

Supply Chain... Connecting Dots...

Alsico

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24 mei 2016



more than workwear

Alsico Product range

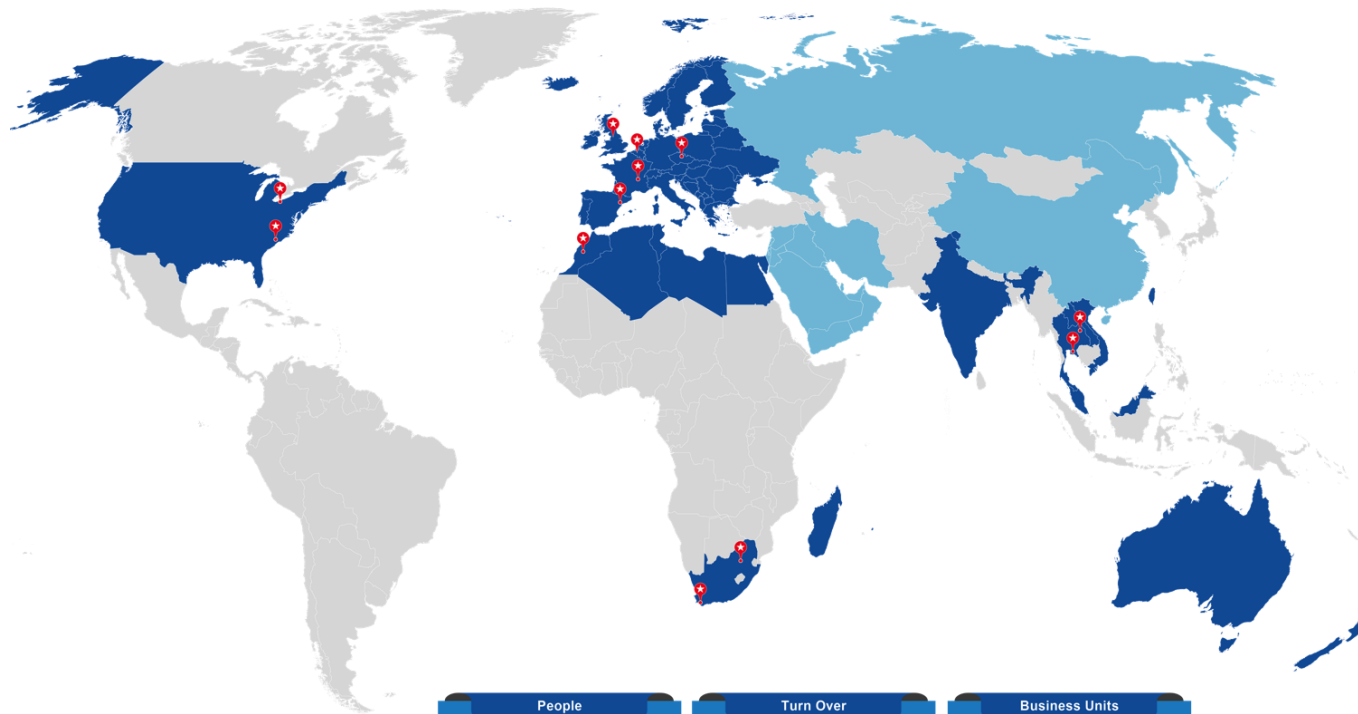
COMPLETE WORKWEAR PRODUCT RANGE

- Developer and Producer of Comfortable high performance & longlasting professional and Technical Clothing:
 - Basic workwear
 - Technical workwear
 - High Tech workwear (clean room/area)
 - Protection of the product
 - Hospital workwear
 - operation theatre
 - (scrub) nurses
 - cytostatica
 - Patients and other stakeholders
- Services
- Projects



Alsico at a glance

European
market share
of 8%



People	Turn Over	Business Units
7.000	205.000.000	8
Languages	Production Units	Piece produced Weekly
18	28	320.000

Alsico Supply Chain

PROCESFLOW

- Materialen
- Ontwikkeling & Confectie
- Transport
- Warehousing
- Delivering

PARTNERSHIPS

- Klanten
- Leveranciers
- Productie locaties



RESULTS

- Quality
- JIT
- Cost control
- Productivity & Efficiency
- Lean & Agile
- Customer Satisfaction
- ...

