Is your supply chain a competitive advantage?

Unlock hidden value with a logistics partner you can trust.

DISTRIBUTION | POST SALES | TRANSPORTATION
With customer expectations on the rise, you’ve got to rise to the challenge of an increasingly complex supply chain.

You need more from your logistics support. More control. More flexibility. Timely scalability. And innovative technology that controls costs and streamlines operations.

89% of 3PL users indicate that the use of 3PLs has contributed to improving services to the ultimate customers.

Who says you can’t manage growth, improve customer experience and keep up with new technology, all while reducing cost and complexity?

Not us.

We say, “Bring it on!” We understand the pressure you’re under to grow your business and reach, provide ironclad service and reduce cost. We also know you expect that growth and change will never come at the expense of efficiency, quality and compliance. We’re UPS Global Logistics. We’d like to help.
We are a comprehensive logistics services provider, with a global network of distribution centers. Through innovative technology and years of supply chain experience we help companies manage the flow of goods from receiving to storage to order processing to shipment. And you thought we just delivered packages.
What we do  Help customers save time and money with a global network of distribution centers, innovative technology and supply chain expertise:

- 7  Distribution
- 13  Post Sales
- 17  Transportation Management
- 20  Lead Logistics Provider

Who we do it for  Companies in a variety of industries count on us to help them keep pace with their customers’ demand:

- 24  Healthcare
- 28  High Tech
- 31  Aerospace
- 35  Apparel / Consumer Goods
- 39  Industrial
- 42  Automotive
DISTRIBUTION
We help you simplify distribution.

Simply making a great product your customer needs is only the beginning. To meet today’s customer expectations, you need a flawless sales, delivery and after-sales experience. You also need to do it fast, and be able to scale up (or down) to customer demands. And, you need to be on the front lines of innovation, visibility and—if necessary—global reach.

We’ve got you covered. Our logistics experts, innovative technology and global infrastructure can help you efficiently scale, reduce transportation costs and stay ahead of competitors. All while doing it more rapidly, proficiently, strategically and economically.
Our distribution network.

250+ facilities

25M+ sq. ft. distribution and warehousing space

7M+ sq. ft. healthcare-compliant distribution space

75 healthcare facilities

*Map includes mixed use facilities.*
We can scale and flex to your peak season, product launches, seasonality or changing customer buying behaviors. And we strive to improve inventory efficiency and provide innovative solutions tailored to your company.
We go the extra mile with special value-added services.

**Packaging Solutions**

**Product Customization**
UPS offers a wide range of postponement services, including hardware and device configuration, software installation, light assembly of finished goods, literature add-ins, and the addition of documentation and labels.

**Retail Compliance**
From labeling to quality checks, UPS helps you avoid fees and chargebacks from retailers. We also provide services like garment on hanger, tagging, and advanced shipping notice.

**Kitting/Pre-Assembly**
Includes component kit-building, configuring barcode labels for kits, kit disassembly and distributed order management. We can also perform in-house inspections and refurbishment, edging and decal services.

**Quality Inspections**
We are ISO 9001 Certified. Lean Six Sigma methodologies and practices maintain a high-level of quality. We can provide specialized and in-depth quality inspections, as needed.

**Technical Services**
We provide specialized technical services—like screening/testing and software/hardware configurations—for high tech and consumer electronics companies.

**Foreign Trade Zones**
Lower expenses and improve cash flow by reducing, deferring and even eliminating duties, fees and taxes associated with importing goods into the U.S.

**3D Printing**
Produce single and small-batch parts-on-demand* with centralized industrial-grade 3D printing and next-day delivery within the U.S.

*Through Fast Radius®, a leading manufacturing technology firm.
If you’re a small- or medium-sized business, there’s a good chance the same person responsible for product development is responsible for fulfilling orders. You.

So, how do you meet customer expectations, across multiple channels, for quick, error-free delivery while still trying to innovate and grow your business?

