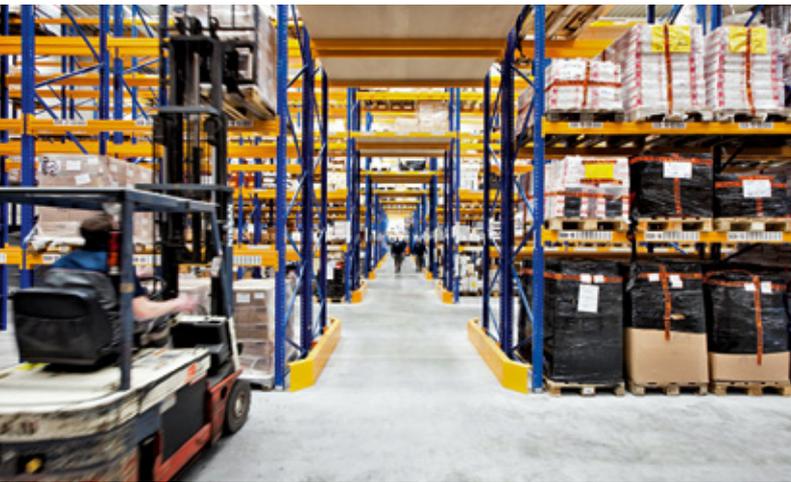


Supply Chain Management

for maintenance of rolling stock
and components

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Supply Chain Management...

Benefit from the experience of a market leader

Material supply processes are of crucial importance for all maintenance work on rolling stock. If required spare parts or materials are not available, the entire maintenance process will be stopped. A timely supply therefore has a direct influence on how long vehicles spend at the workshop and, as a consequence, on their availability for business operations.

The requirements involved in supplying materials are often very complex and have to meet a wide range of divergent economic interests. Companies have to balance their need for a quick availability of spare parts with this for keeping inventories on check.

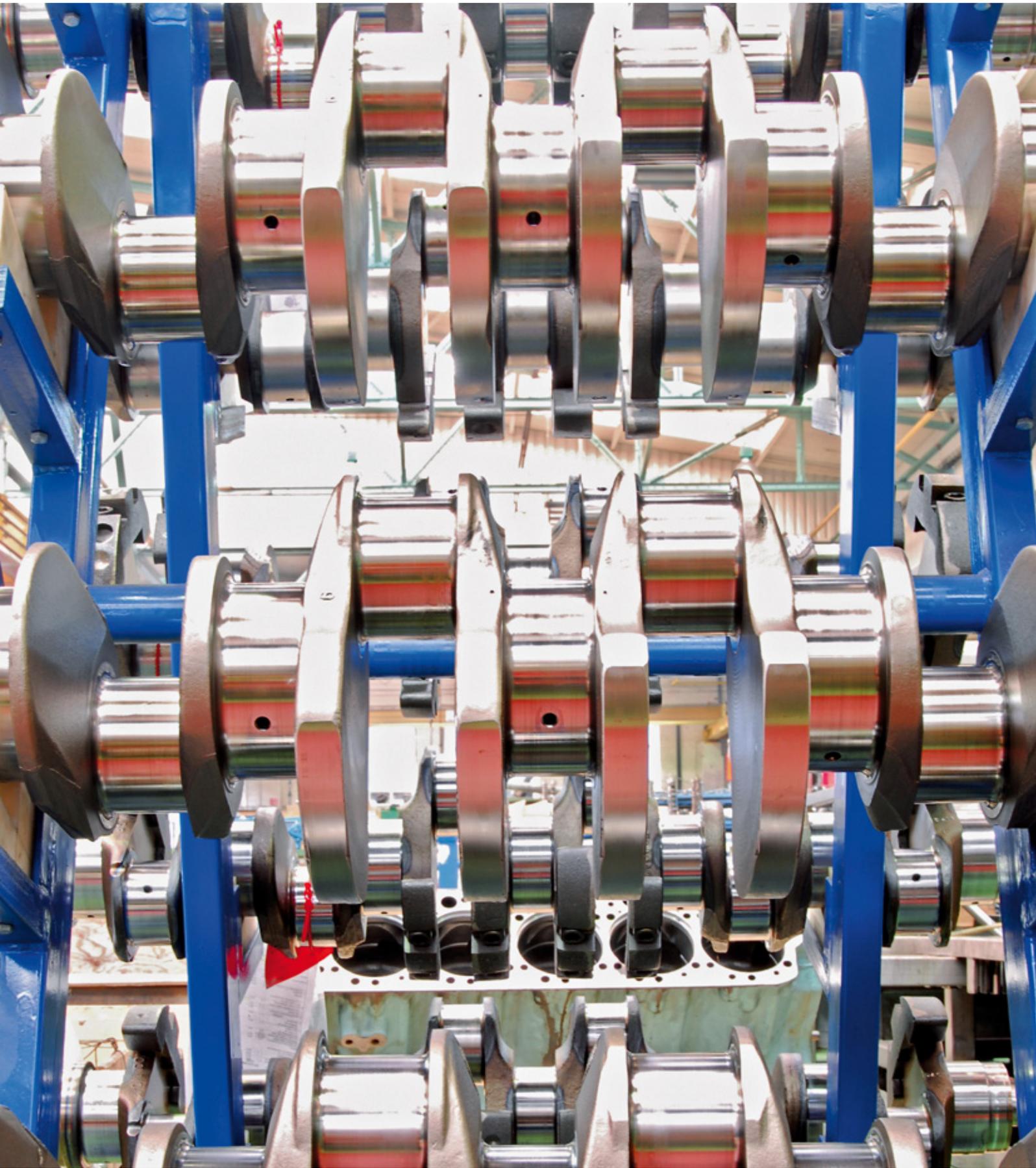
Process complexity increases with the size of the fleet, requiring more time and effort when coordinating availability targets with material stocks.

