



TNT SHOWCASE

MANUFACTURER OF MEDICAL DEVICES

An American company and world leader in medical device technology and therapies. It serves the European market from its European Operations Center in Heerlen.



THE PEOPLE NETWORK

EVERY 3 SECONDS OUR CUSTOMER'S MEDICAL PRODUCT IMPROVES A PERSON'S LIFE

THE CHALLENGES



SPEED IS OF THE ESSENCE

Delivery of Customer's products to hospitals during opening hours is the first step to save lives.



DESTINATION COMPLEXITY

Hospitals have complex infrastructures and may be located in remote areas. Delivery to the doctor at an exact time is a challenge that only experts can meet.



SUPPLY CHAIN INEFFICIENCY

With high consignment stocks in hospitals plus stocks at Customer's local warehouse in Madrid, it's difficult to get a complete picture of goods in transit and returns.



TNT'S SOLUTION



Next day pre 9:00am delivery through partnership with MRW

CUSTOMER SEES MANY BENEFITS AND REDUCED COST

STREAMLINED DISTRIBUTION

through direct delivery from the
distribution centre to hospitals

LESS HANDLING POINTS

results in less product damage
and the reduction of overall
transportation budget by **10%**

The local customer's
**WAREHOUSE CAN
BE DOWNSIZED**

FULL CONTROL
over the distribution
process is achieved



**REDUCE LEVELS OF
CONSIGNMENT INVENTORY
STOCK** kept in the hospitals

WITH A SOLUTION FOR PRE 9:00AM DELIVERIES TO THE HOSPITALS IN SPAIN & PORTUGAL

1

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TNT picks up the shipment from customer's distribution centre in the Netherlands

**2**

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Shipment is uplifted on a commercial flight from Brussels to Madrid or Lisbon

**3**

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Upon arrival in Madrid, the shipment is injected directly into the domestic network for delivery before 9:00am

**4**

...

Deliveries are handled using a combination of TNT's core premium services and last mile dedicated deliveries through a partnership with MRW

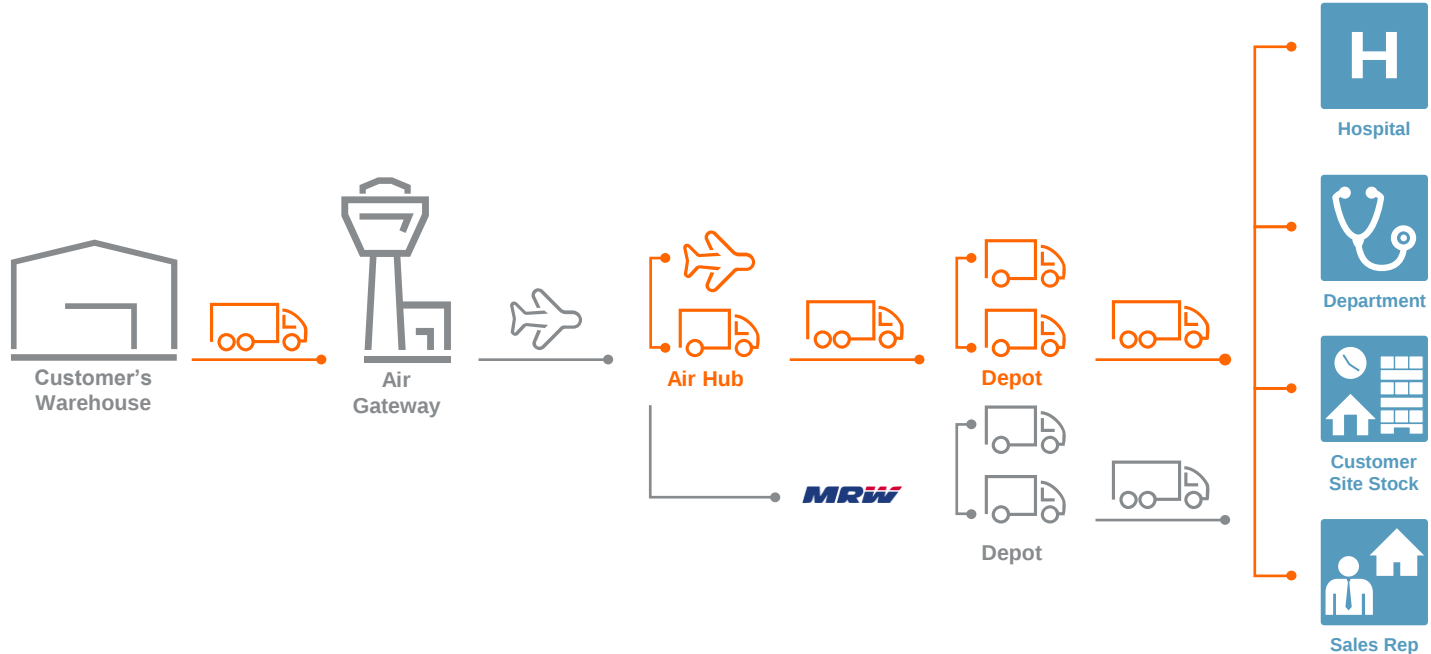
**5**

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The shipping process is closely monitored by local, dedicated customer Service teams in close cooperation with local Special Services



TNT DELIVERS MEDICAL PRODUCTS BEFORE 9:00AM TO THE HOSPITALS IN PORTUGAL & SPAIN





THE PEOPLE NETWORK

THANK YOU