

# Design and realization of Distribution Centers (DCs)

The one-stop-shop approach from EFESO

Friedrichshafen | September 2024



**EFESO**  
MANAGEMENT CONSULTANTS



# EFESO is one of the world's leading international 'pure play' consulting firms, specializing in Industrial Operations and Performance Improvement

- A fast-growing pure player, operating globally
- Serving **Process Industries, Discrete Manufacturing, Infrastructure-based Services and Private Equity**
- Helping **transform, boost and/or build** operations
- Offering **Operations, Supply Chain, Idea-2-Value** support, fully integrating **Process, Human, DigiTech and Sustainability** dynamics
- Working **side-by-side** with clients to **accelerate** their progression towards completely **future-proofed** operations



**+900**

Consultants with hands-on experience in the industry

**45**

Nationalities in **>30 offices** worldwide

**+1,000**

Projects in **>75 countries** annually

**+10**

Average savings multiple of consulting fees

## Our group-wide awards

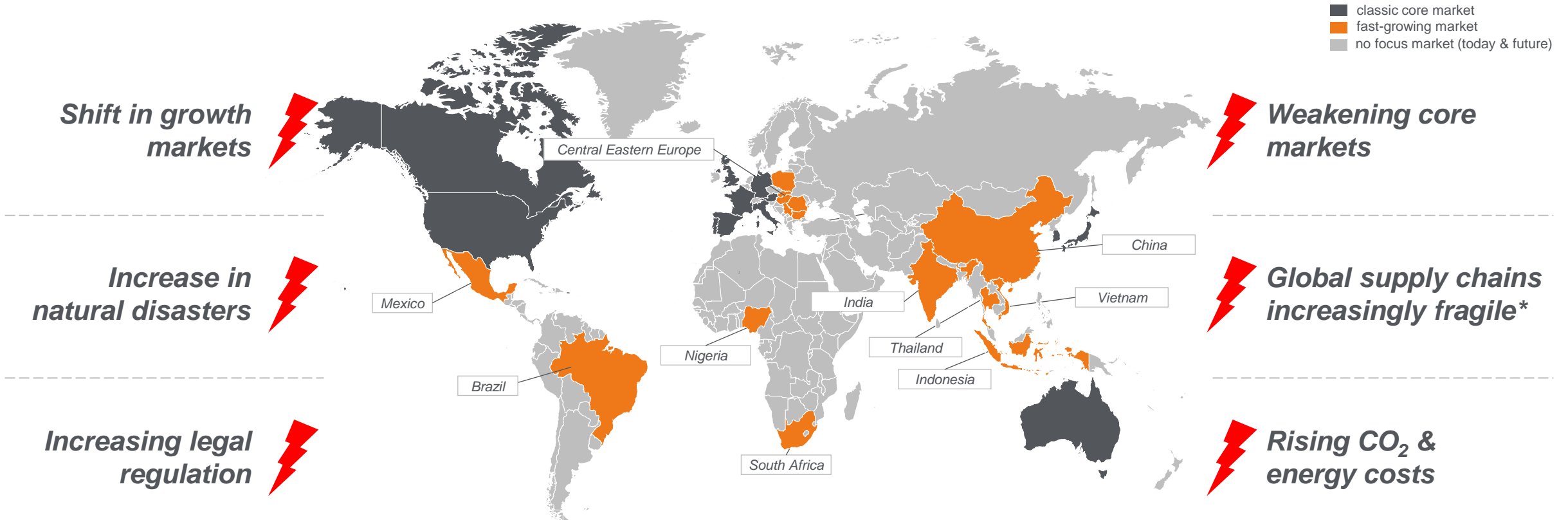


... and there are many more.



# Global supply chain networks are being impacted by shifts in global markets and geopolitical challenges and need to be adjusted

## Future key markets and challenges at the example of automotive sector



Most companies need to review and adapt their supply chain due to these challenges.

