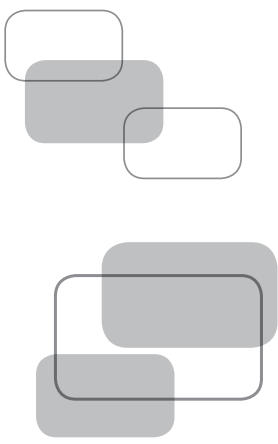


Supplier Shipping Notice ASN	X	X	X	X	X	X	X	X	X	X
Supplier Fill Rate Management	X	X	X	X	X	X	X	X	X	X
<b>Supplier Management</b>	X	X	X	X	X	X	X	X	X	X
Supplier Stratification										
Supplier Engagement	X	X	X	X	X	X	X	X	X	X
Supplier Performance Communication	X	X	X	X	X	X	X	X	X	X
Supplier Kaizen Event Management	X	X	X	X	X	X	X	X	X	X
Supplier Lead Time Reduction	X	X	X	X	X	X	X	X	X	X
Supplier Unit Price Target Management	X	X	X	X	X	X	X	X	X	X
Total landed Cost Implementation	X	X	X	X	X	X	X	X	X	X
Supplier Rationalization	X	X	X	X	X	X	X	X	X	X
Part Rationalization	X	X	X	X	X	X	X	X	X	X
<b>Lean Logistics Engineering</b>	X	X	X	X	X	X	X	X	X	X
Static Route Design Development	X	X	X	X	X	X	X	X	X	X
Daily Dynamic Logistics Engineering			X	X	X	X	X	X	X	X
Packaging Analysis			X	X	X	X	X	X	X	X
Lot Size Reduction										
Delivery Frequency Increase	X	X	X	X	X	X	X	X	X	X
Leveled Flow Implementation										
<b>Management Transportation</b>	X	X	X	X	X	X	X	X	X	X
Transportation Rationalization	X	X	X	X	X	X	X	X	X	X



# Your Trusted Supply Chain Partner

We Teach. We Consult. We Do.



# Your Trusted Supply Chain Partner

*LeanCor exists for the sole purpose of supporting our customers to build and sustain supply chain performance. We are committed to continuous improvement and fully recognize LeanCor's value is measured by real results for our customers. As an operator and thought leader, we relentlessly try to optimize those processes that add value and eliminate those that are waste.*

Robert Martichenko, CEO

LeanCor Training and Education

**We Teach.**

LeanCor Consulting

**We Consult.**

LeanCor Logistics

**We Do.**

LeanCor Supply Chain Group is made up of three divisions: LeanCor Training and Education, LeanCor Consulting, and LeanCor Logistics.

This unique and integrated portfolio of services helps organizations eliminate waste, drive down costs, and instill a problem-solving culture across their supply chain. Unlike other third party logistics providers, LeanCor is able to be innovative in supply chain theory yet grounded in operational reality.

Customers leverage LeanCor's transformative service offerings to achieve logistics control and process improvement while reducing inventory and operating costs.

With locations in the US, Canada, and China, LeanCor is changing the game in third party logistics services.

# LeanCor's Unique Approach

As a trusted partner, LeanCor is truly unique with our unwavering approach of applying lean principles to the supply chain management process. These are the same lean principles that have made successful manufacturers more efficient and effective in their operations. By focusing on supply chain engineering and network optimization, continuous process improvement, and total cost of fulfillment, organizations can achieve:

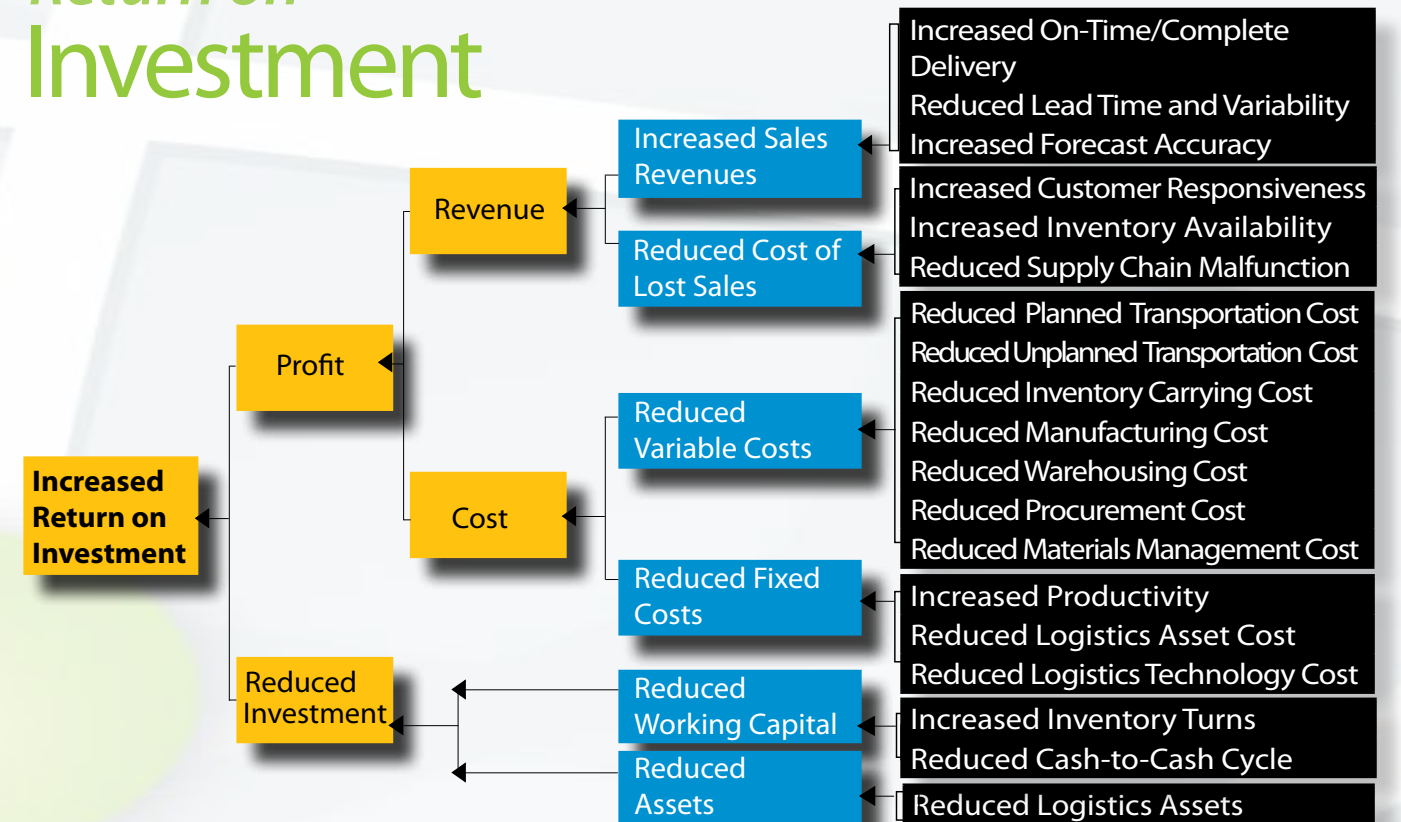
**Visibility** - material, information and demand flow

**Control**

- Stability and the elimination of variation and waste
- Standardization and the creating of baselines from which to improve
- Quality at the source and error proofing of processes
- Flow and the creation of velocity and lead time reduction

**Performance** - cost reduction, margin improvement and better return on supply chain assets

# Return on Investment



Implementing lean principles in your supply chain will create a culture of problem solvers who will ultimately decrease logistics costs, reduce inventory levels and associated inventory carrying costs, all while increasing asset utilization, supplier fill rates, and overall customer service.