DB Fahrzeuginstandhaltung is a market leader in managing and organising material supply processes for rolling stock.

We ensure the supply for the vehicles of Deutsche Bahn and other customers at over 100 different locations.

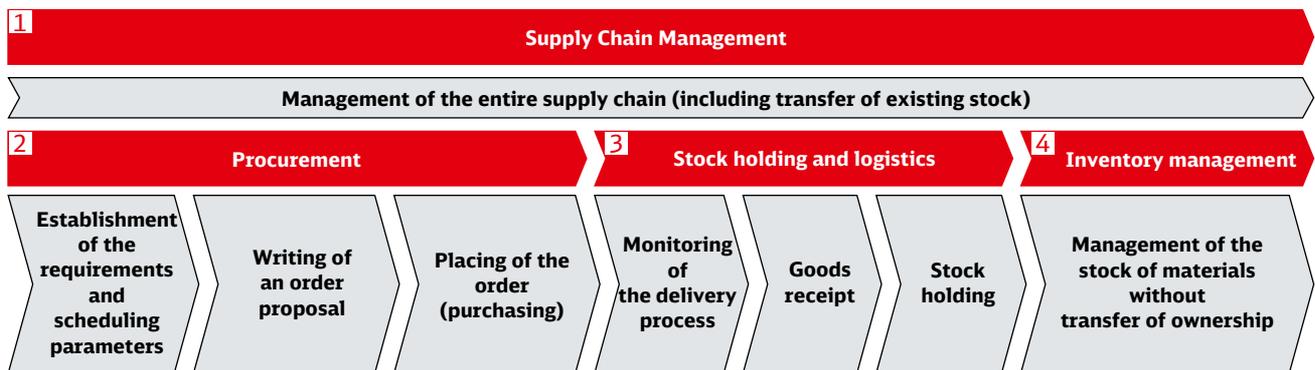
Thereby, the DB Fahrzeuginstandhaltung ensures a material availability of 97.2%.

Deutsche Bahn is not the only company to entrust this crucial process to us: other customers also rely on DB Fahrzeuginstandhaltung's expertise and professionalism in the field of supply change management. Do you want the best service? We're the right people for it.



Modular and customised – What do we offer

Our offer for you is just as individual as you are. Thanks to the modular structure of our service packages, we are able to offer you perfectly customised solutions in the field of supply chain management. Our service packages comprise, apart from the organisation of the entire supply chain, also customised offers in the field of procurement, stock holding/logistics and inventory management.



Our service portfolio along the entire supply chain

1. Supply chain management

Organisation of the material supply processes for your entire fleet of vehicles on rails with the option to transfer the existing stock of materials

2. Procurement

Establishment of requirements on the basis of your maintenance and consumption data, writing of order proposals for single parts and placement of orders

3. Stock holding and logistics

Monitoring of pending deliveries with regard to the date of delivery and amount ordered, monitoring of the receipt of goods and stock holding on your or our storage spaces

4. Inventory management

Management of your inventory on the basis of agreed-on target availabilities, including the establishment of material requirements forecasts and the organisation of procurement processes



Supply Chain Management

Management of the entire supply chain

We offer you the entire organisation of the material supply for your fleet in accordance with the agreed-on level of availability of single parts and components. This includes the management and optimisation of your stock of materials and, in addition, ordering and delivery processes as well as stock holding. The required parts and components are delivered to the place where you need them.

