

Implementation of Transporeon in Ursa

Conference of the B2B Loco project

Aleksandra Kodrič Zagorc

Portorož, 27.5.2011

Insulation for a better tomorrow



- 1. Presentation of Uralita and Ursa**
- 2. Ursa before Transporeon**
- 3. Why Transporeon**
- 4. Implementation of Transporeon in Ursa**
- 5. Usage of Transporeon in Ursa**
- 6. Results of Transporeon implementation**
- 7. Plans for the future**

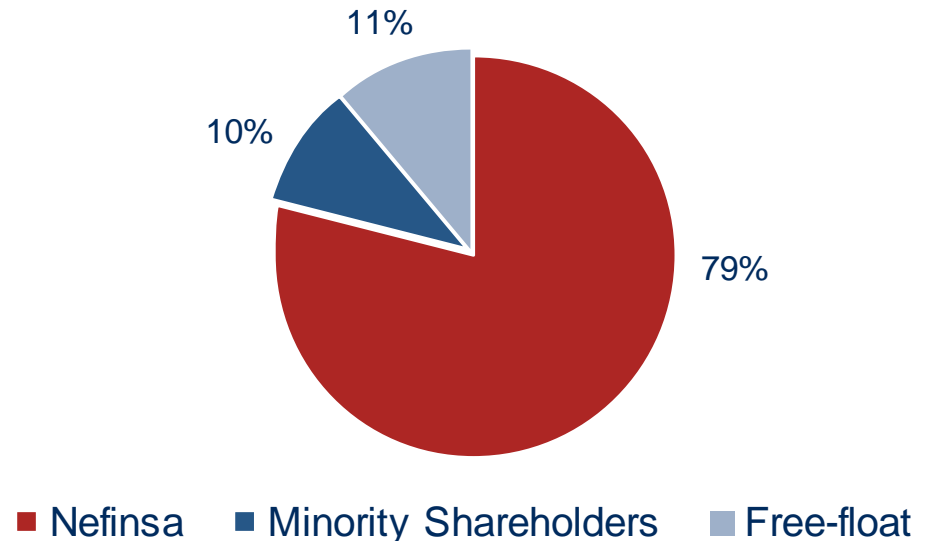
Uralita is a Spanish building materials company listed in the Madrid Stock-Exchange

Uralita's main figures:

- Founded in 1907
- € 683 million sales (2010)
- € 86.6 million EBITDA (2010)
- ~3,078 employees

- 34 production plants
- Sales activities in 39 countries
- Headquarters: Madrid (Spain)

