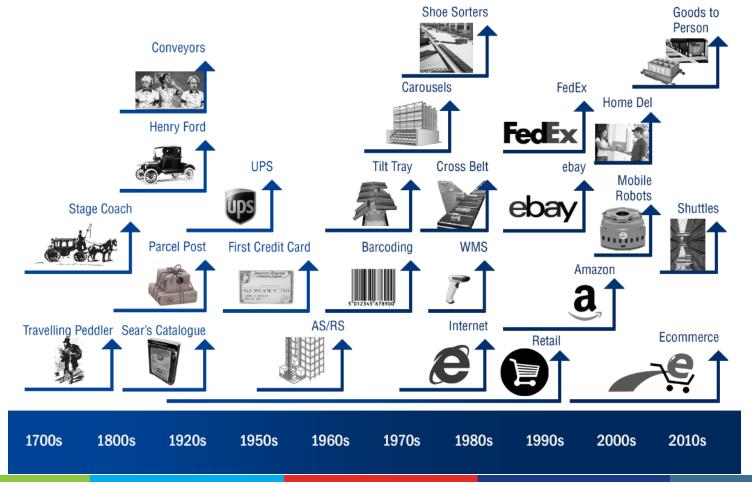
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History of Order Fulfillment



THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK



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Current Leaders in Same-Day Delivery





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SHIPPING

Same-Day Fulfillment Vs Same-Day Delivery

 Same-Day Fulfillment → Inside the "Four Walls"

- Same-Day Delivery →
 Same-Day Fulfillment + The "Last Mile"
 - Exception is the preparation for shipping





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The Need for Same-Day Delivery





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Same-Day Delivery Demand Generation





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Same-Day Delivery – The Market

BI INTELLIGENCE

■ <\$5 ■ \$6-10 ■ >\$10

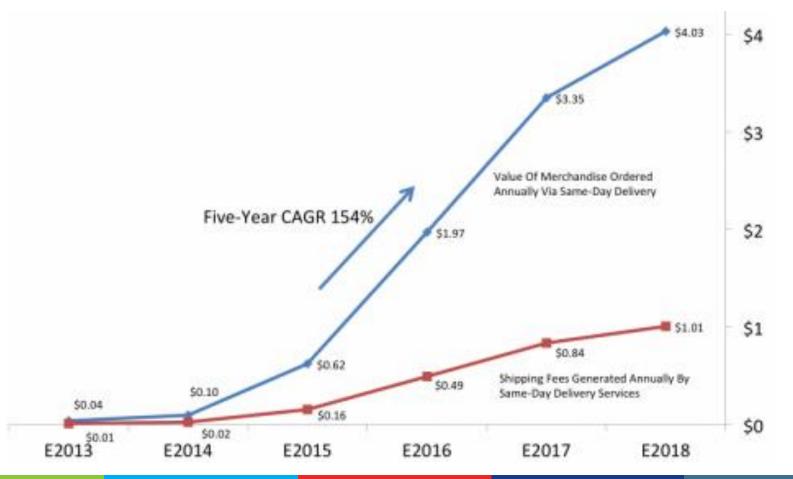
	Furniture	28%	15%	57%				
Li	arge appliances	33%	19%	49	%			
Fur	niture	28%	15%		57%			
Large appl	iances	33%	19%	49%				
Electroni	cs and	43%		25%	32%			
Housewares	/small	50%		24%	279			
	Computer	5	57%	22%	21%			
	Footwear		59%	22%	19%			
	Flowers		60%	23%	17%			
	Clothing		63%	21%	17%			
Toys/games OTC drugs/medical			64%	21%	15%			
			65%	16%	20%			
	Office supplies		65%	219	% 14%			
В	eauty/personal		67%	19	9% 14%			
Pre	escription drugs		68%	16	% 16%			
Bo	ooks and music		73%	16% 10%				

Source: Boston Consulting Group 2012; http://www.businessinsider.com/e-commerce-and-same-day-delivery-2014-9

THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK

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Same-Day Delivery – Market Forecast



Source: BI Intelligence; http://www.businessinsider.com/e-commerce-and-same-day-delivery-2014-9

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Same-Day Delivery Economics Number of DCs and Cost of Delivery



1 Assumes demand distribution mirrors US population distribution



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Same- Day Delivery Economics Population and Number of DCs



Source: http://www.scdigest.com/EXPERTS/WULFRAAT_13-09-03.PHP?cid=7366&ctype=content





The Move to Same-Day Delivery





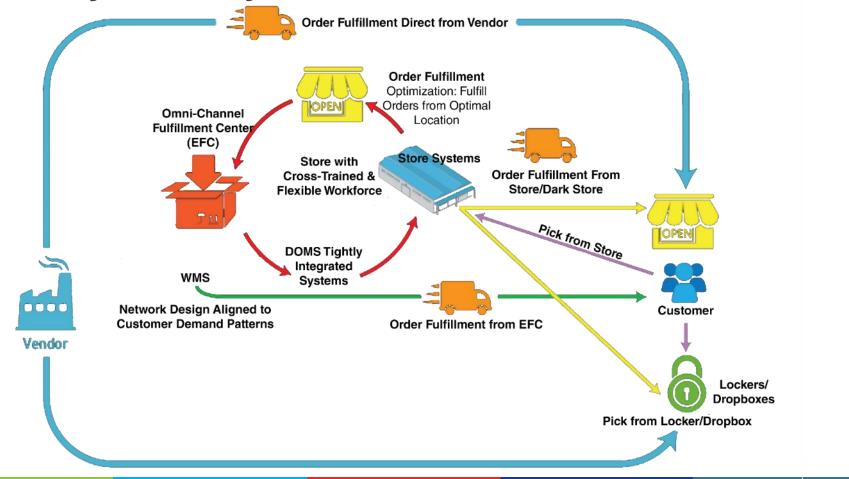






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Same-Day Delivery – Last Mile Models