# Adapting supply chains for resilience and competitiveness has become a strategic imperative

## Current campaigns by companies based in DACH w/ global SC\*

**59%** see **energy security and costs** as the main reason for investing in other countries



**33%** plan to **relocate their production** in general



**29%** of the **core sectors** of mechanical engineering, industrial goods, and automotive **are drawn to the USA**



**59%** are **affected by** increased **regulatory** requirements



**36%** think **greater need for action by government is necessary** to remain competitive with other locations



**50%** emphasize the **importance of transparency and communication** to increase resilience

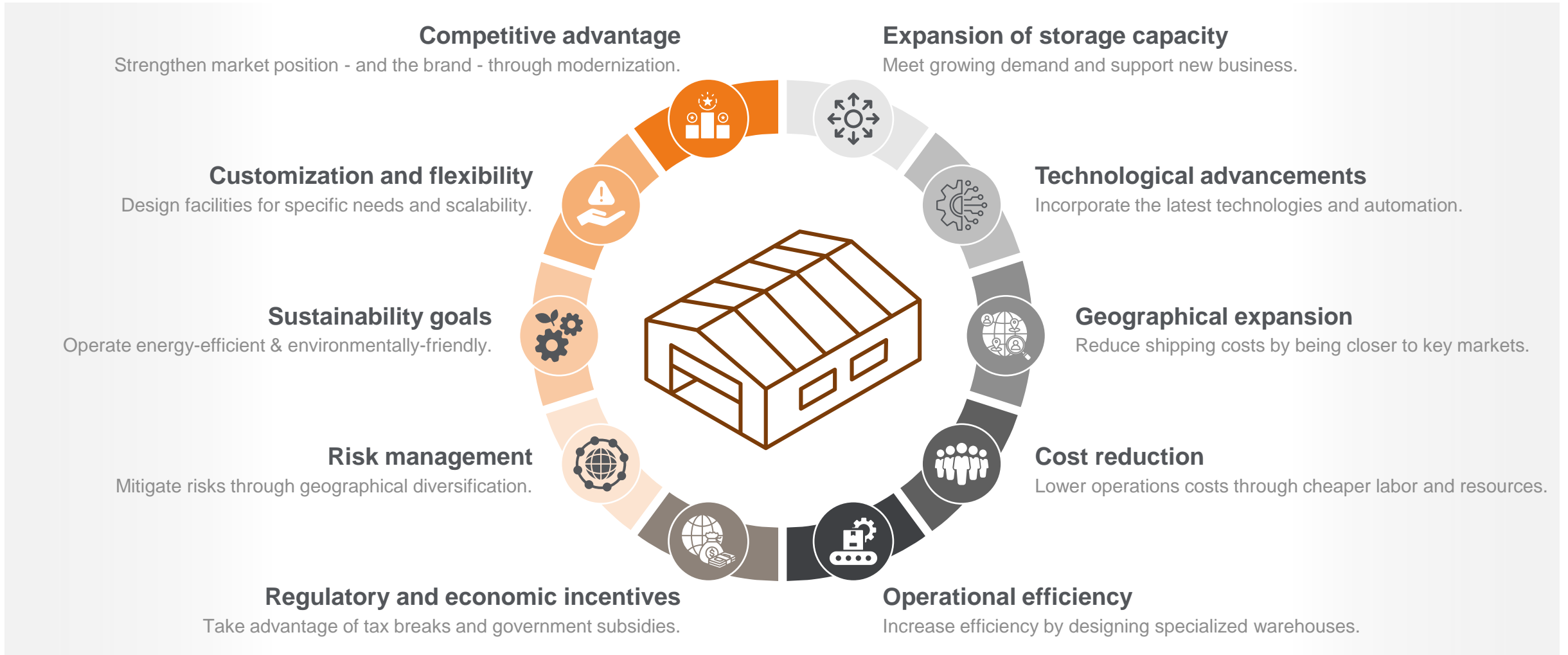