Until withdrawal, the stock of materials remains stocked in our storage facility. Thereby, you can minimise your storage risks, reduce the need for staff for management and material supply and, as a consequence, remain flexible.

Following a comprehensive assessment of the framework conditions, ownership of your existing stock can be transferred to us. Thereby, you can lower your capital commitment costs to a minimum and increase your liquidity. All you have to pay is a service fee and the materials you really require.



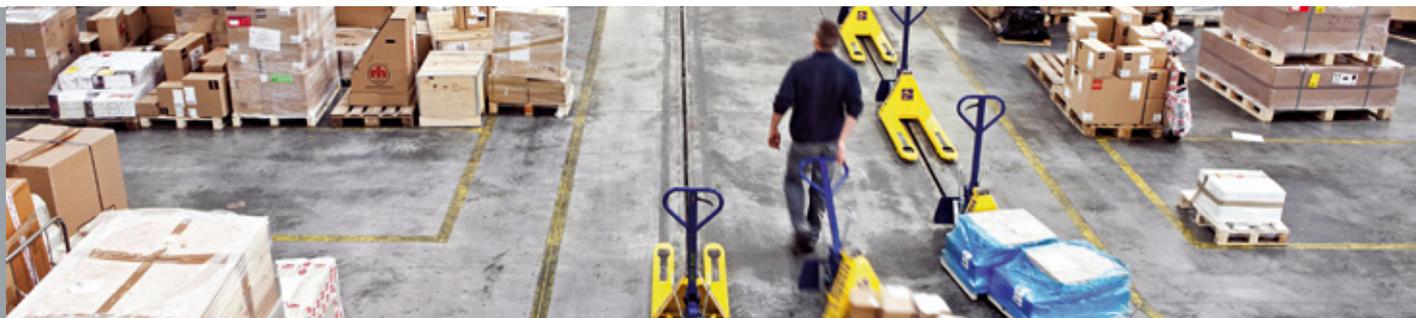
1. Supply Chain Management

Influencing factors/required data

- Desired average target level of availability per item (e.g. 95%)
- Price per item
- Planned requirements
- Purchasing costs
- Maximum amount of withdrawal/time
- Consumption history (including intended purpose)
- Replenishment lead time
- Storage fee
- Number of maintenance measures
- Size of the vehicle fleet and mileage
- List of components
- List of preferred suppliers

Result

- Customised material supply in accordance with the defined level of availability
- Cost-efficient, customised target level of availability
- Punctually placed orders and order processing until timely delivery was made
- Daily information on withdrawal and stock



Procurement

Benefit from our network of suppliers

We manage and organise procurement processes on the basis of your fleet and operating data, your material consumption data and according to developments on the market for spare parts and components (providers, prices, storage costs etc.). Based on these data, we determine short and long term maintenance requirements and establish corresponding stock requirements. With our statistical models we are able to determine the best time to order stock at the best price.

When writing an order proposal we take the parameter you gave us into account, e.g. with regard to the target level of availability of single parts and components.

Thereby, we place orders on a daily basis for the required spare parts and components and monitor the delivery process.

During the whole process we keep track of recent changes on the market and also take price changes and provider-related news into account. We keep you informed about the discontinuation of replacement parts and components and also offer you solutions (obsolescence management).

Provided that the experience we have gained over many years on requirement peaks and periods of increased maintenance needs can be applied to your class of vehicles, we can improve your material availability for you, thereby contributing to the optimisation of your stock holding. You benefit from cost reductions due to greater order quantities and from our comprehensive network of suppliers.

Make use of our established statistical models and our comprehensive knowledge of the market to optimise your procurement processes.

