

## OUR MARKET FOCUS



### NON-CONSUMER GOODS

Raw Materials, Packaging and Shopfittings



### HARD GOODS & DURABLE GOODS

Appliances, Electronics, Furniture and Storage

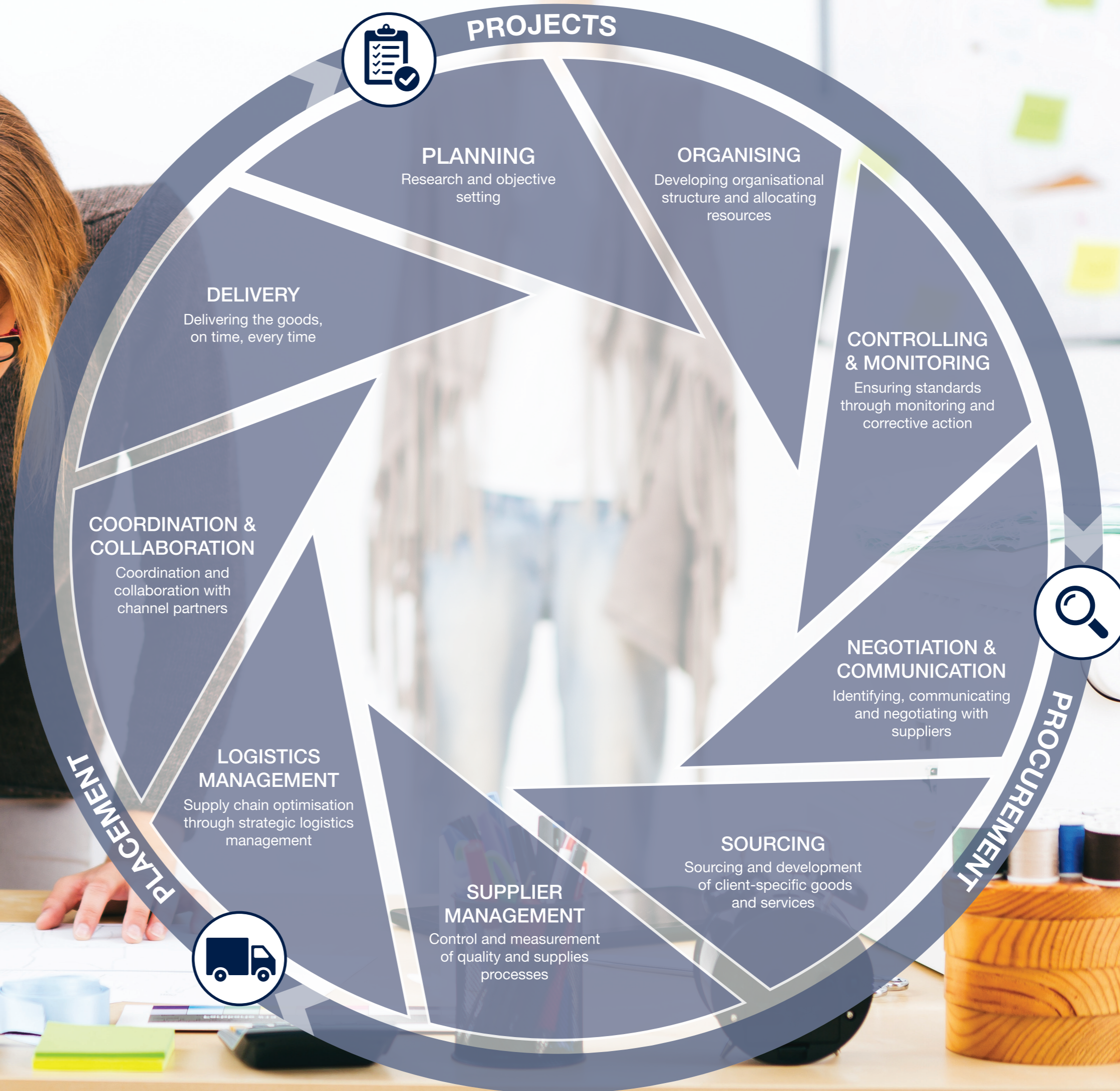


### SOFT GOODS & CONSUMABLES

Clothing, Footwear, Homeware and Stationery

## WHAT WE DO

As companies continue to source and distribute products in multiple markets around the world, they will require the extensive operational and logistics solutions that Santova is perfectly positioned to provide.



