



# Santova

*Innovative Solutions. Endless Possibilities.*



# INTRODUCTION

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The Santova Group is a specialist international trade solutions business listed on the Main Board of the South African Securities Exchange with offices throughout Africa, Asia, Australasia, Europe and the United Kingdom, as well as strategic partners throughout the world.

Delivering comprehensive supply chain solutions that enable organisations to achieve a competitive advantage through multi-dimensional innovative global supply chain solutions.

Leveraging off a borderless and integrated world economy which is driven by globalisation, networked specialists and technological advancements.



## SERVICES

### > International – cross border – trade solutions

#### SUPPLY CHAIN SOLUTIONS

The design, controlling and monitoring of the integration and management of interdependent supply chain activities and global intellectual capital. The alignment of your business strategy with supply chain optimisation.

**Business Intelligence.** Empowering organisations by unlocking supply chain data and facilitating transparency through unrivalled electronic tools which enables the strategic optimisation of the businesses supply chain. This includes the use of 'Virtual' client-centric information systems which accommodate client specific requests and adaptations to the software which allow interface with client systems.

#### LOGISTIC SERVICES

The planning, coordinating, implementation and controlling of the efficient-effective forward and reverse flow and storage of goods, services and related information between the point of origin and the point of consumption.

#### Multimodal Shipping Solutions by Sea, Air, Road and Rail, including:

- > Customs and Excise clearing and consultancy
- > Freight forwarding
- > Liner agency
- > Groupage and consolidations
- > Warehousing and distribution
- > Ex-works and destination value add services
- > Chartering

#### SPECIAL PROJECTS

Complex project and out-of-gauge cargo is also a specialist service offered by the Group. This includes extensive consultations and pre-emptive planning, organising, controlling and monitoring (on-site representation) of the project. It will include a review of country-specific port, planned route, bridge surveys and site reports to pre-empt potential challenges and manage them accordingly.

#### SOURCING AND PROCUREMENT MANAGEMENT SERVICES

At the request of our client, we assist in the sourcing and procurement of goods, services or works from an external source. The focus is on procurement at the best possible cost to meet the needs of the client in terms of quality, quantity, time and location.

#### EXPRESS OR TIME SENSITIVE COURIER SERVICES

This service is uniquely 'client-centric' in its offering and fulfils international express delivery requests on-demand, carrying out door-to-door delivery of goods, including attending to all formalities when delivering across international borders.

#### FINANCIAL SERVICES

Risk solutions (short term insurance solutions) range from captive insurance products, profit share facilities, risk transfer and risk management programs to self-insurance funded facilities. This would cover commercial, domestic, marine and structured specialist once-off insurance products.



## KEY DIFFERENTIATORS



### GLOBAL

- Specialist in-house supply chain intellectual capacity that provides customers with access to world class supply chain solutions and systems.
- Virtual supply chain management, intelligent technology and management information systems offering customers web-based control, visibility and accurate real time information.



### SOLUTIONS



### SERVICES

- An intelligent differentiated logistics strategy that enables proactive notification and management by exception from supplier/source to the point of consumption/consumer.
- An international infrastructure that provides global representation in key trade centres, enabling seamless trade solutions and ensuring accountability and responsiveness across trade lanes.



### TECHNOLOGY

## MARKET CHALLENGES

- Inferior quality
- High logistics costs
- Poor communication
- Insufficient inventory
- Lack of agility
- Barriers to new market entry
- Stock availability
- Short shipments
- Limited visibility
- Slow response
- Demand variability
- Cash flows
- Late deliveries
- Excess inventory
- Expensive distribution
- POS data accuracy



## VALUE ADD SERVICES

- Strategic sourcing
- Labelling
- Supplier management
- Built-to-order
- Supply chain audit
- Inventory optimisation
- Demand planning
- Purchase management
- Integrated available to promise (ATP)
- Distribution network optimisation
- Standard operating procedures
- Quality control
- Sequencing
- Consolidations
- Production planning
- Cross docking
- Optimal channel selection
- Accurate forecasting
- Electronic data
- Price tagging
- Pack for store
- Deconsolidations
- WMS management
- Merge in transit
- Scan and pack
- Reverse logistics

## ADVANCED SUPPLY CHAIN SERVICES

- Channel strategy development
- Supply chain risk mitigation
- Inventory management/optimisation
- Cost to serve analysis
- Demand driven planning
- Supplier scorecards/metrics
- Defining and structuring Managed services or KPI's
- Distribution network planning
- Fleet mix modelling and optimisation
- Feasibility studies and market research
- Business case development
- Business process definition and re-engineering

## Efficiency and effectiveness through 'Virtual' end-to-end supply chain information

**End-to-end integrated supply chain optimisation through one IT interface, facilitating:**



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