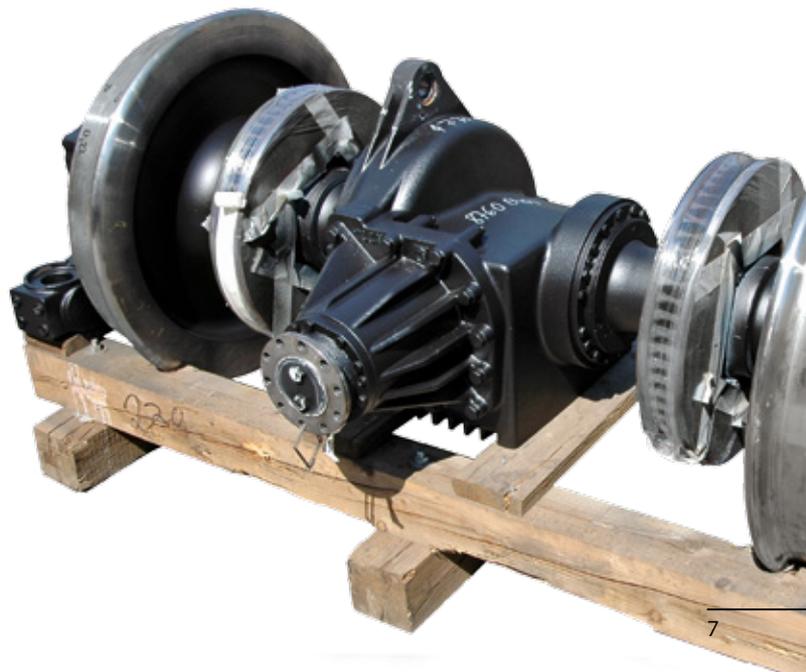
2. Procurement

Influencing factors/required data

- Desired average target level of availability (e.g. 95%)
- Price per item
- Planned requirements
- Purchasing costs
- Maximum amount of withdrawal/time
- Consumption history (including intended purpose)
- Replenishment lead time
- Storage fee
- Number of maintenance measures
- Size of the vehicle fleet and mileage
- List of components
- Information on stock, pending orders/purchase orders (e.g. via software interface)

Result

- Cost-efficient, customised target level of availability
- Seasonal planning of requirements, based on the planned maintenance works
- Punctually placed orders and order processing until timely delivery was made



Stock holding and logistics

We offer a home for your parts

When it comes to storage spaces, it is not always possible to provide a suitable place for each type of material. Large components, spare parts, electronic components – we provide the suitable storage space for your spare parts, e.g. in one of our many storage facilities all over Germany.

On a daily basis we monitor your deliveries and receipt of goods and, on demand, we also take stock. We deliver the spare parts you require punctually to the place where they are needed.

With our transport management system you are kept informed about the whereabouts of your stock, about how it is transported and when it will probably arrive at its place of destination. You can also integrate your own service providers and forwarding companies into the system. With our help, you keep not only track of your stock but the stock is where you need it to be. This option is especially interesting for you if you plan to expand your stock but do not dispose of sufficient storage space.

3. Stock holding and logistics

Influencing factors/required data

- Consumption history (including intended purpose)
- Storage fee
- List of preferred suppliers
- Information on stock, pending orders/purchase orders (e.g. via software interface)

Result

- Daily information on withdrawal and stock
- Complete parts/logistics management
- Stock holding in DB Fahrzeuginstandhaltung storage spaces



Inventory management

Optimised solutions for your inventory

We offer you the complete management of your stock of materials on the basis of the availability targets we agreed on with you, and optimise your scheduling parameters. We place the purchasing orders with qualified providers.

The management of your inventory will benefit from our many years of experience in active management and optimisation of expandable items.

Thereby, you can reduce your administration costs and focus on your core business.



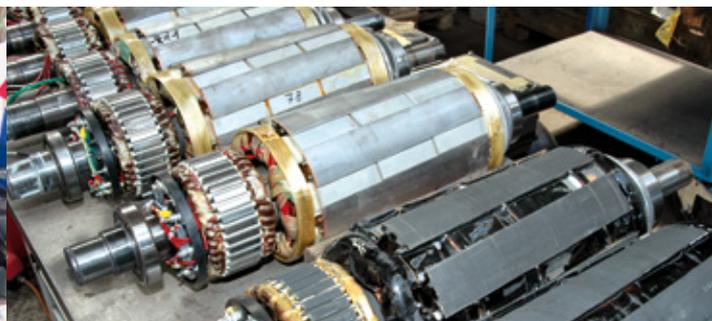
4. Inventory management

Influencing factors/required data

- Desired average target level of availability (e.g. 95%)
- Price per item and planned requirements
- Purchasing costs
- Maximum amount of withdrawal/time
- Consumption history (including intended purpose)
- Replenishment lead time
- Storage fee
- Number of maintenance measures
- Size of the vehicle fleet and mileage
- List of components
- List of preferred suppliers
- Information on stock, pending orders/purchase orders (e.g. via software interface)