## HOW WE DO IT

**Efficiency and effectiveness through 'virtual' end-to-end supply chain information.**

### Client-centric

As an in-house package we are able to accommodate client-specific requests and adaptations/additions to the software and interface with client systems.

### Sophisticated Software Packages

Leading-edge technology acts as the central nervous system of supply chains, enabling real-time information, visibility, control and improved decision making.

### Integrated Supply Chain Optimisation

Through the use of one IT interface, we're able to ensure end-to-end supply chain optimisation, facilitating:

- Order processing and control
- Shipping instructions
- Scheduling
- Track and trace
- Foreign exchange control
- Forecasting
- Delivery scheduling
- Inventory control
- Electronic documentation distribution
- Multiple costings (EXW, FOB, CIF)
- Statistical reporting
- Management reporting
- Intelligence 'hub' or 'data bank'
- Efficiencies and effectiveness

### Proactive Notification Capabilities

Our proactive notification capabilities enable monitoring of supply chain components by exception.

### Improved Relationships

Accurate, updated delivery forecasts and web access to real-time status reports or tracking information is key to building relationships between supply chain participants.

### Electronic Data Interchange

Unlocking supply chain data allows access to all data for analysis, statistical report writing and management by exception.

## WHO WE ARE

Santova is a specialist global retail trade solutions business listed on the South African stock exchange with offices throughout South Africa, Ghana, Mauritius, Australia, Germany, the Netherlands, the United Kingdom, Hong Kong and mainland China.

Santova's strategic global presence and diversification in terms of geographies, currencies, industries, products and services focuses on managing a network of interconnected activities for multinational retailers, including planning, organising, procurement and logistics from origin to point-of-consumption.

Santova has made significant investments in intellectual capital and innovation to ensure that it is at the forefront of meeting and leveraging off rapidly changing consumer demand.

With continuing intense competition and pressure on price and margins that will continue into the foreseeable future, Santova is well placed to leverage off a borderless and integrated world economy that is driven by globalisation and technological advancements.



PROJECTS



PROCUREMENT



PLACEMENT

## SANTOVA ADVANCED SUPPLY CHAIN SERVICES

Channel Strategy Development	Supplier Scorecards/Metrics
Supply Chain Risk Mitigation	Defining and Structuring Managed Services or KPIs
Inventory Management/Optimisation	Distribution Network Planning
Cost-to-Serve Analysis	Business Process Definition and Re-engineering
Demand Driven Planning	Business Case Development
Project Management	

## SANTOVA VALUE-ADDED SERVICES

Strategic Sourcing	Quality Control	Inventory Optimisation
Sequencing	Pack-for-Store	Supplier Management
Consolidations	Deconsolidations	Built-to-Order
Production Planning	WMS Management	Supply Chain Audit
Cross-docking	Merge in Transit	Labelling
Optimal Channel Selection	Scan and Pack	Demand Planning
Reverse Logistics	Purchase Management	Electronic Data
Integrated Available-to-Promise (ATP)	Distribution Network Optimisation	

## RETAIL SECTOR CHALLENGES

Quality Management	Barriers to Entry	Cash Flows
High Logistics Costs	Short Shipments	Late Deliveries
Poor Communication	Limited Visibility	Expensive Distribution
Inventory Management	Slow Response	POS Data Accuracy
Lack of Agility	Demand Variability	



INNOVATIVE SOLUTIONS. ENDLESS POSSIBILITIES

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## Global Retail Solutions

PROJECTS | PROCUREMENT | PLACEMENT