Reduce Logistics Costs and

Achieve Supply Chain Control

# LeanCor Logistics Services

## Lean Supply Chain Guiding Principles

1. Make consumption visible throughout the supply chain
2. Reduce lead time to enable pull and reduce inventory
3. Create level flow to reduce variation and enable stability
4. Use pull systems to reduce complexity and overproduction
5. Increase velocity and reduce inventories
6. Collaborate and use process discipline across the supply chain
7. Make decisions based on Total Cost of Fulfillment

...Eliminate all waste so that only value remains

As professionals in logistics services, including the development and operation of logistics networks, LeanCor delivers outsourced logistics services that provide improved inventory visibility and logistics control.



### Inbound/Outbound Materials and Supplier Management

LeanCor Logistics specializes in lean inbound logistics, materials and supplier management. We focus on connecting manufacturing demand and consumption to the upstream supply base using Lean principles of velocity, leveled flow, and pull. Using disciplined logistics engineering processes and proprietary advanced technologies, LeanCor is the preferred partner for organizations seeking best in class Inbound Logistics processes. **Results include supplier fill rate improvement, transportation cost reduction, inventory and space reduction and increased manufacturing schedule attainment.**

- Inbound Logistics Network Design
- Inbound Transportation
- Plan For Every Part (PFEP) Management
- Just in Time (Flow) Inventory Management
- Material Planning and Purchase Order Management
- Supplier Shipment and Pick Up Scheduling
- Supplier Collaboration Performance Management
- Receiving Schedule and Trailer Yard Management
- Packaging Design and Program Management
- Web Based Technology and Business Analytics
- International Supplier Development



### Transportation Management

LeanCor Logistics brings process and discipline to transportation management. As a non asset-based transportation provider, LeanCor effectively utilizes a vast database of partner carriers while balancing transportation cost and service to build the optimal transportation strategy on behalf of our customers. Dedicated transportation professionals and advanced proprietary technologies allow **LeanCor customers to benefit from visibility, stability, and control of transportation functions and cost.**

- Outbound Logistics Network Design
- Core Carrier Program Development
- Incoterm Justification
- Carrier/Forwarder Development and Selection
- Carrier/Forwarder Performance Management
- Static Route Design and Mode Planning
- Daily Dynamic Route Design
- Global Routing and Shipment Execution
- Web Based Visibility - Track and Trace
- Technology and Business Analytics
- Freight Claim Management
- Freight Bill Audit and Pay Management
- International Transportation Solutions



### Warehousing (DC) and Value Add Services

LeanCor Logistics is a trusted partner in dedicated third party warehousing operations. Starting from the beginning with site selection, facility layout and flow design, LeanCor operates and manages inbound warehouses, outbound distribution center management, and cross docks on behalf of customers. In addition, LeanCor provides factory internal conveyance and value-add services such as packaging, kitting and sequencing, and light manufacturing processes. Facilities are operated with a relentless pursuit for continuous improvement and lean culture of operational excellence. **This results in reductions in labor cost, space, equipment, and inventory, as well as improved safety, service, quality, and flow.**

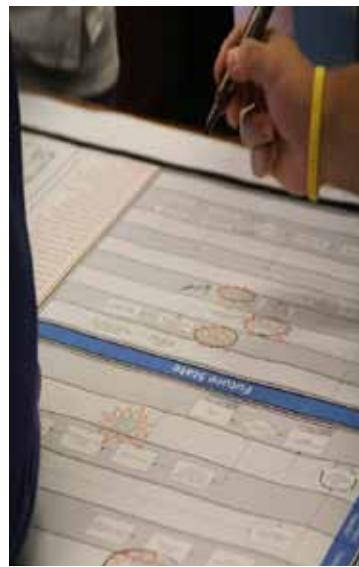
- Facility Site Selection
- Facility and Labor Management
- Cross-Docking Design and Management
- Sequencing
- Kitting
- Sub-Assembly
- Factory Internal Conveyance
- Packaging Engineering
- Quality Sort
- Trailer Yard Management and Internal Transportation