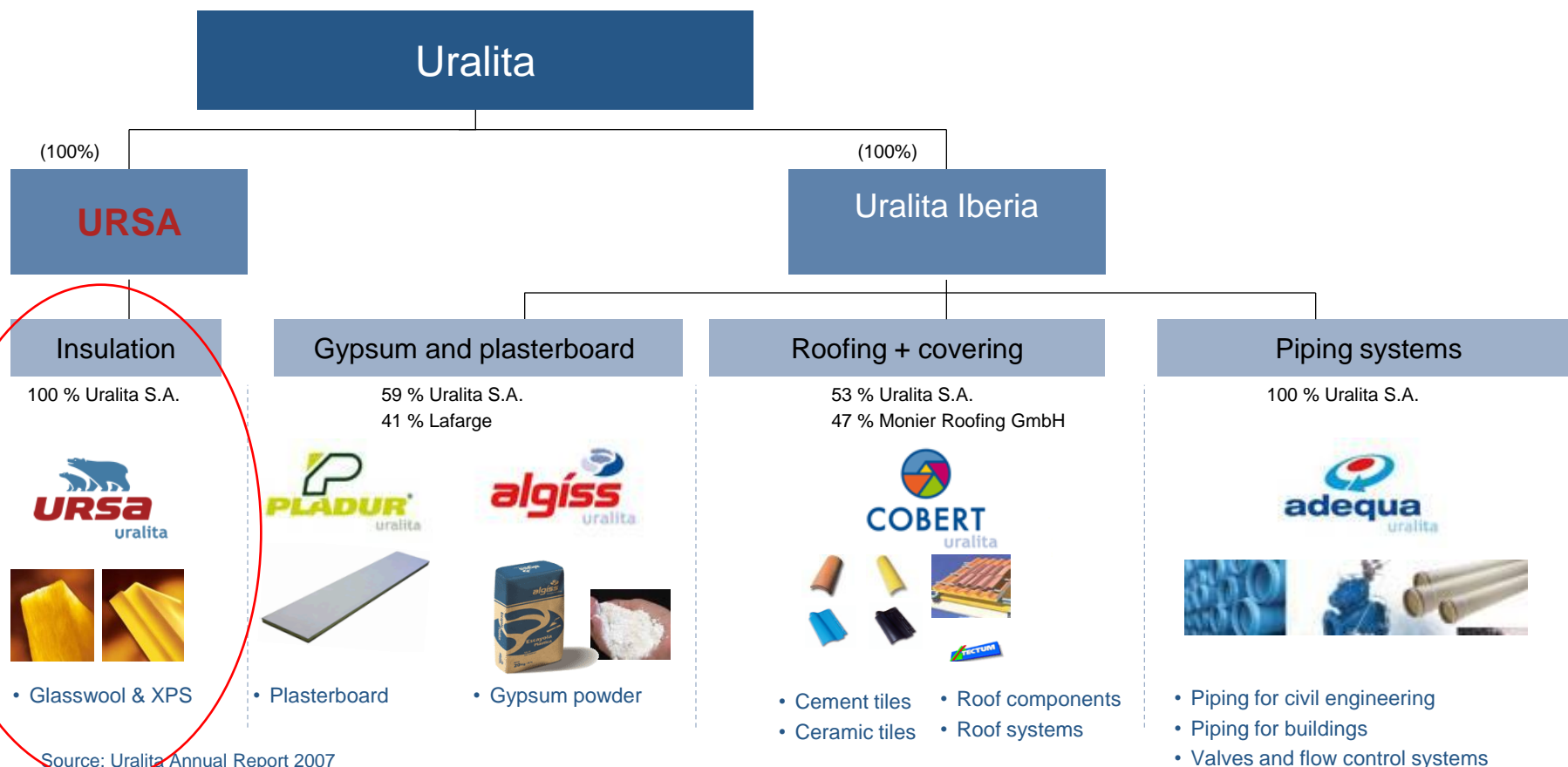
Uralita shareholder's structure



Uralita's divisions

Uralita is organised in 2 divisions:

- Uralita Iberia concentrates on gypsum, plasterboard, piping systems and roofing in the Iberian Peninsula.
- URSA concentrates in the insulation activity in Europe.

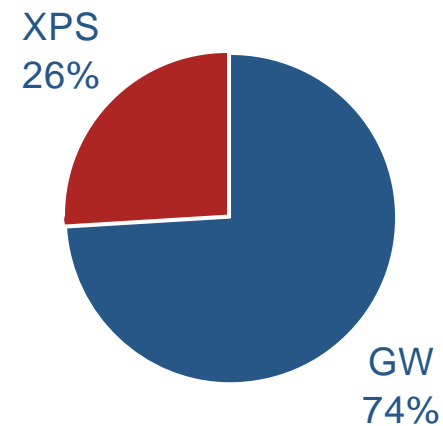


Source: Uralita Annual Report 2007

Main operating figures in 2010

- 1,886 employees
- 14 production sites
- Total sales (2010): € 420 million

Sales per product (2010)



GW = glass wool
XPS = extruded polystyrene

URSA – international presence



14 production sites:

9 plants of GW

- Spain
- France
- Belgium
- Germany
- Poland
- Russia (2x)
- Slovenia
- Turkey

5 plants of XPS

- Spain
- France
- Germany
- Italy
- Russia

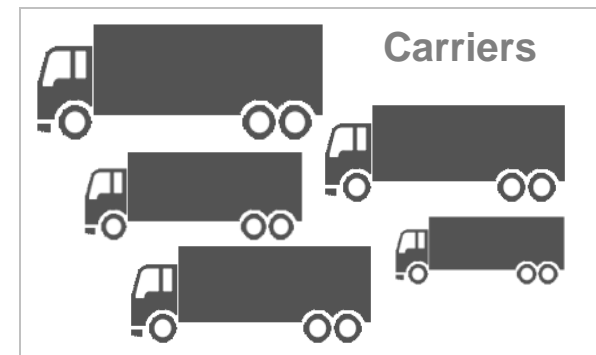
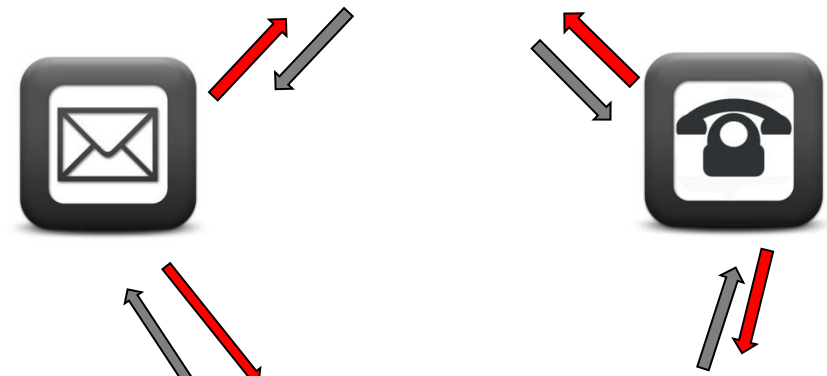
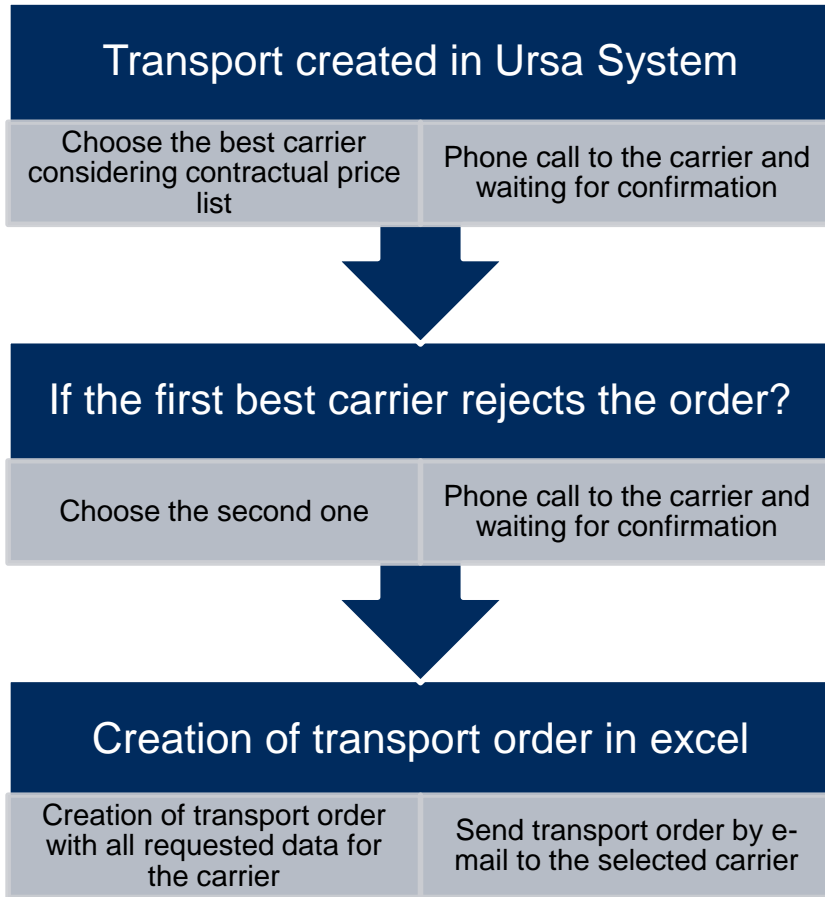


- Headquarters
- Branch
- Production site (Glasswool)
- Production site (XPS)

At URSA, we work to be the preferred energy savings and acoustic comfort partner in the construction business for glass wool and extruded polystyrene, driven by commercial excellence, the most efficient supply chain and the passion of our team.

