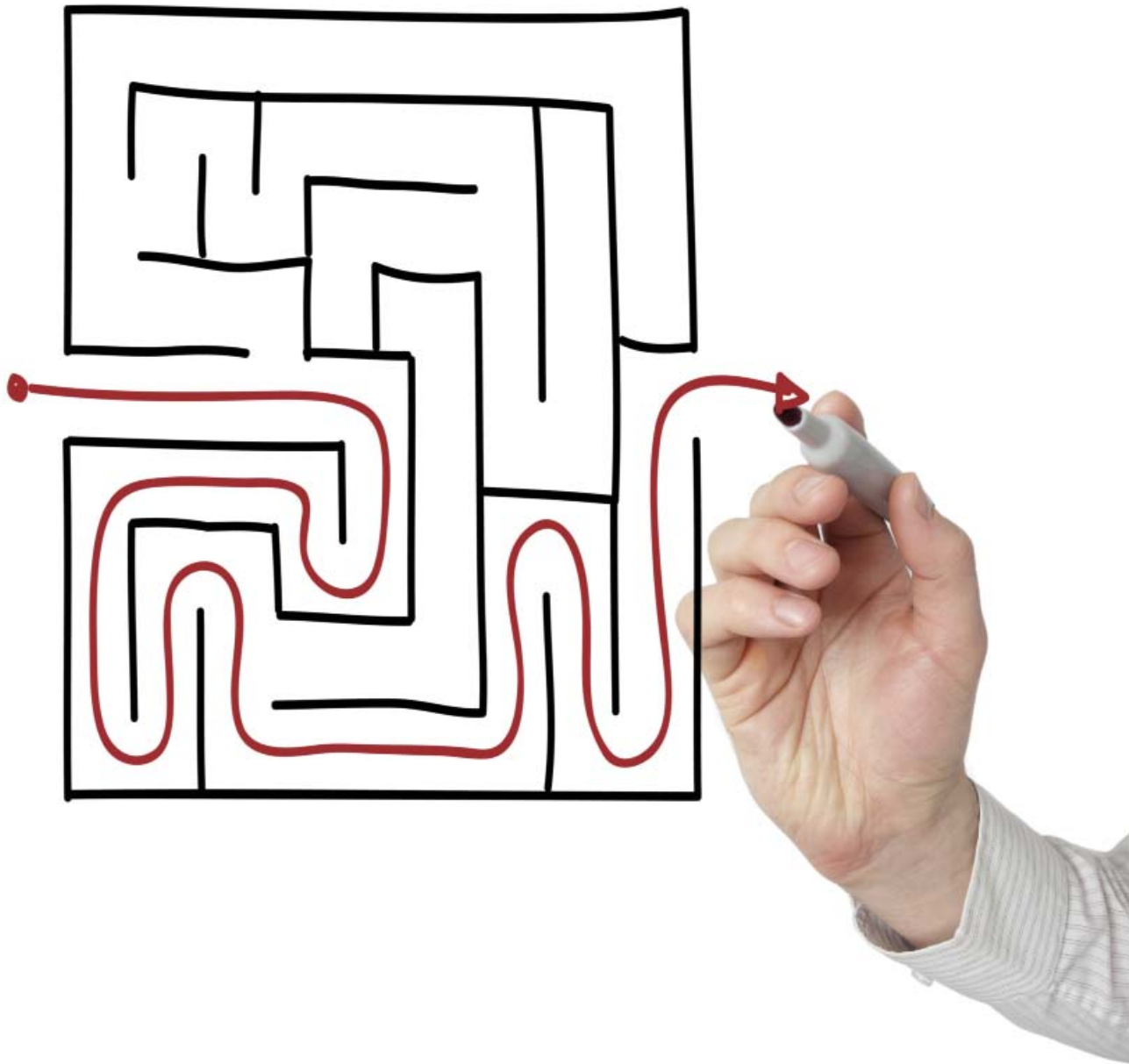


Navigating your supply chain from *strategy* through implementation

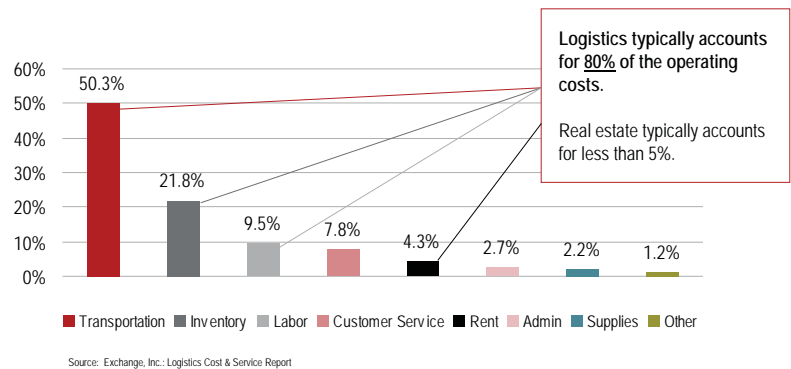
Supply Chain & Logistics Solutions



Strategy through implementation to save time, reduce costs and mitigate risk.