## Conclusion

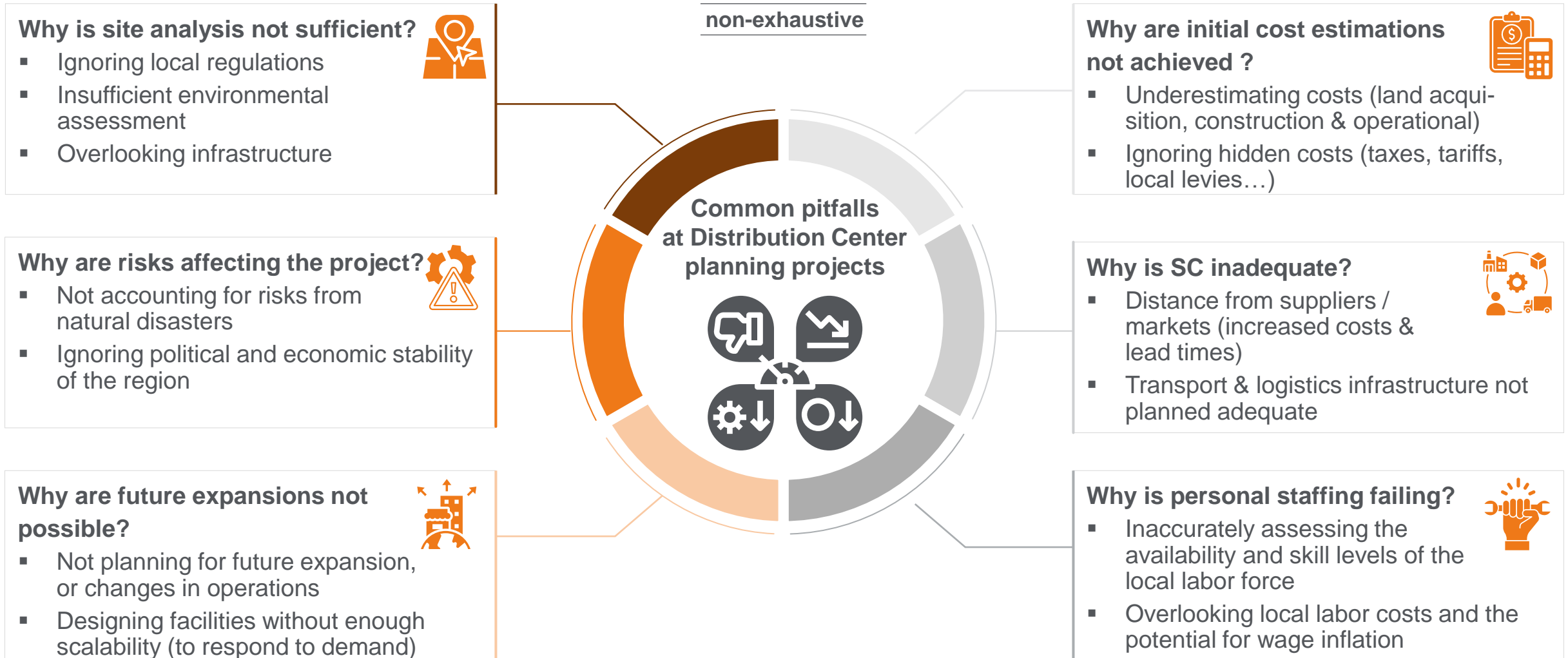
Companies are **transforming** their supply chains with a focus on **agility, resilience, and comprehensive supplier management**



# The need to build new Distribution Centers (DCs) is driven by several imperatives: each of these factors can contribute to a company's long-term competitive advantage



# What are the significant hurdles by designing and realizing distribution centers, wherefore an experienced partner is invaluable?








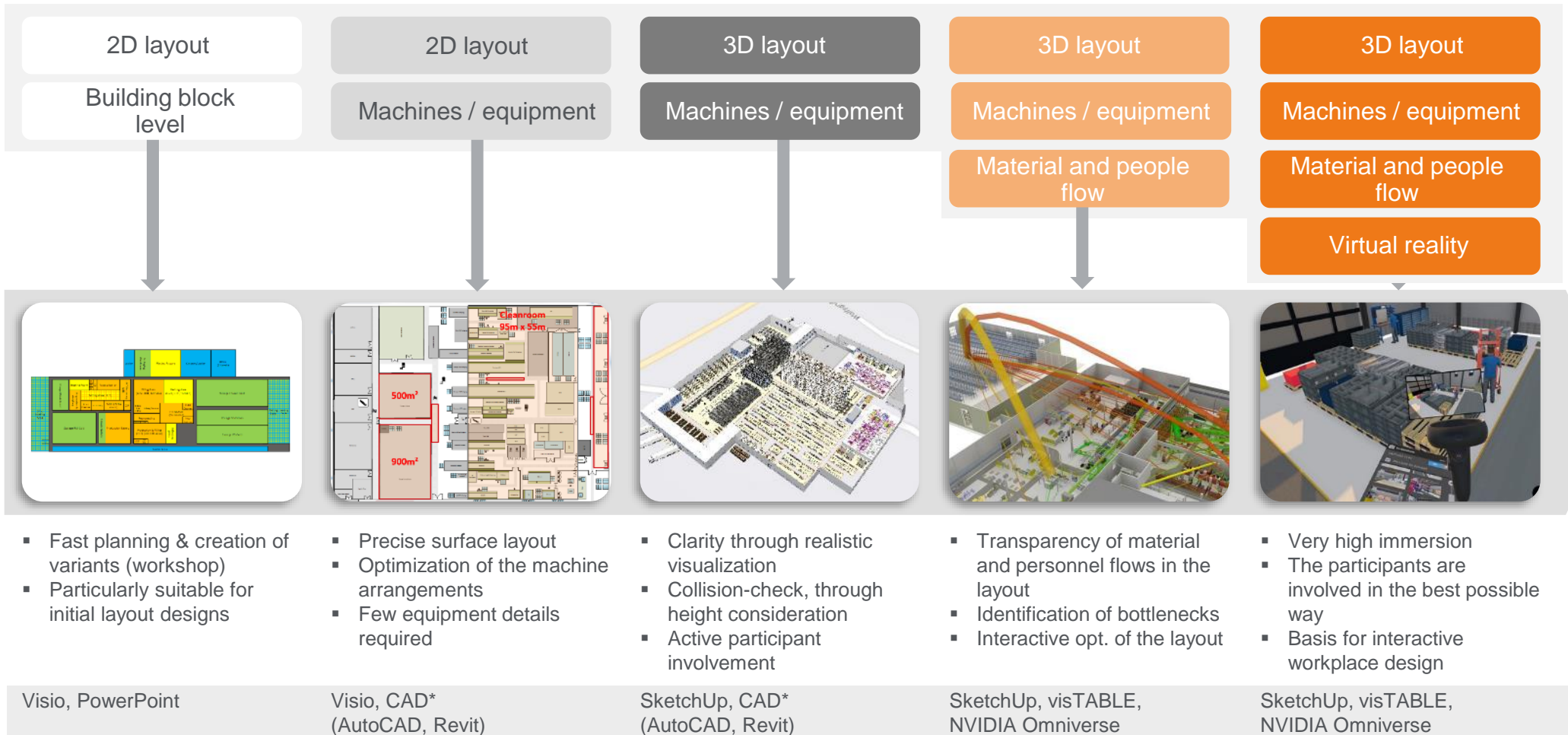
# We can provide our customers with our holistic 'one-stop-shop' solution, all the way from initial ideation to SOP