Insulation for a better tomorrow

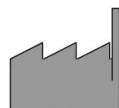
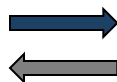




- Deliveries had to be planned with our own suppliers using contractual price lists.
- Searching for transport by phone and e-mail.
- The use of time and human resources was not optimized
- Transport orders prepared manually in excel and sent to the transport company by e-mail
- Higher risk of mistakes and consequently logistic claims

Ursa Slovenija – Why Transporeon?

IN 2010, URSA SLOVENIJA INTRODUCED THE TRANSPOREON PLATFORM WITH FOLLOWING MODULES **TIFLOW** (No-touch order), **TICAP** (Best carrier) AND **TISLOT** (Time slot management for outgoing deliveries)



Employees in
Ursa Slovenija

Carriers

- To optimize a long and costly logistics process
- To optimize work in Customer service
- To reduce mistakes and logistics claims
- To optimize work in warehouse
- To reduce waiting time for loading
- To optimize parking places
- To reduce logistics costs

Implementation of Transporeon platform in Ursa

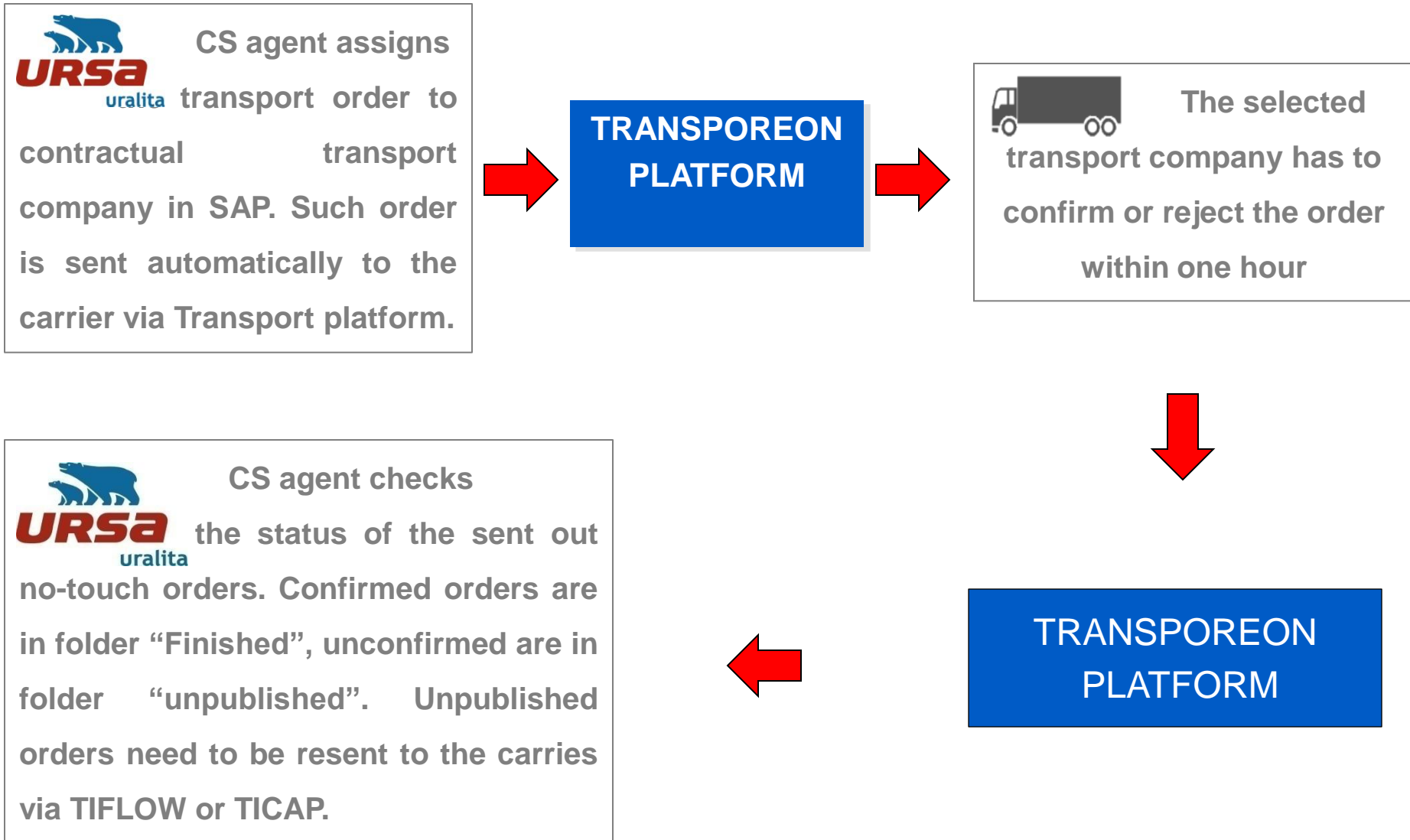


- The pilot project was launched in Ursa Germany with implementation of all modules
- In 2010 we started initiative to implement Transporeon also in Ursa Slovenija and Romania in following phases:

	apr.10	may.10	jun.10	jul.10
Negotiations				
Preparation and confirmation of Blue print				
