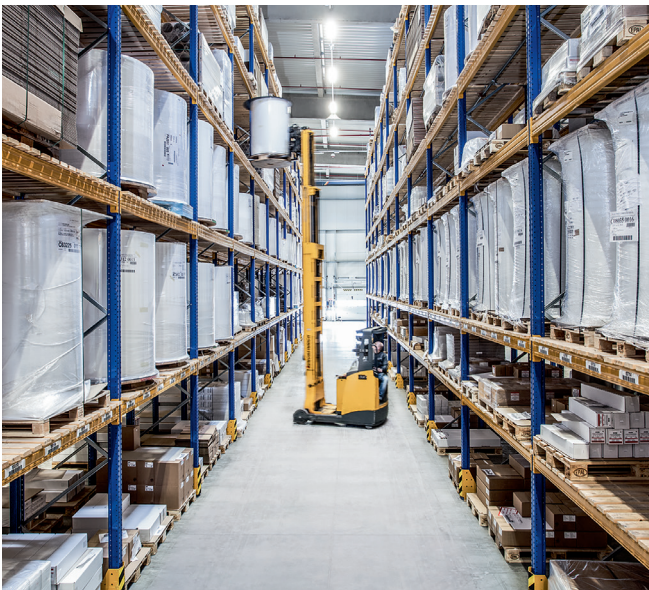


Consulting: Impulses for Innovative Logistics

The NOSTA Group offers its customers innovative and individual consulting services on an equal footing. Whether holistic consulting or targeted analysis of individual process sequences – in consulting, the NOSTA Group has made it its task to bundle decades of expertise as an internationally active full-service logistics service provider as well as the experience from the “daily business” and to communicate it effectively to third parties. Above all, this enables customers to concentrate on their core competence.

Industry Know-how and Proven Logistics Concepts

With over 40 locations worldwide and more than 800 employees, the NOSTA Group has been successfully operating in the logistics industry as a full-service logistics service provider for over 45 years. Comprehensive industry knowledge and tried and tested logistics concepts are used



daily in our own company. Thanks to its versatile service portfolio, the NOSTA Group has developed over the past decades into an experienced expert in warehousing, transport, contract logistics and value-added services. The special feature of the NOSTA Group: depending on the requirement or question, the respective consulting team consists of different experts.



Change of Perspective to a Successful Experience

The smooth running of supply chain processes today requires an in-depth understanding of the logistical inter-relationships of the respective industry. Frank Werner, Head of Contract Logistics at NOSTA Logistics GmbH, is also aware of the complexity of today's production and supply chains: “The demands placed on logistics are becoming increasingly complex and the demands placed on supply chain processes that are as fast and smooth as possible are increasing. Many companies have to question their tried-and-tested processes - and redesign them if necessary.” Established structures and working methods make it difficult for the company concerned to identify and implement optimization potentials. A change of perspective can help to detect weaknesses in existing processes: As an independent third party, the NOSTA Group meets the logistical challenges of its customers. With a wide range of experience in different industries and knowledge in the creation of innovative, technology-based concepts, it supports the development of tailor-made logistics solutions and offers consulting services in the areas of logistics processes, supply chain, transport management and warehousing.

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The Three Steps of the Consulting Process

“Even if the requirements vary from case to case, the approach always remains the same: starting from the specific problem definition, our project employees, together with our customer, capture the precise objective of the project in the first step”, explains Frank Werner. Once the scope of the project has been defined and the project expenditure and the necessary resources have been determined, the analysis and concept phase begin. In the first step, a data analysis and recording are carried out. This is followed by the planning of a rough concept including the creation and evaluation of variants as well as the concept presentation, discussion, and decision. In the final, third step, a detailed planning of the concept is developed, and the measures are implemented as required.