UPS® eFulfillment service can process and ship your orders, combining the technology you need with the reliable shipping your customers demand. An easy-to-use online portal provides visibility to all your orders and inventory. Simply select how fast it needs to get to your customer, and we do the rest.

**UPS eFulfillment** is a single platform that helps you manage product catalogs, orders from multiple sales channels, inbound warehouse shipments, sales data and fulfillment data.

**Connect to and manage orders** across multiple marketplaces, including your own website.

**Easily adjust** marketplace listings and pricing.

**Minimize stockouts and maximize sales** by accessing inventory from multiple locations to fill your orders.

**Quickly check the status** of your orders inventory and shipments.

Watch the video
Get critical equipment back up and running. Fast.

With more than 950 global field-stocking locations (FSLs) integrated with our same-day and next-day courier network, we can quickly deliver parts where and when you need them. Your techs can efficiently repair equipment in the field, so you meet your service commitments.

**Typical post sales parts flow**

![Flow diagram showing the process of getting critical equipment back up and running, including roles and flows from Supplier to End User.]

Note: We also manage parts reverse logistics flows to minimize inventory levels.

**We can help:**
- Decrease service logistics costs and parts inventory.
- Expand into new domestic and global markets.
- Improve service technician efficiency.
Our post sales network.

- 950+ field stocking locations
- 120+ countries
- 27,000+ UPS Access Point® locations
Critical parts fulfillment
Centralized or local parts inventory through more than 950 global field service locations; same-day or next-business-day delivery helps field technicians get critical business equipment back up and running on time.

Network planning
Based on your install base and service levels, we make sure you have the right parts in the right locations so you can minimize inventory, maximize service levels and adapt your inventory to changing demand.

Reverse logistics solutions
Flexible, cost-effective reverse solutions quickly return parts to minimize needed inventory; leverage the UPS Access Point network for easy pickup and drop off.

IOR/EOR services
Importer of Record/Exporter of Record services assist help you enter new global markets; establish legal entities in more than 90 countries for low-cost, seamless parts in-flow and out-flow.

Test, repair, refurbish
Tech service/repair centers can screen, test and diagnose critical parts, or whole units, to determine viability and assess whether they should be returned to inventory or recycled.

UPS® Post Sales core services:
Each year, we manage...

4.4M+ critical orders
6.5M+ SKUs
for
100+ global customers
most of whom operate in multiple regions around the world

across segments
like high tech, industrial manufacturing, medical equipment & devices, aerospace and automotive
Your strength is producing great products. Ours is managing your transportation and its complexities.

Effectively managing your company’s transportation is complex and challenging. That’s where we come in. Businesses count on us to help optimize inbound and outbound shipments and orchestrate an integrated global transportation and distribution center solution.

Plus, we provide efficient transportation solutions, even when it doesn’t include UPS distribution sites. Our global, carrier-neutral, cloud-based platform can handle all modes of transportation.
Integrated systems
Our cloud-based TMS platform is integrated with our warehouse management systems, allowing us to manage your distribution and transportation.

Carrier assessment and procurement
Our carrier-neutral solution can help you find the right carrier partners to meet transit time, cost and customer satisfaction requirements. We proactively manage carrier risk and expedite new carrier onboarding.

Planning and optimization
We leverage a vast global network of carriers and distribution sites to plan and optimize your supply chain. We handle comprehensive and complex transport needs, including finding carrier capacity, load creation, tendering and booking.

Ongoing support and invoice management
We provide a single point-of-contact to streamline your supply chain. We also support you with claims and document management and freight audit and pay services.

Customer visibility and business intelligence
Manage real-time transportation data—your way. Our intuitive customer portal provides the data visuals, drill-downs and visibility tools you need to make smart decisions across all modes.

Solution flexibility
Choose only the services you need. You may only need help procuring LTL bids or you may want UPS to manage every phase of the process. It’s your call.

Transit experience that simplifies your world.
Our experts can plan and optimize inbound and outbound transportation across any site you need. From purchasing power to select the best routes and modes to consolidating loads across customers, we help optimize your transportation spend.
LEAD LOGISTICS
PROVIDER
Continuous improvement and change management: Cost, service, performance, resilience, quality and compliance best practices creates competitive differentiation.