Preparation of testing environment				
Testing and user acceptance				
Go live				

- Preparation of blue print and testing took 2 months
- Training of Project leader and key users was done remotely by Transporeon
- Training of users took 2 weeks and was done by Ursa project leader
- Training of carriers took 1 day and was done remotely by Transporeon
- The next Ursa plants which will implement Transporeon are France, Belgium and Poland.
- For each country the platform is available in local language.

Usage of “No-touch order”



Screen of Transporeon platform in CS



TISYS V - Logged in at Slovenia - active directory: Finished

File View Carriers Tours Filter Messages Extras Help

Scheduling unit: Slovenia

ID	Binding	Company	Scheduler	City	Telephone	Telefax	Basic price	Offer	Comment
0000503943	2000-01-01 00:00	LTOUR D.O.O.	Leskovsek Zl...	Trebnje	+386 734 82 780	+386 734 82 786	0.00 EUR	Contract pri...	default offer
200066	-	TRANSPOREON GmbH	-	Ulm	+49 731 16906 0	+49 731 16906 99	-	-	-
234731	-	Test Spedition Ursa	-	-	+49	+49	-	-	-
0000500481	-	Craiss Albert GmbH & Co. ...	-	Mühlacker	+49 7041 804-0	+49 7041 804-80...	-	-	-
0000501281	-	Auch Spedition GmbH	-	Annaburg	+49 35385 70 70 0	+49 35385 70 70 ...	-	-	-
0000501284	-	GHP Spedition und Lager...	-	Leuben-Sch...	+49 35241 552 0	+49 35241 52522	-	-	-
nnnn001285	-	Ikon Hans GmbH	-	Manstein	+49 7942 910 10	+49 7942 910 157	-	-	-

