

TECHNICAL VALUE-ADDED SERVICES



Pre-sales light manufacturing and postponement activities

For some import markets and key customers, technology companies may need to assemble, localize, customize, and kit specific goods before delivery. It may be necessary to undertake these activities in a clean room environment.

TYPICAL BUSINESS CHALLENGES

- Minimizing finished goods inventory
- Enabling inventory risk pooling
- Preparing customized orders
- Cutting delivery lead times
- Improving sustainability
- Managing the clean room



DHL SOLUTION

This solution provides added-value pre-sales (forward logistics) technical services. It includes post-manufacturing services such as localization, customization, and postponement activities. If required, these services can be performed in the static-free, sterile environment of a clean room.

SOLVING YOUR BUSINESS CHALLENGES

- ✓ **Minimizing finished goods inventory** – Reduces the volume of preconfigured products on shelves; tight coordination of production, finishing, and delivery schedules
- ✓ **Enabling inventory risk pooling** – Keep inventory levels low and avoid stockouts; aggregate materials demand across multiple products
- ✓ **Preparing customized orders** – Allows flexibility in manufacturing and product diversification; highly configurable products to precisely fit customer/user specifications
- ✓ **Cutting delivery lead times** – Reduce time to market with efficient forward logistics
- ✓ **Improving sustainability** – Helps companies to meet environmental goals
- ✓ **Managing the clean room** – Single point of contact on site; asset cleaning; component part replacement; component and modular repair; electrostatic discharge (ESD) protection; warranty management; full diagnostics testing; fault history check; repair stock management; blow-out and ultrasonic cleaning facilities

A COMBINATION OF VALUE-ADDED, SUSTAINABLE PRE-SALES TECHNICAL SERVICES

 Materials mgmt	 Assembly	 Clean Room	 Custom/Kitting	 Deployment	 Asset Recovery	 Disposition	 Repair
• Demand Planning • Sourcing • Procurement svcs • Inventory Financing • I2M	• Integrated Services for building the final product for delivery to end users with semi-finished parts • BTO/CTO	• ESD Environment • Screening • Cleaning • Repair • Repacking	• Consolidation • Configuration-HW • Software upgrade • Cable cutting • Stamping/Printing • Change management	• Staging • Technical Delivery • On-site installation	• Life cycle management; • De-installation; • Triage / local recycle; • Dismantling; • Data wiping; • Stock management; • Legal compliance	• Diagnosis and screening; • Separation of parts for recycling / refurbishment / repair / resale / re-use	• FRU • Whole unit; • Board/Component • Specialist staff, equipment, facilities and services;

TECHNICAL VALUE-ADDED SERVICES



KEY BENEFITS FOR YOUR BUSINESS



EXPERIENCE

Extensive experience in pre-sales light manufacturing services



QUALITY CONTROL

Highest standards in forward logistics



STOCK VISIBILITY

Process automation optimizes stock management



COST EFFICIENCY

Better value than in-house or third-party execution