CHALLENGES

Innovation

Collaboration

Organisation



Collaboration



innovation



Organisation



innovation

Alsico Innovation



PRODUCT

Ergonomy & Comfort
Design & Branding



SPEED TO MARKET

Product Life Cycle ↓
Turnaround speed ↑



SUSTAINABILITY

Social
Economic
Environmental

Alsico Sustainability



Alsico Sustainability

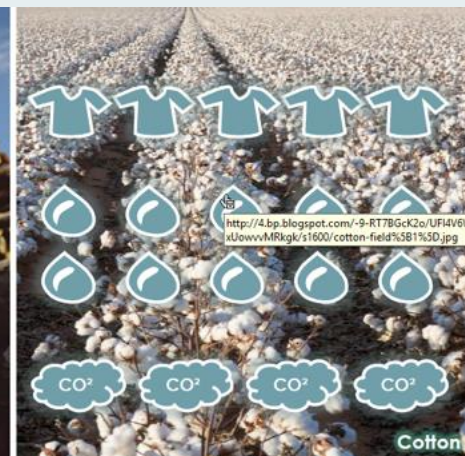


- Hernieuwbare grondstoffen
 - Katoen – partnership
 - Biologische katoen
 - Fairtrade katoen
 - Lyocell:
 - Tencel®



Minder waterverbruik
Minder oppervlakte
Minder CO₂

- Gerecycleerde grondstoffen
 - Polyester
 - Gerecycleerd uit 100% PET flessen
 - Gerecycleerd uit gebruikte kleding



Alsico Productie

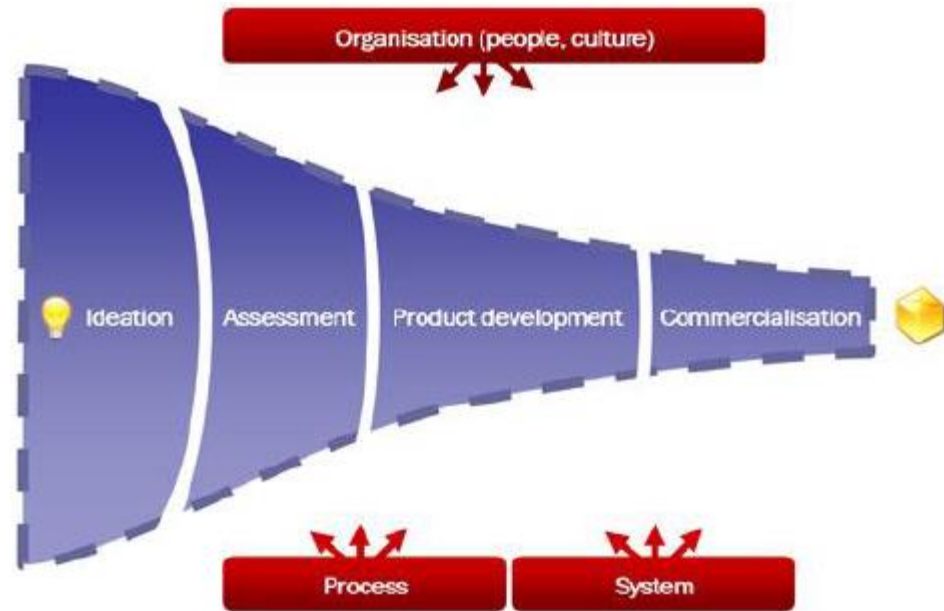


Alsico Recycling proces





PRODUCT LIFECYCLE DECREASES
Aantal collecties per jaar neemt
toe



SNELHEID, EEN NIEUWE DIMENSIE
Flexibiliteit & Reactiesnelheid
Technology - Integrated PLM system

Alsico Shake your Style

CO-DESIGN & DEVELOPMENT - CUSTOMIZATION

Unieke business model waarbij klanten hun eigen werkkledij kunnen ontwerpen

- Eigen creatie online
- Snelle levering
- Competitieve prijs
- Belgische productie

