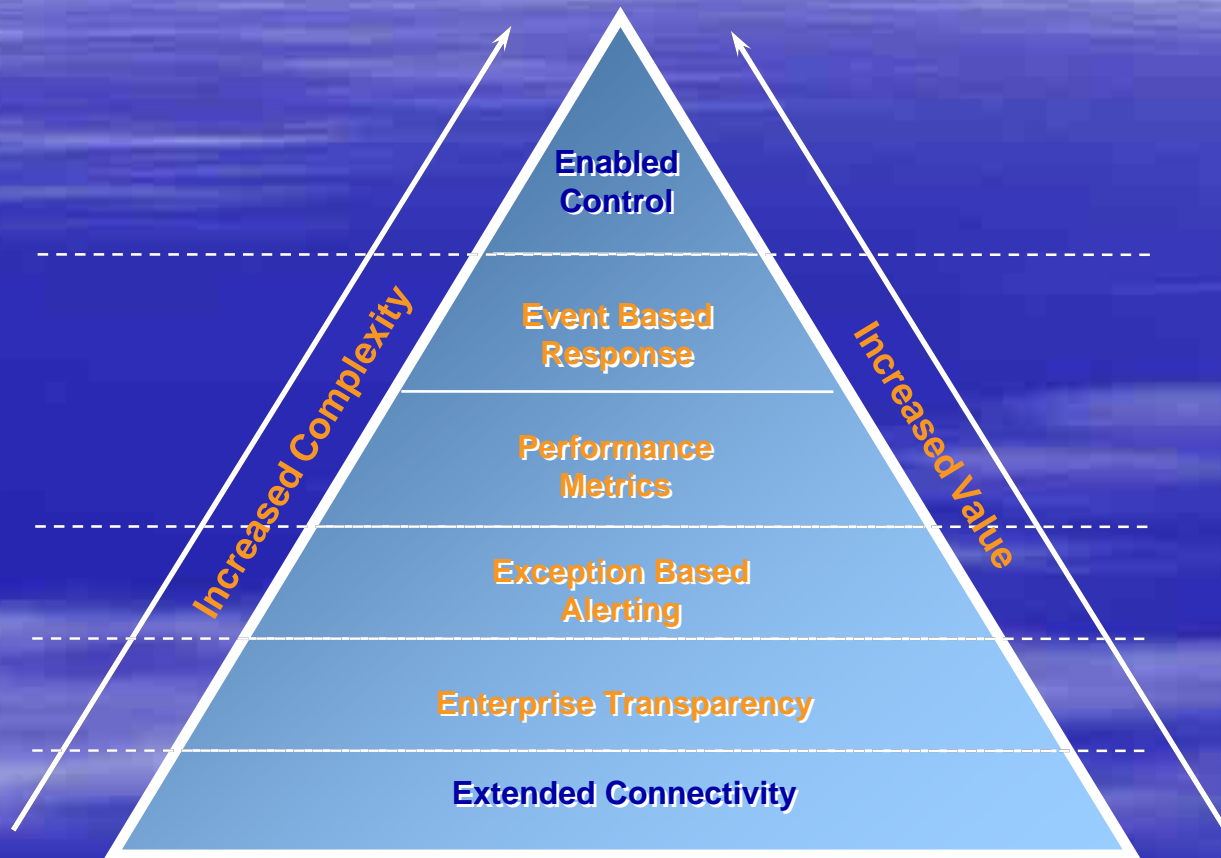


Enablers To Trade Corridor

- Ports
- People
- Ports
- Integrated Technology



The Supply Chain Framework



Prior State Of The Supply Chain...

- Redundant
- No Standards
- No Aggregation
- No Visibility
- Not Real Time
- Paper Transactions

Pre PO

Purchase
Order
"Transaction"

PO In
Process

Receiving

Post PO

Uncertainty
High Inventory
Low Service Level
Rework
Waste



New processes enable a seamless flow of information.