Supply Chain & Logistics Solutions

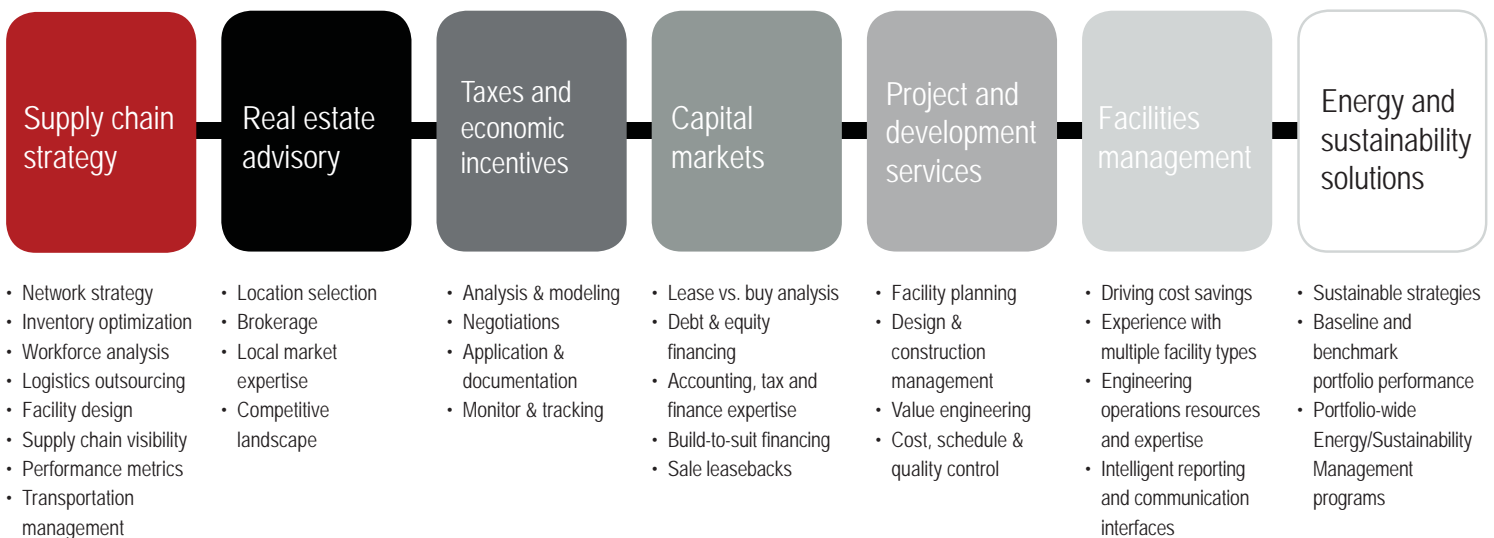
Our clients face many challenges today. Economic uncertainty, volatile fuel costs, increasing customer service requirements and global complexities, to name a few, all play a critical role in your real estate decisions. That's why, at Jones Lang LaSalle, we make it our job to understand your entire business—not just your real estate needs—to save you time, reduce costs and mitigate risk.



No other firm offers expertise in so many disciplines for its clients resulting in profit-enhancing, cost-saving outcomes.

Our integrated approach

Jones Lang LaSalle's delivery model differs from traditional brokerage or consulting firms by integrating supply chain strategy with proven implementation services that save time, reduce costs and mitigate risk. We offer a full range of professional services including supply chain consulting, business and economic incentives, capital markets, real estate advisory, project and development services, facilities management and energy and sustainability solutions to expedite implementation and maximize return on investment.



Our dedicated Supply Chain & Logistics Solutions team helps clients grow profitability by combining supply chain consulting with proven implementation services.

Supply chain consulting services

Network strategy

- Objectively evaluate cost and service related trade-offs of various supply chain networks
- Utilize sophisticated, leading-edge network optimization tools
- Identify alternative supply chain scenarios and test for sensitivity to changes in cost, service, capacity, and workforce constraints
- Provide fact-based recommendations from our analysis on how best to service your clients at the lowest-landed cost

Inventory optimization

- Map inventory flow, positioning and true carrying costs
- Leverage technology and work closely with our clients to develop process improvements, accurate lead-time forecasting models and service-level analyses
- Serve as an objective advisor, providing information on the optimal balance between service and inventory levels to maximize efficiency without sacrificing service

Transportation management

- Identify and drive savings to one of the largest cost components in the supply chain through both tactical cost reductions and strategic operating improvements
- Utilize strategic transportation planning software and proactive improvement techniques to identify areas of opportunity for savings by modal allocation, lane efficiency, available capacity, and alternative transportation

Logistics outsourcing

- Provide unique market insight and sound decision making to your organization's outsourcing process
- Analyze supply chain operations and procedures along with your requirements to make objective evaluations and, if applicable, selection of outsourcing candidates
- Help maximize savings and implement successful partnerships through informed negotiation