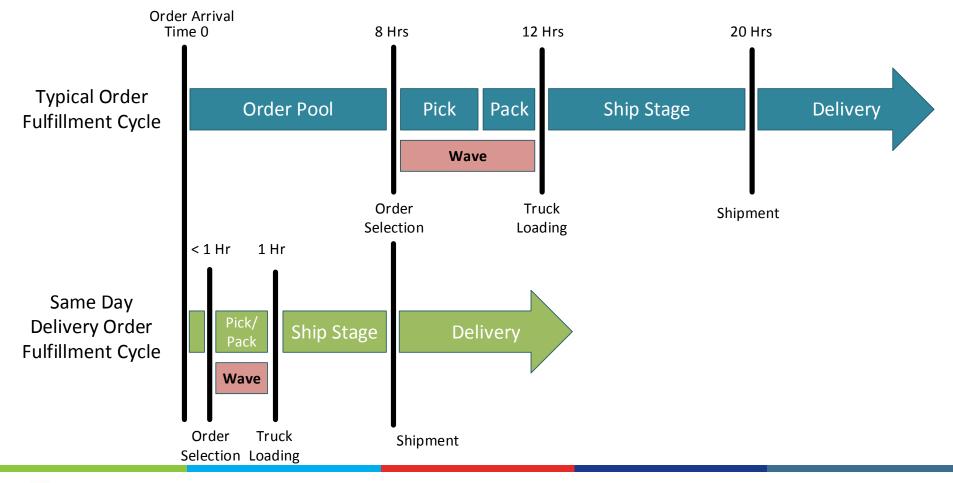


Source: Cognizant: 20-20 Insights: Same Day Delivery Surviving and Thriving in a World Where Instant Gratification Rules, April 2014





Order Cycle Times







Order and Information Flow





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Same-Day Order Fulfillment - Tensions

Productivity Order Cycle Time

- Broader Planning Windows
- Large Waves
- Batching Picks



• Order Flow Through

- Small Waves
- Order Picking





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powered by

Organizational Alignment



Corporate Alignment



Demand Planning/Forecasting



Holidays/Seasonality



Automation



Shipping Policy Alignment with Transportation Strategy



Incentive Structures



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First Operational Step to Same-Day Fulfillment

Evaluate each process to eliminate waste



Too Much Inventory Over Conveyance



Complex Processing



Excess Motion



Defects/Rework





Waiting

Knowledge

Adapted from work by Derek Browning, Lean Deployment Executive at LeanCor





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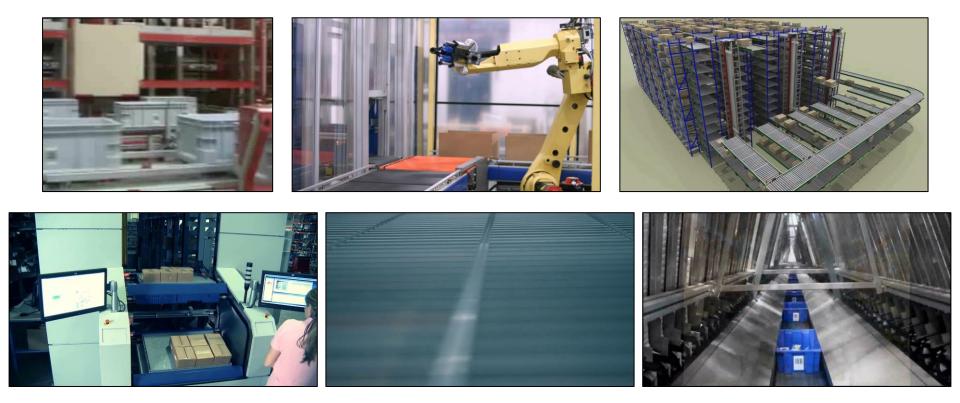
Ecommerce Order Profiles





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Same-Day Fulfillment Automation





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Customer Expectations



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Location



Customer Age



Order Timeframe



Price Point

Fast for 2014: Next day to 2 days

Fast for 2015: Same day to next day

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Benefits of Same-Day Fulfillment





Lower Inventory Cost



Greater Profit Margins



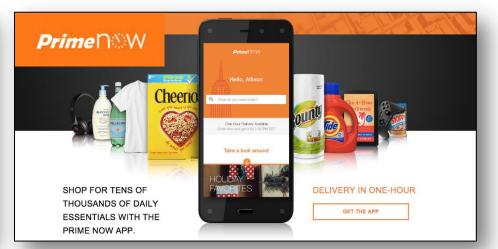


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One-Hour Delivery?









SAME DAY DELIVERY IN MINUTES







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mlogan@bastiansolutions.com bbearden@bastiansolutions.com

Website: www.bastiansolutions.com

Or visit ProMat 2015 Booth 3953