Success Speaks for Itself

The NOSTA Group consulting team has already implemented these methodical steps in a variety of customer projects and has successfully advised numerous companies on various issues. The following practical examples show what successful consulting at the NOSTA Group can look like:

“A plastics processing company asked us to investigate the internal material flow”, recalls the contract logistics specialist at the NOSTA Group. An expert interview initially helped to understand how the original layout of the company’s premises as well as the individual production and storage halls had come about. Process recording within and between the individual halls as well as the departments involved then made it possible to compile an evaluable data basis. With the help of the combined data of incoming and outgoing goods from the ERP system, moving data from the ERP system and delivery note and Avis structures, the presumed process inefficiencies became visible. “On this basis, we were able to present our customer with a holistic process redesign including implementation recommendations from the area of change management and to support them in the implementation”, Frank Werner summarizes the success.

Preparation of a Storage and Construction Concept

“In another case, one of our existing customers, a manufacturer from the Paper & Packaging division, approached us with the request to create a storage and construction concept. Initially, it was necessary to develop a volume framework

and existing structures that were to be housed in the new logistics center”, explains Frank Werner. Process recording of the pallet handling and other activities was initially used to record the current flow of goods. On this basis, the next step was to measure the optimal shelving and storage zone division and the need for different forklift trucks and racking systems, adapted to the stored goods. Together with the general contractor and a shelf construction company from the NOSTA network, a shelving concept with different levels of automation was developed in the final step. A cost-effectiveness calcu-



lation with several scenarios over several years finally offered the customer a detailed assessment of the profitability of the developed concept.

Concept Development for a Consignment Warehouse

The planning of a demand-oriented warehouse concept was also in demand in the following practical example. “One of our existing customers, a corrugated paper manufacturer, asked us in 2018 to create a consignment warehouse concept for one of its customers. With this type of warehouse, the goods are taken from the production, stored close to the customer, and then introduced just-in-time to the manufacturing company’s production lines”, remembers Frank Werner. In the analysis and design phase, the cooperation between the individual partners and the quantity of goods to be stored was first inspected. The development of the warehouse layout and a process flow modeling also required the definition of the space requirement in the

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warehouse as well as the storage types and processes of the warehouse flow. In addition, the possibility of a real estate solution was examined in the final concept and the business processes were developed with an appropriate IT concept and a transport concept. "This is a fine example that we not only act as consultants, but also try to create new business for us, which arises from the consultation", Frank Werner summarizes the successful conception.

The Rewarding View from the Outside

All practical examples have one central aspect in common: In the first step, optimization requires the recognition of possibilities for improvement. Often, however, it is difficult for those responsible in logistics to identify unused potentials due to "professional blinkers". In this case, a view from outside is worthwhile. Only the analysis and evaluation of an independent third party creates a neutral perspective on topics and processes. Often, a company that focuses on production is lacking capacities and often the necessary distance to question its own processes and identify potential for improvement. From the outside, processes can be made clearer by means of IST analyses. With the help of transparency, the NOSTA Group optimizes processes and saves time and, above all, costs. "In this way, we at the NOSTA Group offer our customers a profound decision-making basis in the form of an innovative and practice-oriented concept as well as tailor-made, business-oriented logistics solutions", sums up Frank Werner.

A Close Relationship with our Customers

At the NOSTA Group, the focus is on close customer relations. The orientation to the individual needs of the customers enables the conception of tailor-made solutions in a variety of problems. "In many cases, customers have different logistics know-how and possess their core competencies mainly in the production or marketing of their products. The logistical process is often only a marginal issue", explains Werner. An external consultation by the NOSTA Group should provide a remedy. "The NOSTA Group sees itself as a logistics expert and offers comprehensive support in this case. In developing concepts, we draw on a practice-oriented team and the decades of expertise of the entire company. The methods and instruments of optimization are always one thing above all: individual, pragmatic and innovative."

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NOSTA Group:

More than 800 employees. Over 40 locations worldwide. Successfully operating in the world of logistics for more than 45 years. As an international full-service logistics provider, the family-run NOSTA Group not only offers freight transportation by all modes of transport but is also one of the leading providers in the fields of warehousing, contract logistics, eCommerce and logistics consulting. In addition to the optimal planning and execution of logistics processes, NOSTA Group focuses on developing customized industry solutions and groundbreaking concepts for its customers. High-quality logistics services, reliability and customer proximity always take center stage for these logistics experts.