



Atos
Origin

PROVIDING INTELLIGENT SUPPLY CHAINS



Intelligent information flows is a crucial success factor in the logistics market. One logistics company that has realized the value of having total control of the delivery chain, is Wilson Logistics Group.

Wilson Logistics Group is a global logistics company acquired in 1999 from transport company Schenker BTL by Nordic Capital and the management of Wilson. With 2,100 employees in 28 countries, the company is one of the largest in this industry anywhere in the world, as well as the largest operator in the field of sea and air transport in the Nordic region.

Wilson does not itself own any of the physical transport means. What it does is to help its customers send their goods and products to the right place at the right time, and to assume responsibility for all the administrative freighting tasks such as customs and VAT declarations.



BUSINESS CHALLENGES

Wilson has a global infrastructure of lorries, ships, aircraft, electronic networks and computers at its disposal. The key words here are availability, performance and innovation. If a customer's consignments fail to reach their destination on time, it could mean costly disruptions to the customer's operations, which is why stringent demands are imposed on keeping delivery deadlines. The monitoring of consignments and the ability to track the exact location of all goods in the delivery chain are an essential part of helping customers to plan and administer their work.

Logistics is an information-intensive business, and the logistics market is now increasingly international. This means that the demand for intelligent flows of information and goods is also growing. At the same time, the interplay between them is also increasingly becoming a competitive factor.

Meeting stiffening competition in the logistics market requires intelligent supply chains. Other areas that require such intelligent supply chains are e-commerce and e-business. Development in these areas is continuing to progress—largely thanks to the electronic retrieval and processing of information throughout the chain. Well-known concepts such as Just-In-Time still apply, but they mean more today than just ensuring that deliveries are made to the right place at the right time. The demand for intelligent business processes also involves interaction between distribution, logistics and IT companies. Contracted logistics companies today handle information flows as well as the physical flows.

According to Electrolux, one of Wilson's customers, information flows account for almost ninety-five per cent of the operations, while goods flows only account for the remaining five. Apart from Electrolux, Wilson also handles business-critical information flows for many multinational companies, such as Lego and ITT Flygt.

Atos Origin's services support Wilson's processes:

- > Delivery deadlines must be kept
- > Just-In-Time more than just punctual delivery
- > Data Centre Services and Network Services ensure 24/7 availability
- > Network Services enables worldwide connectivity

SOLUTIONS

Wilson has chosen to supplement its expertise in the field of transporting goods with sophisticated information services designed to support its customers' and its own business processes. These information services are critical to the customers' operations, so the availability of networks and systems is at least as important as Just-In-Time. Wilson therefore chose Atos Origin as its partner with a view to concentrating on its core business logistics, secure in the knowledge services.

Through the services provided in its solutions, Atos Origin delivers its operating services known as Data Centre Services and Network Services to Wilson.

Data Centre Services provides Wilson with secure top-quality operation of its most critical systems. One example of such a system is Wiltrack, an advanced track & trace tool that enables logistics customers to follow all flows in real-time. Wilconnect is another critical system that handles all Wilson's EDI traffic, including almost 500,000 messages a month. Not only do all the flows have to be followed and monitored, but logistics customers must be able to calculate and implement transports themselves via the Order Management System.

In addition, Wilreport gives logistics customers an added service dimension in the form of reports and tools that help to co-ordinate even the most complex deliveries.

All Wilson's systems are easy to access 24 hours a day, 365 days a year. Key words for Atos Origin's Data Centre Services are availability and performance—the company knows that information also has to be provided Just-In-Time.

BENEFITS

Wilson uses the Internet and VPN to link up its network, enabling all Wilson's employees to access its global network—WAN, as well as services such as intranets, e-mail, and administrative systems. Logistics customers can also run their EDI traffic via the network and VPN.

These WAN services are supplied and monitored via the Atos Origin service known as Network Services, in which all incoming traffic is monitored via VPN to guarantee the kind of security that such a service requires.

By collaborating with Atos Origin, Wilson is thus able to continue to provide support for its customers' business processes by maintaining total control over the electronic information flow, thereby guaranteeing the customer reliable deliveries.

About Atos Origin

Atos Origin is an international information technology (IT) services company. Its business is turning client vision into results through the application of consulting, systems integration and managed operations. The company's annual revenues are more than EUR 5 billion and it employs 47,000 people in 50 countries. Atos Origin is the Worldwide Information Technology Partner for the Olympic Games and its clients include ABN AMRO, Akzo Nobel, Alstom, BNP Paribas, BP, Ericsson, EDF, Euronext, Fiat, France Telecom, ICI, ING, KPN, Lucent, Philips, Renault, Royal Bank of Scotland, Saudi Aramco, Schlumberger, Shell, Telecom Italia, UBS, UK Department for Work and Pensions, Unilever, Vivendi Universal and Vodafone. For more information, please visit the company's web site at www.atosorigin.com Atos Origin is quoted on the Paris Euronext Premier Marché and trades as Atos Origin, AtosEuronext, Atos Worldline, Atos KPMG Consulting and Atos Odyssee.