TIER 1 SUPPLIER
TO HIGH TECHNOLOGY INDUSTRIES

From Global Logistics Provider to Tier 1 Supplier

Gilles Bonny – Transport Director at DAHER

International WPNE Workshop
“Project and Logistics Management in Nuclear New Build”
11th March 2014 - Paris
overview of DAHER
Tier 1 supplier to high-technology industries

DAHER is developing its Design & Manufacturing and Integrated Industrial Support™ know-how, in three strategic sectors:

AEROSPACE & DEFENCE

NUCLEAR & ENERGY

CAPITAL GOODS
A robust and balanced Group built for long term success

A ROBUST ...

1 billion euros revenues

3 years of revenues in the order book

7,700 employees

840 new hires on permanent contracts in 2013

... AND BALANCED GROUP

33% of business conducted outside France

50% balanced revenues between manufacturing and services

12 direct country presence
One word on our Aerospace business…

Aircraft manufacturer
Tier 1 supplier
Provider of integrated « Manufacturing & Services » solutions

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FROM GLOBAL LOGISTICS PROVIDER TO TIER 1 SUPPLIER

DAHER, a Global Logistics Provider since 1863
Large projects in our genes
Integrated Industrial Support™, a robust Project approach
Industry trends

- From Multi package to Split package (nuclear/conventional islands) to Single EPC package

- Tier one suppliers to EPC contractors

- Numerous suppliers (make or buy) to Tier one

- Globalization (ITER example)

- Modularization (larger lifts = more complex transportation)
Our solution: *Integral by DAHER™*

A solution which is the combination of:

- the *industrialization* of our services approach
- a *considerable* investment to develop proprietary methods and *tools*, making the approach robust, reproducible, and customizable

*A comprehensive package: from the creation of solutions to an achievement commitment*
A methodology based on assessment, deployment and management

**Assessment**
- RAPID evaluation of the situation
- Macro solution proposals
- Progress plan

**Deployment**
- Implementation of the operational service
- Management of complex projects

**Management**
- Modelling & Simulation
- Management Resources Planning
- Management of sub-contractors
- Flow management

The guarantee of a "Lean" and high-performance package
Operational services

Industrial and Logistics Models
- Make or Buy strategy
- Industrialization
- Performance improvement
- Transport engineering

Stock / Warehouse management
- Industrial packing
- Industrial Kitting & Picking
- Just-in-Time
- Synchronous delivery
- On-site logistics

Engineering
- Pre-Assembly
- Co-Manufacturing
- Delayed Differentiation
- Maintenance, Repair & Overhaul
- Industrial Expediting
- Surveys, tests and controls

Industrial services
- Heavy and Oversized Items
- Multimodal
- Ship and aircraft chartering
- Emergency and AOG expertise
- Handling and transport tools

Logistics

Transport

Combined operations, securing the responsibility chain
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DAHER’s scope of services

- Engineering
- Operations «supplying area»
- Operations «flow»
- Operations «receiving area»

Overall Engineering of the project / program

DAHER Control Room

- Planning
- Route – Itinerary
- Roads and other ways

Procurement

- Specific tools
- Packing
- Handling & lifting plan
- Customs
- Test-Convoy
- Global Insurance

Specific transport subcontracting

- Customs and forwarding formalities

- Multimodal Transport
- Exceptional Transport
- Specialized Transport

- Importation formalities
- Site reception and unloading
- Control / Surveys
- Unpacking

- (On site) Warehousing
- Pre-Assembly
- On – Site Services

- Industrial Expediting
- Picking
- Control / surveys
- Packing
- Intermediate Storage

- Importation formalities
- Site reception and unloading
- Control / Surveys
- Unpacking

- (On site) Warehousing
- Pre-Assembly
- On – Site Services
Global Logistics Provider

**DAHER Services**
- Global door-to-door logistics for all components to be delivered to Cadarache, by sea, air, inland waterway and road.
- Customs engineering and insurance
- In-situ services and implementation of QHSE procedures in 37 supplier countries

**CUSTOMER Benefits**
- A single entity to perform logistics activities in seven regions worldwide
- One global information system managed from a Control Room
- Complex project management enabling just-in-time delivery over seven years

**Key figures**
- 300 technical specifications
- More than 2,000 exceptional shipments of up to 600 T
- 37 supplier countries
- 96 candidates for the RFI in 2010

**Integral by DAHER™**

**DESIGN**
- Contractualization with the seven project members
- Delivery of the Transportation & Logistics Global Plan (T&LGP)
- Road survey of the ITER itinerary
- Design of the Central Distribution Center (CDC)
- Information system solution

**INDUSTRIALIZATION**
- Creation of transport plans and customs procedures
- Adaptation of DAHER exceptional transport resources
- Drafting of control room processes
- Implementation of 12 agreements related to the use of the ITER itinerary

**DEMONSTRATION**
- Transport tests
- IS and Control Room acceptance
- Expert monitoring of the compliance of operations

**IMPLEMENTATION**
- On-site handling, insurance, customs and transport
- Just In Time deliveries from the CDC to the site

**MANAGEMENT**
- Flow simulation
- Tracing
- Monitoring
- Risk management

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Tier 1 supplier
Provider of integrated
“Manufacturing & Services” solutions
DAHER’s offer for Hinkley Point C

Based on our competences & experiences, Daher is clearly targeting these main business opportunities:

1) **Nuclear Engineering**: HVAC system, Spent fuel / Waste storage facilities, NSSS system,…

2) **Products & Sub Systems**:
   - Vanatome / Verdelet valves for nuclear & conventionnal islands
   - Sub systems for stakeholders (modules)

3) **« Integral » Projects**: Global Logistic Provider including, door to door Transportation, On Site Hubs, Workpackages delivery …

4) **Services**:
   - Maintenance hub and repair management (own products and others)
   - Interim logistic hub operations for stakeholders
EXCELLENCE FOR OUR CUSTOMERS IS A DAILY ENDEAVOR

Contact

www.daher.com