Tour Number	Carrier	Unloading Place	Loading D...	Unloading D...	Status	D.	Booked	Arrival
0002315161	LTOUR D.O.O.	AT-9585 Göde...	2011-05-16	2011-05-17	-	-	2011-05-13 14:00:00	2011-05-1
0002313939	Prehit d.o.o.	IT-60030 MON...	2011-05-13	2011-05-11	-	-	2011-05-13 18:00:00	2011-05-1
0002315147	LTOUR D.O.O.	SI-5000 NOVA...	2011-05-13	2011-05-16	0	0	2011-05-13 18:00:00	2011-05-1
0002315016	LTOUR D.O.O.	SI-1275 @MA...	2011-05-13	2011-05-16	-	-	2011-05-13 13:00:00	2011-05-1
0002309502	LTOUR D.O.O.	IT-20020 ARESE	2011-05-13	2011-05-16	-	-	2011-05-13 13:00:00	2011-05-1
0002314717	LTOUR D.O.O.	AT-4840 Vökl...	2011-05-13	2011-05-16	-	-	2011-05-13 13:00:00	2011-05-1
0002315034	LTOUR D.O.O.	IT-33043 CIVI...	2011-05-13	2011-05-18	-	-	2011-05-13 15:00:00	2011-05-1
0002314719	Avto Prevoznistvo KD...	AT-1210 Wien	2011-05-13	2011-05-16	-	-	2011-05-13 11:00:00	2011-05-1
0002314881	Prehit d.o.o.	IT-13876 SAN...	2011-05-13	2011-05-16	-	-	2011-05-13 10:00:00	2011-05-1
0002314715	LTOUR D.O.O.	AT-9500 Villach	2011-05-13	2011-05-16	-	-	2011-05-13 11:00:00	2011-05-1
0002315086	LTOUR D.O.O.	SI-1236 TRZIN	2011-05-13	2011-05-16	-	-	2011-05-13 18:00:00	2011-05-1
0002315085	LTOUR D.O.O.	SI-2310 SLOV...	2011-05-13	2011-05-18	-	-	2011-05-13 16:00:00	2011-05-1
0002315084	GTT FELKAR DARKO ...	SI-9250 GDR...	2011-05-13	2011-05-16	-	-	-	-
0002314716	FILIPIC MARKO TRAN...	AT-6923 Laut...	2011-05-13	2011-05-16	-	-	2011-05-13 14:00:00	2011-05-1
0002314679	LTOUR D.O.O.	IT-31050 VAS...	2011-05-13	2011-05-16	-	-	2011-05-13 21:00:00	2011-05-1
0002314718	FILIPIC MARKO TRAN...	AT-4010 Linz	2011-05-13	2011-05-16	-	-	2011-05-13 16:00:00	2011-05-1
0002314411	LTOUR D.O.O.	IT-20100 MIL...	2011-05-13	2011-05-04	-	-	2011-05-13 20:00:00	2011-05-1
0002315014	LTOUR D.O.O.	SI-@ENTJUR	2011-05-13	2011-05-16	-	-	2011-05-13 15:00:00	2011-05-1
0002314321	LTOUR D.O.O.	IT-85100 POT...	2011-05-12	2011-05-13	-	-	2011-05-12 20:00:00	2011-05-1
0002314178	LTOUR D.O.O.	SI-8340 ČRNO...	2011-05-12	2011-05-12	-	-	2011-05-12 21:00:00	2011-05-1
0002314290	LTOUR D.O.O.	IT-31027 SPR...	2011-05-12	2011-05-11	-	-	2011-05-12 19:00:00	2011-05-1
0002314725	LTOUR D.O.O.	SI-3230 Senjur	2011-05-12	2011-05-13	-	-	2011-05-12 18:00:00	2011-05-1
0002314305	LTOUR D.O.O.	SI-4270 JESE...	2011-05-12	2011-05-12	-	-	2011-05-12 16:00:00	2011-05-1
0002314407	LTOUR D.O.O.	AT-1210 Wien	2011-05-12	2011-05-13	-	-	2011-05-12 17:00:00	2011-05-1
0002314306	LTOUR D.O.O.	SI-KOSTANJE...	2011-05-12	2011-05-12	-	-	2011-05-12 09:00:00	2011-05-1
0002314302	LTOUR D.O.O.	SI-ZREČE	2011-05-11	2011-05-13	-	-	2011-05-11 16:00:00	2011-05-1
0002314174	LTOUR D.O.O.	SI-2000 MARI...	2011-05-11	2011-05-12	-	-	2011-05-11 14:00:00	2011-05-1
0002314310	LTOUR D.O.O.	SI-1000 NOTR...	2011-05-11	2011-05-13	-	-	2011-05-11 16:00:00	2011-05-1
0002313779	FILIPIC MARKO TRAN...	AT-1030 Wien	2011-05-11	2011-05-12	-	-	2011-05-11 17:00:00	2011-05-1
0002313774	LTOUR D.O.O.	AT-9585 Göde...	2011-05-11	2011-05-12	-	-	2011-05-11 17:00:00	2011-05-1
0002313775	FILIPIC MARKO TRAN...	AT-3300 Amst...	2011-05-11	2011-05-12	-	-	-	-
nnn02313778	SPEFD d.o.o.	AT-1030 Wien	2011-05-11	2011-05-12	-	-	2011-05-11 12:00:00	2011-05-1

Delivery Messages

Recipient LTOUR D.O.O.
Stefan pri Trebnjem 36
SI-8210 Trebnje

Telephone +386 734 82 780
Telefax +386 734 82 786

Weight 3005.82 KGM
Volume 37.34 MTQ
Vehicle Collective truck-solo 55m3
Time slot 2011-05-13 18:00:00
Basic price 0.00 EUR
Offer Contract price

