

Success story  
Medium-sized businesses  
How the medium-sized  
business BOS maximizes its  
supply chain potential



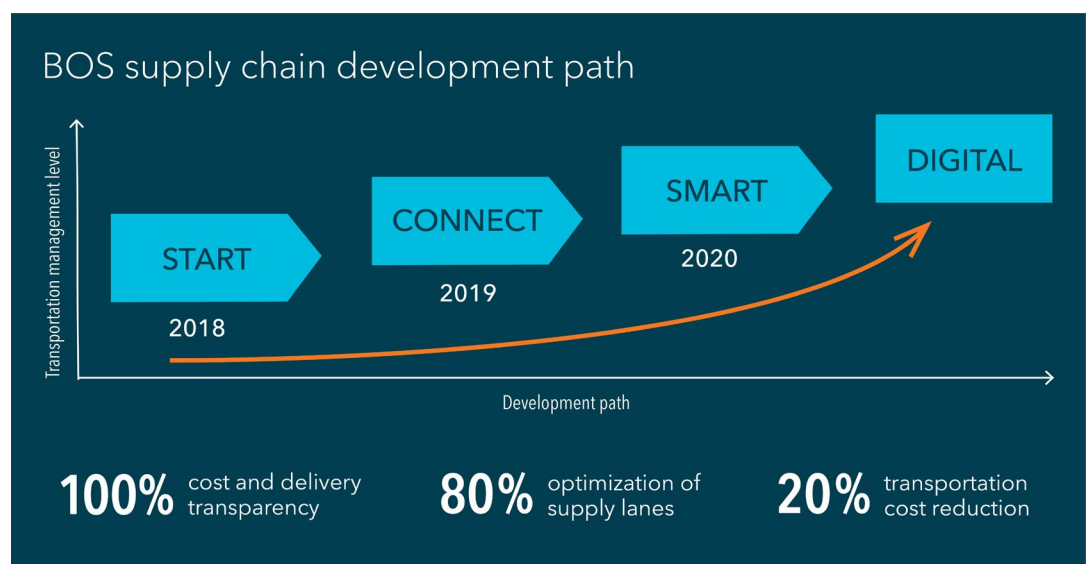
# 4flow designed and implemented a custom-made solution for medium-sized business

Many hidden champions and medium-sized businesses with complex global manufacturing networks are faced with the daily challenge of planning, managing and dynamically optimizing their transportation and supply chain processes while simultaneously keeping costs down. Against this backdrop, and together with 4flow, the automotive supplier BOS is making its global supply chain network sustainably fit for the future.

With locations in Europe, North America and Asia, the BOS Group has expanded its role as a global market leader for technology in key automotive product areas such as panoramic roof and luggage cover systems. With consistent innovations, optimizations and cost-efficient processes aimed at creating the best possible benefit for its customers, the German family-owned business is focused on maintaining its competitive edge.

## 4flow developed a customized, evolutionary stepwise solution

Growth targets and increasing internationalization presented the major challenge for BOS to increase the transparency of global delivery flows while ensuring supply chain cost efficiency. The company did not start directly with a highly developed comprehensive solution, but rather with a custom-made, evolutionary step-by-step solution. The objective is to gradually align the supply chain network for future growth while increasing delivery reliability and quality and reducing costs. "4flow's concept of integrated transportation management is perfectly suited to BOS. It enables us to gradually increase our supply chain maturity and to make it more future-oriented," said Heiko Kraemer, senior director supply chain international at BOS.



## Development path for integrated transportation management

Using a step-by-step plan, 4flow brings customers closer to integrated transportation management and determines which path to embark on together. A company's first milestones can range from supply chain management as top priority to focusing on reducing transportation costs.

## Development path and milestones at BOS

Before the first implementation project began, BOS and 4flow drafted a development path without a fixed timeline, which outlined milestones and development steps. From the beginning, it was important for BOS to maintain flexibility in the speed and expansion of the transportation management solution's steps to stay in tune with the company's actual requirements. "Success was achieved thanks to the cooperative teamwork with BOS. Together, we were able to optimize approximately 80% of the supplier relations and reduce over 20% of the transportation costs," said Nadine Lehmann, director at 4flow management.

In step 1, BOS selected some European suppliers for a pilot project. As a neutral partner, 4flow took over the operational management and coordination of all transportation stakeholders. For this purpose, all relevant transportation indicators and structures were collected and analyzed. Using the optimization software 4flow vista® in a standardized planning process, the entire supply chain network was modeled and with a good deal of pragmatism and effort, the necessary transportation and supply chain data was collected, adjusted and analyzed within a short amount of time at the onset of the project.

Within nine months of this first step, 4flow implemented significant optimization potential for approximately half of BOS' supplier relations, increased the reliability

### Customer

- > BOS

### BOS

- > Leading manufacturer of kinematics, mechatronics and plastic systems for European, American and Asian automotive manufacturers
- > Approximately 8,000 employees
- > 21 locations in 12 countries on 3 continents

### Project description

- > As a neutral and asset-free partner, 4flow management developed a customized, evolutionary solution and development path for the medium-sized automotive supplier BOS located in Ostfildern, Germany.

### Results

- > 100% cost and delivery transparency
- > 80% optimization of supply lanes
- > 20% transportation cost reduction
- > Improved data quality
- > Digitized processes
- > Increased performance
- > Transportation disruptions recognized earlier
- > More proactivity
- > Increased delivery reliability
- > Improved customer service

of the transportation chain on short notice and reduced transportation costs by more than 20% in the optimized supplier relations.

**“We convinced our management with clear results. Even during the acute phase of the coronavirus pandemic, the added value of 4flow’s stepwise solution was visible. We were able to act proactively, implement quick measures and avoid unnecessary deliveries and transportation costs.”**

Heiko Kraemer,  
Senior Director Supply Chain International at BOS

In the second step, all European supply lanes and sea transportation were centralized. Moreover, the automotive supplier introduced invoicing and freight cost transparency as additional services. Through this, 4flow identified further optimization potential and provided BOS with valuable support for budget planning. Thanks to real-time transparency, the delivery performance was further increased, while transportation costs were reduced by an additional 13% and processes were further digitized.

In June 2020, BOS decided to start the next phase, which was focused on the implementation of new network structures. 4flow was selected to carry

out a study to plan a cost-optimized set up for trans-shipment and warehouse locations in Europe. Identified potential of up to 20% prompted BOS to decide for implementation. The nine-month project includes support for both service tendering and the subsequent implementation of new network structures.

The next step is currently being planned. There are already some first ideas, such as using a digital twin that enables the status, position and expected arrival time of shipments to be transmitted in real time. In addition, connecting the BOS ERP to 4flow vista® would result in a highly developed solution that initiates automated delivery processes and enables proactive transportation management.

## About 4flow

4flow is a leading provider of supply chain consulting, software and fourth-party logistics (4PL) services. With more than 1000 team members, 4flow is a global partner for its customers at more than 20 locations in Europe, Asia, North America, and South America. 4flow completes more than 300 projects a year in cooperation with customers on 5 continents, in more than 40 different countries. 4flow is headquartered in Berlin, Germany.