



**MARC GLOBAL NAMED THE LEADING GLOBAL SUPPLY CHAIN  
EXECUTION SOLUTION PROVIDER**

The Global Institute of Logistics



**MARC GLOBAL**  
Global Supply Chain  
Execution Solutions Company  
*2004*

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**MARC Global has been recognised by the Global Institute of Logistics  
for its contribution to the development of operating standards within  
the 3<sup>rd</sup> Party Logistics sector**

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Following a detailed correlated research and selection process into the provision of software solutions to the transport and third party logistics industry, the Awards Committee at the Global Institute of Logistics (GIL) has designated MARC Global as the recipient of its 'Global Supply Chain Execution Solution 2004' accreditation. The comprehensive study conducted by the research department of the Institute over the last year draws for a significant part on a quality-ranking system based on responses provided by concerned parties within the global third party logistics (3PL) sector. The research department of the Institute has been conducting a comprehensive study into the provision and application of software solutions in the 3PL sector over the last year and this has led to the Institute's recognition of Marc Global. The research was commissioned in response to demand for benchmarking in the area of supply chain and warehouse management solutions.



Warehouse management systems are designed to direct the flow of materials both into and out of specific storage locations, in an ordered sequence, based upon a predetermined set of operational parameters. The Institute, in its research of warehouse management solutions specifically looked at a range of factors applied by those in the information technology sector that are contributing to the development and advancement of logistics and best practice in the sector. These include applications functionality, implementation and support capability, supplier stability and management vision. Marc Global rated exceptionally highly across all factors and accordingly is leading the way in 3PL applications.

The Institute has been investigating the provision and application of software solutions in the 3PL sector and the capabilities of modern software to control the supply chain. The study, which included appraisals of the leading global providers, sought to establish the strength of each package against 5 distinct criteria: Tracking and Tracing, Visibility, Alerts and Messages, Workflow Decision Support, Warehouse Management.

One of the outcomes of the study saw MARC Global emerge as the unequivocal choice of the Awards Committee for conferring of its "Global Supply Chain Execution Solution 2004," for its MARC Global product suite. In the final analysis MARC Global was chosen primarily as a result of its understanding of the complex demands of the 3rd Party Logistics sector and the organisations exemplary track record in successful installations across the globe.

MARC Global provides supply chain solution products and services worldwide. It is recognized as a premier software company with a long history of improving customer fulfilment, profitability and cash flow for the world's most demand driven organisations. Its software product suite has proven successful in more than 220 customer implementations across 24 countries and in 9 languages. It successfully manages billions of dollars worth of supply-chain transactions every working day. MARC Global has become known for its strong vertical market knowledge, and has a track record of consistently improving fulfilment operations in a variety of industries. The company is a global player with local presence and has full-service offices in the Americas, Europe, and the Asia Pacific region.

For over a decade MARC Global has been incorporating improvements in its suite of supply chain execution software solutions. MARC's Warehouse Management System software was first introduced in 1989 and as a result its products are the sum of many years of industry experience and knowledge and are compatible across the board with every major platform. In 2000, an international investment group, led by Washington Investment Partners, acquired MARC and FACE Industrial Automation from TRW. The two companies were subsequently merged into the present day global organization. MARC Global partners with industry-leading companies to ensure enhanced product performance and integrated functionality for their customers.



MARC Global has recently expanded its product suite with the addition of two comprehensive and proven Radio Frequency Identification programs. The MARC RFID Compliance Kit and MARC RFID Enterprise Edition. The kit fulfills both Wal-Mart's and Department of Defence requirements.

Commenting on today's announcement Kieran F. Ring, Chief Executive of the Global Institute of Logistics said:

"In designating Marc Global as the recipient of the Institutes inaugural 'Global Supply Chain Execution Solutions Company 2004-05' the awards committee was anxious to invest its accreditation in an organization that had a proven track record in working with global 3PL's and an obvious desire to continue to invest in the third party revolution. We were looking for an organization that displayed fulfilment excellence through its supply chain execution technology with in-depth experience in multi-site rollout. Understanding the core principles of the cost saving nature of third party providers and the global reach of their customers is vital in the development and application of WMS software suites and by definition of the utmost importance to our choice of field leader.

Our researchers identified one case study in support of each of the 12 prospects nominated for the accolade. The case study detailing MARC Global's involvement in TNT logistics Australia TELCO contract was the most compelling. TNT had to implement world's best practice in logistics for three separate business units with inventory valued at 1 billion Australian Dollars made up of 5000 S.K.U.'s. The 3 divisions had a combined 416,000 square meters of warehousing operations, employing 275 people and operating 56 trucks. More than 12,000 service vans and hundreds of construction teams also had to be considered for parts support. 4 years on the partnership is working excellently and has proven itself as an excellent example of the 3PL in action with proven cost savings of up to 20% and a supply rate of 99% on-time/in-full. Much of the credit for the success of this contract is put down to the supply chain I.T system supplied by MARC Global. The system has delivered and is constantly being improved.

The bottom line is MARC Global got our vote simply because of their approach. They enjoy what they do and love a challenge but above all it is the companies ability to work to tight budgets and deadlines which sets them apart in the market place. Even though the solutions that MARC build and provide are unparalleled in this space the company still feels the need to compete and win on the age old principles of price implementation and support.

We are confident that in recommending MARC to the global third party logistics industry we are providing 3PL's with a best in class candidate with the necessary experience to provide an IT solution to meet the most ardent and agile supply chain solutions."