- Single Point Of Entry
- Governed By Standards
- Strategic Aggregation
- Complete Pipeline Visibility
- Real Time
- Digital Information

Retailers



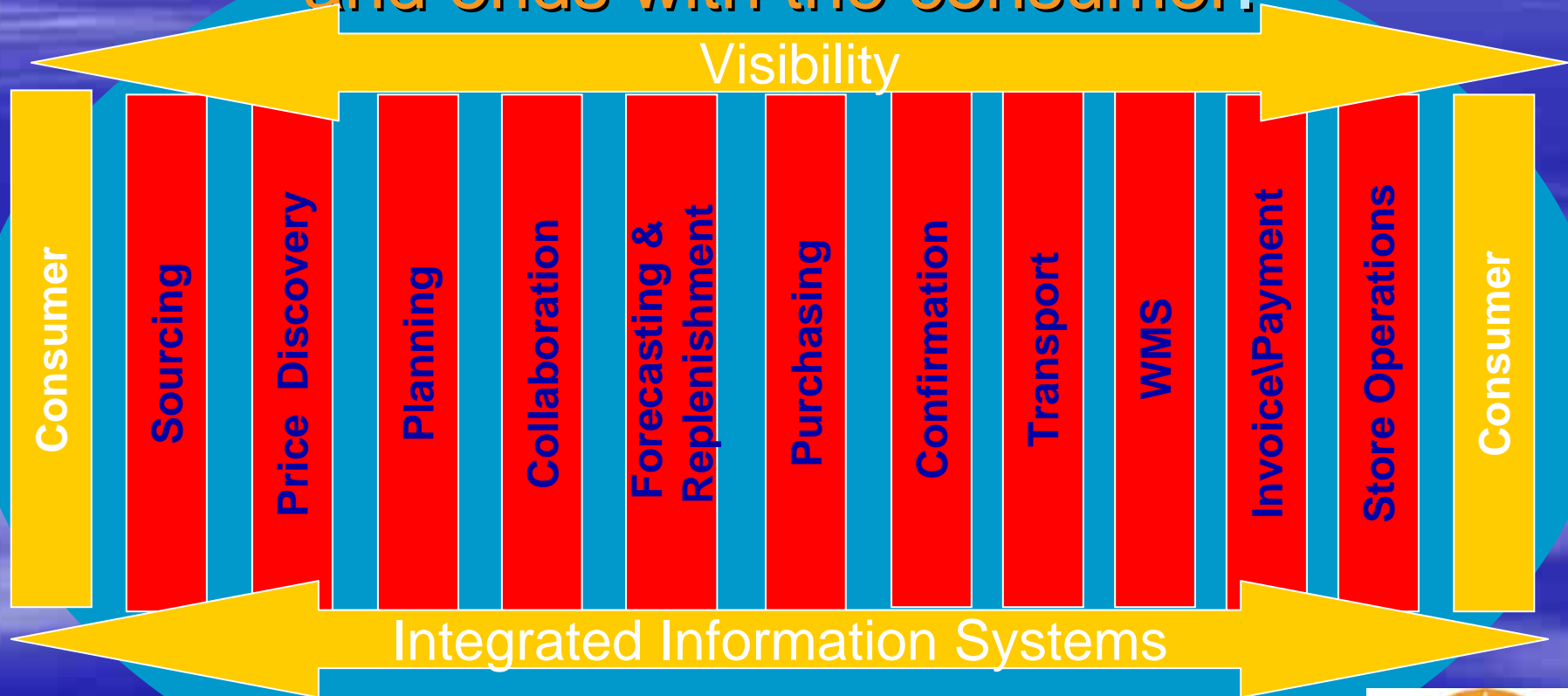
Suppliers

Certainty
Low Inventory
High Service Level
Continuous Improvement
Waste Elimination



Supply Chain is...

The seamless flow of information that starts and ends with the consumer.



How Does Ports Enable World Class Customer Service?



- **It is predictive, not reactive.**
- **It extends trade corridor connectivity.**
- **It allows alternative trade routing**
- **It provides real-time exception based alerts.**
- **It allows personalized supply chain performance information to enable event level decision support, planning and optimization.**
- **It simplifies the business.**



The steps to reduce Trade Corridor Costs are straightforward...

1. Port Connectivity

- Internet-enable company
- Prepare/load your data
- Prepare your people
- Pick your providers
- Select your partners!!



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- e -source
- e-negotiate
- e-procure
- e-track
- e-receive
- e-pay
- ...



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3. Collaborate

- Exchange supply, demand, POS, inventory info
- Exchange product info
- Plan promotions
- Joint development
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4. Competitive Supply Chain

- End to End
- Real Time
- Right Party
- Right Place
- Right Time
- ...



Thank You!