## Where's the pain in your supply chain?



**“Carl Zeiss Vision realized cost reduction of 19% total labor, 63% overtime, and 11% total operating expenses.”**

-Sue Armstrong, Carl Zeiss Vision



**“LeanCor has been able to lead our organization through a lean transformation. They have been able to interpret our vision and support our journey through an extensive learning and development plan to achieve the culture that we are truly striving for.”**

-Lisa Kendrew Smith, Manager of Business Re-Engineering at SCI Group



# Hands-On Consulting

*Improve Your Processes and Reduce Total Cost of Fulfillment*

Today's complex supply chains require vision, strategies, and innovative techniques to create optimal performance. LeanCor Consulting is utilized by organizations seeking to implement optimal end to end supply chain performance. Global organizations leverage LeanCor Consulting to develop vision and strategy deployment plans for improvement in all supply chain functions. These include transportation and warehousing, materials and inventory management, and the implementation of lean principles across the entire value stream. LeanCor provides innovative, practical recommendations based on actual supply chain implementation. We focus on elements of speed, cost, quality, and delivery. Client programs provide tangible results, ultimately achieving benefits of total logistics cost reduction, working capital improvements, supporting manufacturing efficiencies, and optimization of material and information flow. **Consulting services include:**

ROI Assessments	Lean Op-Ex Program Management	Materials Management	Logistics Planning and Design
End to End Supply Chain	Strategy Deployment	Material Information and Flow Design	Outbound Network Design
Customer Service	People Development and Applied Learning	Plan For Every Part (PFEP) Development	Inbound Network Design
Transportation		Material Replenishment Design	Warehouse (DC) Layout and Design
Warehousing	Process Based Improvement	Material Planning and Procurement	
Inventory Management	Value Stream Based Improvement	Supplier Performance Improvement	
Materials Management		Sales and Operations Planning	
Internal Conveyance		Total Landed Cost Management	
Supplier Performance			

# Training and Education

*Prepare Your People and Build a Problem Solving Culture*

LeanCor Training and Education is the recognized thought leader in lean supply chain principles and operational practices. Organizations of all sizes rely on LeanCor Training and Education to develop organizational skills and build people capability, instilling a lean problem solving culture. Curriculum focuses on Problem Solving, Lean Supply Chain, and Lean Leadership. Our hands-on approach ensures active participation, leading to better comprehension, retention, and most importantly, applied capabilities. LeanCor focuses on transferring knowledge that facilitates applied learning and immediate implementation of lean principles, yielding real results in the supply chain. These results include improved revenues, reduced logistics and supply chain costs, leading to higher operating margins for the organization. All training and education may be facilitated in private or public settings with our industry leading education partners. **Courses include:**

Lean Supply Chain	Lean Six Sigma
Lean Problem Solver	Green Belt
Lean Supply Chain Professional	Black Belt
Lean Leadership	Train the Trainer
Train the Trainer	Project Coaching
Custom Programs	Blended Learning
Online Courses (LeanCor Academy)	



# Objectives of a Lean Supply Chain

Visibility

Stability

Standardization

Quality at the Source

Flow - JIT - Pull

Problem Solving

Collaboration

**Strategic: Right Price • Right Quality • Right Source • Right Service**



Supplier Management



International Transportation



Domestic Transportation



Inbound Crossdocking



Trailer Yard Management



Lean Manufacturing



Inter Company Transportation



Distribution Center Management



Outbound Transportation



Customer Focus

**Tactical: Right Product • Right Quantity • Right Time • Right Place**

“We captured more than \$85,000 in phase one by reducing cross shipments and cycle inventory. In phase two, we expect to capture additional savings of \$436,000.”

Fortune 500 Customer, End to End Value Stream Initiative

## Contact Us to Get Started

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Visit our **blog:**  
*The Lean Logistics Blog*

If you are in the Cincinnati or Northern Kentucky area and are interested in touring our Operations Center, we welcome you to call us to schedule a visit.