Location selection

- Minimize the impulsive nature of real estate decisions by first prioritizing the operating considerations across the supply chain
- Employ a proven multi-tiered elimination process for location selection
- Maximize the value of location selection through thoughtful logistics analytics and integrated business and economic incentives negotiations

Workforce analysis

- Mitigate risks and maximize savings through the quantification of workforce sustainability, productivity and cost
- Assist in developing key workforce evaluation criteria to benchmark against best-in-class locations
- Test prospective locations through competitive labor interviews, predictive economic-psychographic analytics, future wage progressions, workforce availability and historical organized labor activity

Facility design

- Conduct cube utilization studies, product flow analytics, truck flow analysis, trailer parking configuration analysis and security and theft prevention strategies to design innovative distribution facility layouts
- Provide alternative automated material handling solutions

Supply chain visibility

- Develop a best-in-class tool to provide a repository of real-time data on inventory status, an interactive operational system to execute critical decisions on accelerating or decelerating the flow of product predicated on demand, and alerts on service performance and cost liabilities

Performance metrics

- Review internal operations and cost structures to develop metrics reporting which monitor cost effective service by benchmarking your key performance indicators
- Assist in establishing the critical balance between cost effectiveness, service and profitability by identifying and developing the most effective operational performance metrics for your business

Our clients say it best

Strategy through execution

“From day one, Jones Lang LaSalle had a very strategic approach and took the time to understand our business and culture – translating our operational needs into the right overall solutions for us.”

Stefan Jacoby, President & CEO
Volkswagen Group of Americas

Innovative solutions

“The professionalism and creativity they brought to the project was exceptional. Their ability to mobilize the right resources with the right talents, and utilize the best innovative systems processes available made them a critical part of our multi-year, strategic supply chain development and implementation team.”

Joseph E. Paral, Director, Logistics Operations and Support
International Truck and Engine

Streamlined supply chain

“Their 360 degree solutions encompassing supply chain network optimization, real estate expertise and construction management helped Hickory Farms streamline its supply chain from concept to reality. Throughout the process, various specialists from Jones Lang LaSalle were involved in ensuring our needs were met and results delivered.”

Nadeem Mumal, Vice President Distribution
Hickory Farms, Inc.

Solving a difficult project

“Matching our transportation, labor, and real estate requirements was a difficult project. Jones Lang LaSalle was consistently patient, tolerant and imaginative in coming up with the best possible solutions. Their willingness to bring in additional outside resources demonstrates their extraordinary lack of ego that makes working with them such a pleasure.”

Jodi Dalton, Real Estate Manager,
Walgreen Co.

Comprehensive approach

“Jones Lang LaSalle is comprehensive and result-oriented in their approach. From initial business needs assessment through project implementation, they always ensure that all areas of our supply chain are analyzed and optimized. They are a true business partner for us.”

Bob Wickett, Director, Supply Chain
KAO Brands Company

Our thought leadership stands out

Our team of in-house subject matter experts combine supply chain consulting and diverse industry expertise, along with leading-edge tools and technologies, to deliver creative solutions to complex operational challenges. We work closely and collaboratively with you to provide specialized knowledge and compliment your resources.

We partner with the leading supply chain industry organizations, such as the Council of Supply Chain Management Professionals (CSCMP), Warehouse Education Research Council (WERC), and Association of Operations Management (APICS), as well as leading academic institutions on topics that put us constantly at the forefront of the critical business issues impacting our clients.





Real value in a changing world

For information concerning Jones Lang LaSalle's Supply Chain & Logistics Solutions team, please contact:

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www.us.joneslanglasalle.com/industrial or www.us.joneslanglasalle.com/supplychain

A collaborative team

Jones Lang LaSalle has more than 70 dedicated supply chain and logistics professionals in virtually every major U.S. market. These professionals have a unique combination of commercial real estate, industry and supply chain experience and undergo an intense in-house training program focused on the latest supply chain trends and strategy accredited by the Council of Supply Chain Management Professionals (CSCMP). Many are members of CSCMP as well as the Warehouse Education Research Council (WERC), and the Association of Operations Management (APICS); collaborate with leading academic institutions; speak regularly at seminars and events; and are quoted in the trade press.

When needed, we draw upon our global resources from Real Estate Advisory, Tax and Economic Incentives, Capital Markets, Project and Development Services, Facilities Management as well as Energy and Sustainability Solutions. Our global, integrated platform allows us to meet your far-reaching needs while a single point of contact ensures quality, consistency and responsiveness.

Jones Lang LaSalle Worldwide

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2010 global revenue of more than \$2.9 billion, Jones Lang LaSalle serves clients in 60 countries from 750 locations worldwide, including 180 corporate offices. The firm is an industry leader in

property and corporate facility management services, with a portfolio of approximately 1.7 billion square feet worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse in real estate with more than \$41 billion of assets under management. For further information, please visit our website, www.joneslanglasalle.com.