Control tower of logistics experts: Controlling, monitoring, alerting, preventing, intervening, measuring, planning, predicting, auditing and optimizing expertise provides strategy support, market intelligence, advice and consulting.

Analytics and supply chain modeling: Connect daily supply chain operations to supply chain analytics in near-real-time, so you can make accurate, insightful adjustments to business parameters.

Single platform connects all supply chain logistics partners: Data control via a single interface creates a digitization of your supply chain that can provide real-time visibility and a single source of truth to all parties.

Your trusted lead logistics provider.

Supply chains are getting increasingly complicated, especially if you're growing. From your suppliers to your buyers, there are a lot of moving parts in between. Not to mention the continuous planning and forecasting it takes to get—and stay—one step ahead. That's why many companies are turning to a lead logistics provider (LLP) for help.

UPS Supply Chain Symphony™ LLP is a premier LLP solution where real, one-stop collaboration begins.

We'll help you:

• Streamline your distribution network, reduce cost and improve customer service
• Provide insight in logistics design, re-engineering and supply chain management
• Implement leading-edge information systems
• Implement benchmarking processes to measure productivity
The harmonious orchestration of your supply chain.

UPS Supply Chain Symphony™ LLP is an open, connected and collaborative LLP solution that allows you to monitor and automate your entire network through a single source of truth.

Our solution framework consists of a suite of intellectual assets and physical infrastructure with the flexibility to meet your specific supply chain needs.

Outsourcing supply chain management to UPS lets you focus on your core business, with the peace of mind that you have a partner with the technology and expertise to achieve your supply chain strategy objectives.
Our stories.

There's no one-size-fits-all distribution, fulfillment and transportation solution for your industry. Your customer dynamics, logistics demands and compliance issues are unique. That's where we come in.

Whether you're in the healthcare, high tech, aerospace, consumer goods, industrial, or automotive space, we've pretty much seen it all. That's why we're likely to be familiar with your unique challenges. Here are a few of our stories.
Even a pharmaceuticals supply chain manager can find cold chain logistics a hard pill to swallow.

Mary manages distribution centers and fulfillment for a pharmaceuticals manufacturer. She handles everything from warehouse operations to routes and shipping to compliance.

Typically, she’s handled warehouse capacity for room-temperature pharmaceuticals. But her company recently secured several new contracts, and they’ve begun to expand manufacturing. Great for business, but suddenly Mary has a space problem.

It’s not just ordinary space she needs. Her company is now making a new product line of biologics. Shipping medication made from living organisms means Mary’s task of keeping track of quantity, quality and stock levels now also requires constant refrigeration and humidity control—from production through transportation, handling, storage and delivery. Initially, that left Mary out in the cold.

But Mary collaborated with UPS to completely insulate her supply chain. Together they implemented a distributed network of cGMP-compliant warehouse space, temperature-controlled packaging and transportation management. Which allowed Mary to quickly warm to outsourcing, onboarding and scaling her new product line’s logistics.
How UPS Global Logistics can help.

It’s a patient, not a package™.
If you’re in healthcare logistics, you’ve got a lot on the line. Customer requirements to meet, product integrity to maintain and government regulations to follow. And in the end, there’s a patient whose well-being counts on you to get everything right.

Storing and distributing time- and temperature-sensitive goods requires extraordinary attention to detail. Our extensive network of global healthcare facilities makes it all work. So you’re fully equipped to meet the special storage and handling needs of pharmaceutical, animal health, biotech and medical device products.
Distribution and field-stocking network
70+ facilities with 7.5+ million sq. ft. that meet GxP standards for 3PL services. A network of field stocking locations for implantable medical devices and surgical kit storage, with same-day delivery services. After-market diagnostic medical equipment.

IT Capabilities
Globally integrated warehouse management system providing supply chain visibility, reporting and redundancy systems. It enables you to adjust production based on real-time demand changes through our globally integrated healthcare IT platform.