Result

- Cost-efficient, customised target level of availability
- Seasonal planning of requirements, based on the planned maintenance works
- Purchase orders (based on daily updated parameters) for procurement by the customer
- Management carried out either on the storage spaces of the customer or on storage spaces owned by the DB Fahrzeuginstandhaltung

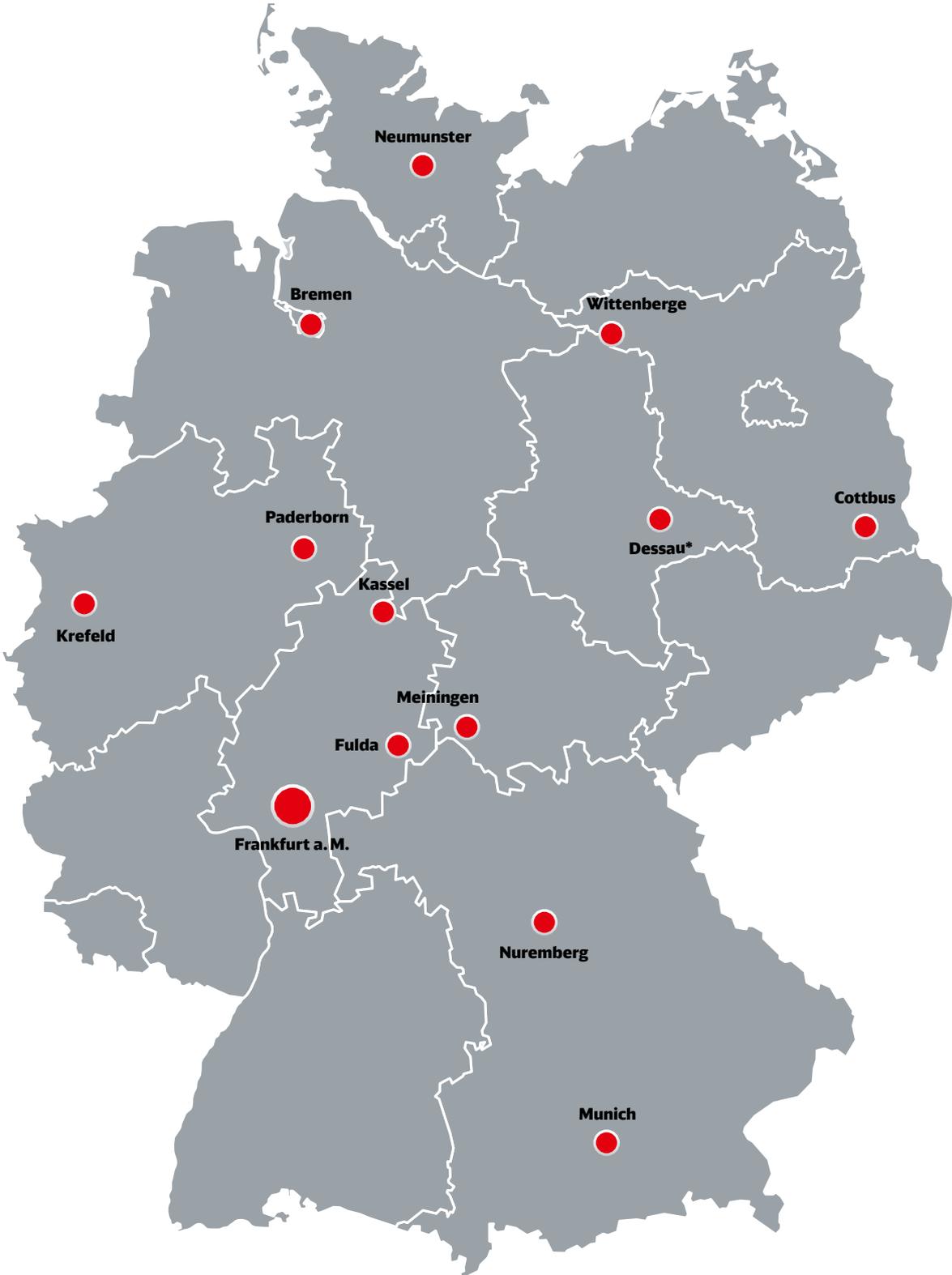


Further **information...**

... on the service portfolio of DB Fahrzeuginstandhaltung you can find on our homepage www.db-fzi.com.



On the spot **wherever you are**



* incl. Chemnitz maintenance centre for gearboxes

Publishing Data

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