TOUR 0002315147

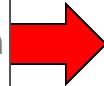
Slovenia

Shipment UP01-8710370408-S105			
Header	Loading place	Unloading place	Misc.
Weight: 975.06 KGM Volume: 11.93 MTQ Loading meters: 0.00 m Distance: 0.00 km	8A10 URSA Slovenija d.o.o. Nova Mesto Povhova 2 SI-8000 Novo Mesto 2011-05-13 - 2011-05-13	GRIM COMMERCE D.O.O. ULICA 15. MAJA SI-6000 KOPER 2011-05-19 - 2011-05-19	Vehicle: Collective truck-solo 55m3 Incoterms: CPT

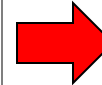
Usage of TISLOT – booking of truck arrival in warehouse



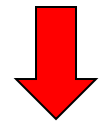
The user of TISLOT is warehouse. Is a tool for WH manger for planning of loading and other operations in WH. WH manager prepares slots for one month in advance and modify them on weekly or daily basis considering loading capacities and working time in WH. In Ursa SI we can load 3 trucks at once from 6:00 till 22:00 from Monday till Friday.



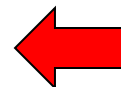
Once the order is confirmed by the carrier, he needs to book the arrival time of the truck in WH. Using the platform he can choose the available time for loading and registers the plate number and mobile phone of the driver. He needs to book a slot latest 2 hours before arrival or latest till 15:00 for arrival after 17:00.



TRANSPOREON PLATFORM
-Reminds the carrier to book a slot in WH
-Informs the carrier if the truck didn't arrive for loading at booked time.



CS agent checks the status of orders using the traffic light. CS manger prepares statistics of sent out, confirmed and booked orders. Based on this we prepare corrective and preventive actions and improve the process continuously.



The carriers can modify the slots latest 1 hour before booked arrival or latest at 19:00 for booked loadings after 20:00.

Screen of Transporeon TISLOT



Ursa Slovenia/Romania - Windows Internet Explorer

https://tsm.transporeon.com/

File Edit View Favorites Tools Help

Chairman and CEO's m... Ursa Slovenia/Romania X

Aleksandra What's new? | Help | Settings | Log off

Navigation

URSA uralita

Location: Ursa Slovenja d.o.o.

Gate: Standard

Calendar: May 2011

71/84

Select view: All

Time Slot	Tue, 2011-05-17	Wed, 2011-05-18
06:00	Standard 32/42 Free	Standard 39/42 Free
07:00	Reserved Ermo Transport Jo,e Turk Loading type: Delivery Licence plate number: XPS Reserved LTOUR D.O.O. Loading type: Delivery Licence plate number: XPS 0002315598 LTOUR D.O.O. Loading type: Delivery Licence plate number: NM 23 84P/56 48 NM Driver mobile No.: 00386-31-671-893	Free
08:00	Free	Reserved Ermo Transport Jo,e Turk Loading type: Delivery Licence plate number: XPS Reserved Prehit d.o.o. Loading type: Delivery Licence plate number: XPS Reserved LTOUR D.O.O. Loading type: Delivery

Done

start SAP Logon... Inbox in st... Slovensko... Uvedba Tr... Prezentacij... Veliki angl... Ursa Slove... Tislot - Me... 13:53

- 1. 2% saving in fix logistic costs due to implementation of no-touch order and time slot management modules**
- 2. Transparency**
- 3. Optimization of work in CS as following:**
 - **Reduction of manual work**
 - **Less communication by phone and e-mail**
 - **Lower risk of mistakes and claims**
 - **Higher productivity**
- 4. Optimization of work in warehouse as following:**
 - **Better planning of work and usage of resources**
 - **Better liquidity without waiting time**

- 1. Start of “Best carrier” usage**
- 2. Enlargement of pool of carriers (Ursa group carriers and Transporeon carriers)**
- 3. Implementation of TITRAC (following of the truck in transit and feed back via SMS)**
- 4. Implementation of TICONTRACT (logistic tendering platform).**

Contact of Transporeon project leader

Aleksandra.kodric@uralita.com

Or Logistic director

Marina.lindic@uralita.com

Hvala za pozornost
Gracias por su atención
Thanks for your attention
Danke für Ihre Aufmerksamkeit
Спасибо за внимание

Insulation for a better tomorrow