Quality and Compliance
200+ global experts who understand the requirements to provide logistics services for your products.

Transportation
We can manage your entire transportation process regardless of mode or carrier. For critical biopharma or clinical trial shipments, we leverage UPS Express Critical® and Marken.

Integrated order-to-cash services
Top-of-class financial and customer services ensure seamless support from order to payment. Our web-ordering interface lets you provide the product and we can provide services to help you take care of the rest, from order to cash.
HIGH TECH
Sales strategy shift forces audio equipment supply chain manager to face the music.

Stefan is in charge of supply chain operations for a consumer audio equipment and accessories manufacturer, everything from microphones to mixing consoles to speakers.

Stefan’s products were already in high demand when his company decided to add a new direct-to-consumer channel. In a category where product life cycles are particularly short and consumers expect quick order turnaround, Stefan faced the daunting reality that he now had to get thousands of SKUs into the hands of thousands of customers, while also managing inventory, warehouse utilization and reverse logistics.

With his job about to double in scope, Stefan collaborated with UPS to set up a multi-channel distribution site to serve both his wholesale base and growing direct-to-consumer business. Now, with UPS’s state-of-the-art transportation management and integrated warehouse management system, Stefan is managing inventory and order accuracy, launching new products with speed and precision and is able to reach two-thirds of the U.S. population by ground within two days.

All of which, of course, was music to Stefan’s ears.
How UPS Global Logistics can help.

High tech businesses require high-speed solutions, built around a fast, efficient supply chain. In addition to speed, high-value goods come with additional concerns like effectively managing inventory levels and maintaining tight security. That’s where we can help.

From pre-manufacturing to post sales support, with a full suite of transportation, logistics and international trade services, we’ll work closely with you to improve efficiency and add value. So you can turn your high-tech supply chain into a competitive advantage.

Meeting your needs with:
- Customization and kitting
- Custom packaging
- New product launch support
- Postponement strategies
- Multi-channel distribution
- Reverse logistics
- Repair services
- Foreign Trade Zone solutions
AEROSPACE
How an aircraft logistics manager manages to stay grounded.

Elizabeth runs supply chain operations for a major component manufacturer. Thanks to her company’s new line of engines and a push to improve customer satisfaction in her aftermarket supply chain, Elizabeth was about to need another set of hands.

Elizabeth needed to implement a completely new logistics solution to meet production schedules and expand warehouse capacity. In her aftermarket supply chain, she needed to dramatically improve quality and on-time delivery of spares to MRO facilities, repair depots and operators.

Feeling like she was nearing the end of her runway, Elizabeth connected with the aerospace logistics experts at UPS. UPS implemented a new, consolidated production parts warehouse with a goods-to-person kitting operation and Andon system. Inventory has been reduced and valuable parts inventory space has been repurposed for manufacturing, saving millions of dollars.

Elizabeth also turned over spare parts DCs in the U.S. and Europe to UPS, who implemented several of its own best-practices. Now she has on-site quality inspectors and FAA-designated air-worthiness representatives to ensure topflight conditions, a round-the-clock control tower and aircraft-on-ground (AOG) support from UPS Express Critical® service.

Which has been rather uplifting for Elizabeth and her customers.
How UPS Global Logistics can help.

We know a thing or two about aerospace operations. After all, we operate one of the world’s largest airlines. We’re also pretty darn good at handling the logistics of production support, spares distribution, compliance and quality management. How good?

- Inbound-to-manufacturing logistics
- Aftermarket spares distribution
- Kitting, packaging and other value-added services
- Quality and international compliance management
- Visibility and control tower monitoring and resolution
- AOG shipping via next-flight-out, hand-carry, ground and charter services
APPAREL / CONSUMER GOODS
A little TLC for a personal care products logistics manager.

Shaun is responsible for warehousing, inventory management and logistics for a line of high-end appliances and homecare products. He understands the impact of the “now” economy on consumer expectations and takes great care to ensure timely fulfillment and order accuracy for his customers.