## EFESO's 'one-stop shop' DC capabilities and service offerings



# Our tools for 'digital DC' planning enable dynamic simulations, professional layout and material flow optimization, across all planning phases

-  Visualization
-  Level of detail
-  Flow optimization
-  Interaction
-  Benefit



-  Tools

Extent of planning support

\* AutoCAD & Revit  
 2D = D2 dimensional; 3D = 3 dimensional



# In the last few years alone, numerous successful programs across all sectors have been delivered, including for many leading automotive OEMs and Tier-X players



## Experience within operations optimization, DC planning, and set up of new buildings

### Germany



- Leading head pump producer
- Mould-tool manufacturer
- Wood construction manufacturer
- Leading compressor valves producer
- 1<sup>st</sup> and 2<sup>nd</sup> tier automotive supplier
- Leading sanitary goods producer

### Italy



- Luxury OEM manufacturer
- 1<sup>st</sup> and 2<sup>nd</sup> tier automotive supplier
- Agricultural machinery producer

### Czech Republic



- Leading crane producer
- Leading high-tech electronics
- Leading machine building producer

### Hungary

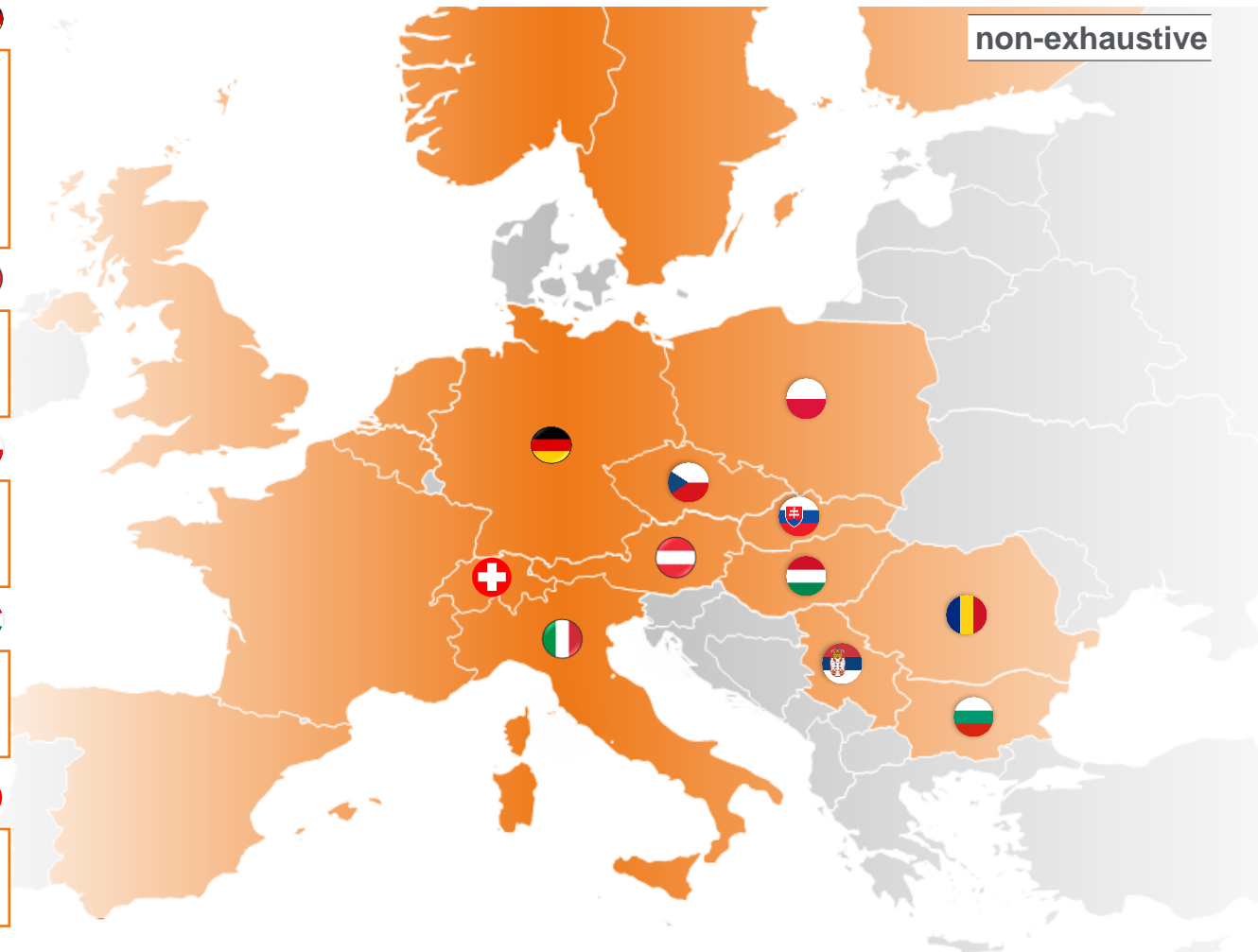


- 1<sup>st</sup> tier automotive suppliers
- Leading chemicals producers
- Leading high-tech electronics

### Switzerland



- Leading pharma packaging manufacturer
- Leading F&B packaging manufacturer



### Poland



- 1<sup>st</sup> tier aerospace supplier
- Leading household products
- Leading heat pump supplier
- Leading electro hardware

### Slovakia



- 1<sup>st</sup> tier automotive supplier

### Romania



- 1<sup>st</sup> and 2<sup>nd</sup> tier automotive
