

Orthopedics network design

An FSL network study for Germany improve availability and generate € 4,8m in missed yearly sales. One-off set-up of € 500k and annual run cost of € 1,77m brining a one-off saving of € 9,94m and an annual saving of € 2,15m.

- ✓

Increase stock **availability** (EUR 4,8m in missed sales 2022), **flexibility** and **visibility**
- ✓

More **reliable** same day service for urgent replenishments – 65,2% reached in 2 hours and 99,6% in 4 hours
- ✓

Optimize **stock re-balancing** between hospitals and **wild returns**
- ✓

Enable sales reps to **focus** more on **core business** (€ 1m / year)
- ✓

FEFO orders out of the FSL's
- ✓

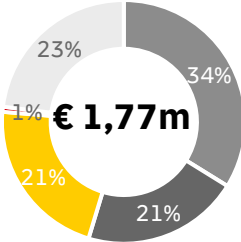
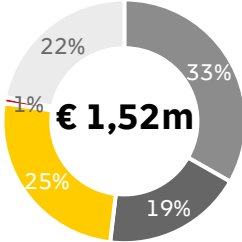
FSL can act as additional **pick-up** and **drop-off** location
- ✓

VAS – **labeling RFID tags** to parts
- ✓

Leverage solution for other countries/BU's (e.g. Robotics spares)
- ✓

Further **streamlining** and **improvement** over contracting period – starting year 3

5 year financials

		Yearly Budget Year 1-2		Yearly Budget Year 3-5	
		€ 400-500k (one-off)		OR € 123k (amortized over 5 years)	
Set-up	FSL Implementations (local)				
	IT Implementation (central)				
	Overall Coordination				
Annual Run	Same Day Transportation				
	Next Day Transportation				
	FSL run cost				
	IT run cost				
	Command Center & Management				
Savings	One-off stock value reduction	€ -9,94m		€ -1,85m	
	Annual cash saving (15% of stock value)	€ -1,49m		€ -1,49m	
	Expiry avoidance	€ -660k		€ -1,08m	