But a new focus on growing retail sales made Shaun's job a lot more complicated. His company was recently awarded several new retail channel contracts, each with its own unique labeling and packaging requirements. This was a challenge with Shaun's big-box retail partners who wrote specific mandates into his contract, then imposed significant chargebacks for non-compliant shipments.

That was when Shaun approached UPS Global Logistics. By integrating with UPS's warehouse management system, Shaun and UPS worked together to build unique requirements for every channel he served. They also chose an optimized distribution location that resulted in later order cut-off times, improved order accuracy, reduced fines and improved customer satisfaction.

Personally, Shaun says, he's never felt better cared for.
How UPS Global Logistics can help.

We help you meet even the most demanding expectations.
If you’re in a consumer goods or retail business, you don’t just manage logistics for a group of products. You manage the expectations of a group of demanding customers, customers with expectations unthought of just a few years ago.

We turn your challenges into opportunities by reducing operating costs, mitigating customer-service issues and increasing customer satisfaction.

• Access new markets, domestic or international
• Manage seasonality in both B2B and B2C channels
• Improve inventory and order accuracy
• Reach customers faster, while keeping shipping costs low
• Fulfill e-commerce orders rapidly and efficiently, and get the most out of your returns
• Potential savings by utilizing a UPS-operated Foreign Trade Zone

UPS distributed more than 50 million units of apparel and footwear in 2018.
Consumer / Retail Capabilities

Omni-channel logistics
Our multi-client and dedicated fulfillment centers help you scale through peak seasons, while controlling costs.

E-commerce enablement and fulfillment
We help you better serve online customers with web enablement, payment solutions, marketplace connectivity and fast delivery, including same day, next day and two day service.

Retail Compliance
We help maintain accurate and timely orders, which may help with fewer errors and chargebacks and more happy retail customers.

Value-added services
Our branded packaging solutions, store-ready tagging and labeling, even garment-on-hanger services go beyond what you’d expect.

Distributed order management
Integrated DOM technology enables you to accurately predict where inventory should be placed and orders fulfilled from.

Transportation management
Our technology and processes help keep freight moving smoothly—inbound and outbound, domestically or internationally—while keeping costs down.

Reverse logistics
Our comprehensive reverse logistics solutions help streamline returns, while minimizing overstocks and out-of-stocks.
INDUSTRIAL
Spare parts logistics with some me-time to spare.

Keith is the director of global services for an energy management and automation products manufacturer. His responsibility is to keep his company's high-value products up and running at customers' sites. Keith is expected to meet four-hour service level agreements (SLAs), while minimizing service costs and parts inventory.

His success is tied directly to his field technicians' performance. Failures to make on-time fixes directly impacts his company's reputation—and his own.

That's why Keith approached UPS. Together, they leveraged the UPS network and parts-planning capability to set up an optimized network of 50 UPS forward stocking locations (FSLs) to provide local parts inventory across three regions. UPS provides same-day and next-day delivery of critical parts. Plus, Keith has full visibility into his global inventory and orders through the UPS IT platform.

Today, Keith consistently meets his four-hour service commitment KPI. And he's reduced his overall parts inventory and service costs, too. Now, with UPS helping with the heavy lifting, Keith's personal spare-time-management KPI is looking pretty good, too.
How UPS Global Logistics can help.

**A delicate balancing act.**
Industrial manufacturing and distribution are asset-intensive and hypercompetitive. Strong global service and expanding e-commerce presence are becoming increasingly important. But balancing parts inventory levels, while providing great customer service, can be a difficult feat.

It’s not easy, but with our experience in industrial manufacturing, we’d like to help you make it a lot less difficult.

Who knows? Maybe we can even help you turn your service supply chain into a competitive advantage and growth engine.

---

**Critical parts storage and fulfillment**
We store and expedite spare parts, same-day or next-day, via 950+ global field stocking locations for hundreds of global equipment manufacturers.

**Network and parts planning**
We’ll help you establish ideal inventory locations and calculate optimal warehouse stocking levels. Inventory is minimized, service is maximized.