INDUSTRY AWARD 2014

Best practice in Manufacturing

LOGISTIEKE FLOW

Standard

vraag klant

development

productie

levering klant

Shake your Style

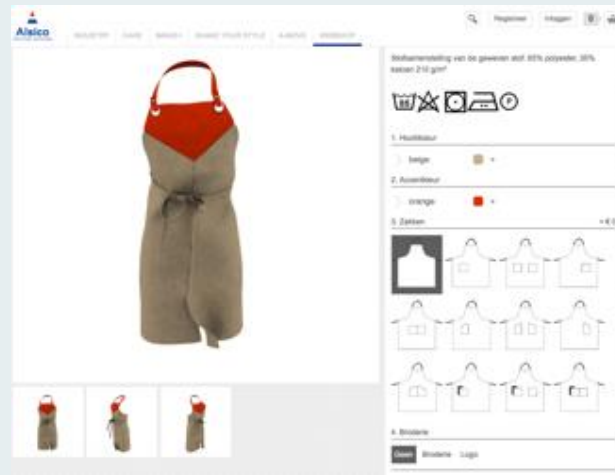
development

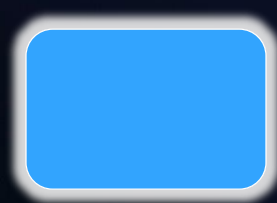
productie

vraag klant

prod. opties

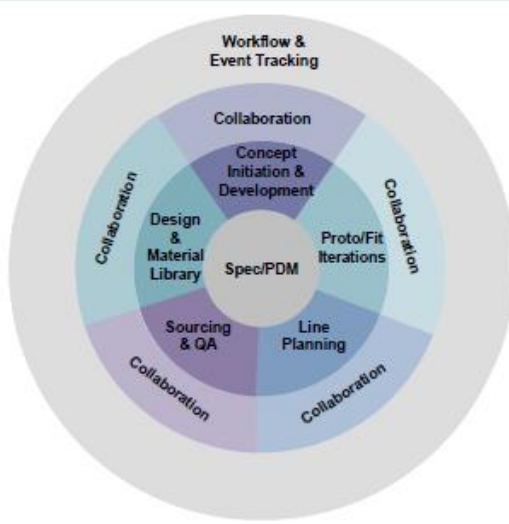
levering klant





Collaboration

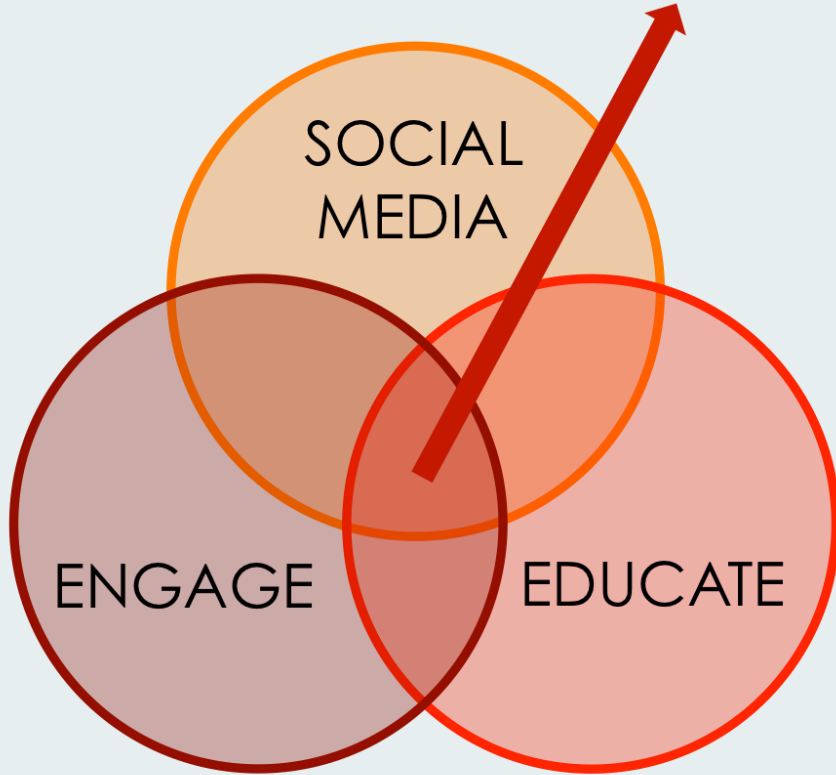
Alsico Collaboration



- Partnerships & Co-development – NETWORK:
 - Suppliers
 - Customers
- Community Engagement – PRODUCT customization
- Technology – Integrated program – PDM/PLM:
Product, process, Lifecycle & Collaboration Management
 - Suppliers
 - Development
 - Production



Introducing the NEW way of Sales



**in
ga**
WELLBEING

Understanding the
need & testing

Engaging in route
to market

The patient

Understanding
touchpoints when they
can be made aware of
the b2b model products

Early adopters of
leasing model and
advocates – a critical
asset to get to market
the right way

Industrial
laundry

Identifying barriers to
market and their supply
chain needs to facilitate
logistics

Provide them with the
materials and/or
software to distribute
the clothing to their
network of customers

Hospitals

Identify hospitals
patient experience
needs and barriers to
providing improved
patient clothing

Work with hospitals to
communicate to their
patients that improved
patient-wear is
available

Organisation



THE NEW WORKSTYLE IS...



Mobile

Trusting



Authentic



Offline-driven

Connected



Balanced

Curious



Focused



Self-sufficient



Productive



Diverse



Social



Virtual



Engaged



Kinetic



Generous



Action-oriented



Inspired

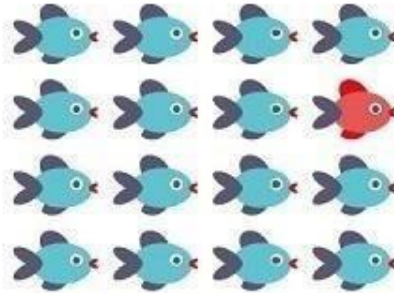


Differences between

BOSS

← Vs. →

LEADER



- **Drives** employees
- Depends on **authority**
- Inspires **fear**
- Says **"I"**
- Places **blame** for the breakdown
- **Knows** how it's done
- **Uses** people
- **Takes** credit
- **Commands**
- Says **"Go!"**

- **Coaches** employees
- Depends on **goodwill**
- Generates **enthusiasm**
- Says **"we"**
- **Fixes** the breakdown
- **Shows** how it's done
- **Develops** people
- **Gives** credit
- **Asks**
- Says **"Let's go!"**

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Questions?



more than workwear



Alsico
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