- 1<sup>st</sup> tier tire manufacturer
- 1<sup>st</sup> tier gearbox supplier
- 1<sup>st</sup> tier supplier aerospace
- Leading electronics supplier
- Pharma producer

### Bulgaria



- Leading supplier for construction

### Serbia



- Leading hardware supplier for retail
- Leading energy solutions provider

### Austria



- Special vehicle manufacturer
- Railway equipment manufacturer
- Head pumps & systems manufacturer

## YOUR CONTACTS:



### **Dr. Kenneth Sievers**

TSETINIS-EFESO

*Partner*

 +49 151 649 63427

 k.sievers@tsetinis.com





### **Alexandru Popovici**

EFESO Management Consultants SRL

*Managing Director*

 +49 170 7048978

 a.popovici@tsetinis-efeso.com





### **Christian Scharner**

TSETINIS-EFESO

*Principal*

 +49 170 7651 106

 c.scharner@tsetinis.com





Co-Creating the Industrial Future

[WWW.EFESO.COM](http://WWW.EFESO.COM)

**EFESO Management Consultants SAS**

117 Avenue des Champs Elysées  
75008 Paris  
France

Phone: +33 1 53 53 57 00  
Mail: info.france@efeso.com

**Ing. Tsetinis Beratungs GmbH**

Kellau 151  
5431 Kuchl / Salzburg  
Austria

Phone: +43 6244 20255 0  
Mail: office@tsetinis.com

**EFESO Management Consultants S.R.L**

31 General Ernest Broşteanu Street  
Bucharest, 1st district  
Romania

Phone: +43 6244 20255 0  
Mail: info.romania@efeso.com

**ROI-EFESO Management Consulting AG**

Inferneriestrasse 11  
80797 Munich  
Germany

Phone: +49 89 121590 0  
Mail: kontakt@roi-efeso.com

**ARGO-EFESO Global Operations Consultants**

455 N. Cityfront Plaza Dr., Suite 2750  
Chicago, IL 60611  
USA

Phone: +1 847 778 5097  
Mail: info@argoconsulting.com