**Service parts returns**
We can reduce your returns cycle by days or weeks and make it easy for field techs to get parts quickly back into your supply chain.

**IOR/EOR services**
We can help you provide service in new markets by establishing legal entities in 90+ countries, for low cost and with seamless parts in-flows.
AUTOMOTIVE
Putting an RV logistics manager back in the driver’s seat

Carl handles North American logistics for a European motor vehicle manufacturer, servicing a network of more than 250 dealers. Carl’s job is a high-stakes balancing act. He must maintain a seamless dealer logistics network, while also controlling warehouse operating costs.

But recent new developments have Carl a bit off-kilter. A major expansion requires new investment in people, facilities and technology. The expansion also includes the introduction of branded apparel and merchandise—something new for Carl—to be sold through his e-commerce channel, as well as popular retail sites.

When these dynamics got Carl wondering if this was an opportunity to re-think his entire logistics strategy, he reached out to UPS Global Logistics. Together they implemented a distribution network parts-planning solution to accelerate service repair time by integrating the warehouse with the UPS outbound small package network. They also built a custom-branded e-commerce site for both parts and consumer orders. And to that, they integrated a solution for selling branded products on Amazon® and other sites.

Today, Carl feels he’s back in the driver’s seat. And he’s happy to have UPS riding shotgun.
How UPS Global Logistics can help.

**Fine-tuning efficiency in automotive supply chains.** Automotive customers expect extensive selection, comprehensive product information, fast order fulfillment and seamless returns. We get it. We work with thousands of automotive dealers, aftermarket retailers, service centers and installers, all with unique business requirements. Our e-commerce tools, supply chain management, transportation solutions, and warehousing and distribution services can all help you exceed customer expectations. We even help reduce average new-vehicle delivery time, which can save millions in reduced inventory carrying costs.

**Dealer spare parts logistics**
We can create a unique centralized dealer distribution model to ensure that your dealers are providing exceptional service to customers.

**Central and field-stocking site network**
With one of the world’s largest field-stocking location networks—950+ locations in 120+ countries, we can help you reduce transit times and shipping costs.

**Just-in-time manufacturing support**
We can supply parts when and where you need them, reducing time in your production system.

**Critical Order Fulfillment**
We can overnight a critical part and handle inbound inventory, warehousing and management with speed and accuracy, including picking, packing and shipping orders.

**Special handling**
Whether it’s inside delivery, street-level entrance, stairs or tools-required, we can provide the special handling your delivery requires.

**Same-day transportation**
We offer cost-effective transportation options to help meet your customers’ SLAs, including one-, two-, four-, six- and eight-hour same-day courier and next-flight-out services, plus a full suite of next-day shipping options.
Your business moves fast. We help you stay ahead of it. Today, an optimized supply chain is a strategic way to add value to your business. UPS Global Logistics has the reach, speed, expertise, and innovation to help you unlock the hidden value in your supply chain.

Let’s start a conversation.

<table>
<thead>
<tr>
<th>More reach</th>
<th>More speed</th>
<th>More expertise</th>
<th>More innovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>More than 1000 facilities in 120+ countries</td>
<td>End of runway facilities with late order cutoffs</td>
<td>8-12 week standard implementation</td>
<td>Visibility / Reporting system</td>
</tr>
<tr>
<td>Integrated with the world’s largest transportation network</td>
<td>Critical Next-Flight-Out and same day courier</td>
<td>Collaborative problem solving</td>
<td>WMS/TMS cloud-based technology platform</td>
</tr>
<tr>
<td></td>
<td>Standard 1-2 day ground delivery to most U.S. cities</td>
<td>Experienced workforce — avg. UPSer has 12+ years</td>
<td>Best-in-Class quality &gt;99%*</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Specialized sector solution teams</td>
</tr>
</tbody>
</table>

*Greater than 99% of orders shipped on time and greater than 99% order fulfillment accuracy

ups.com/contractlogistics
glsalesinfo@ups.com