



Win like a Leader

How to succeed in the Industrial Manufacturing & Automotive sector

At this time of rapid technological advancements that are transforming the traditional businesses in IM&A, manufacturers need to embrace change and capture new business opportunities to stay competitive, so that they can keep up with ever changing customers' expectations.

THE TOP THREE INDUSTRY PAIN POINTS FOR IM&A



CAPTURING NEW BUSINESS OPPORTUNITIES

- Automotive industry is driven by technology, manufacturers have to stay ahead of market trends in order to create new business opportunities.
- Entering into new emerging markets pose as a challenge to businesses as they do not have the global insights and expertise to expand to new markets.



COST TO STAY COMPETITIVE

- IM&A manufacturers are constantly looking for ways to reduce operating and logistics costs while catching up with technology so as to deliver greater value to their customers. They recognize that change would be beneficial to them, providing a competitive edge in the long run. However, retraining staff and reorganizing operations would result in downtime which would impact on their profitability.



INCREASED CUSTOMER EXPECTATION

- Many IM&A manufacturers have switched to Just-in-time (JIT) manufacturing to prevent out-of-stock or overcapacity. However, they need a reliable logistics partner to ensure that the manufactured goods are delivered timely and to specification.
- After sales service enhancements promotes repeat businesses especially in the IM&A industry where goods tend to have longer life span. Manufacturers need to rethink ways to increase customer touch points at every stage of the product life cycle.

According to the UPS 2016 Made in China 2.0 Whitepaper, leaders in the Industrial Manufacturing sector who were surveyed were optimistic of the role logistics play in helping to solve their business woes.

WHAT MAKES A MADE IN CHINA 2.0 LEADER?

Made in China 2.0 Leaders are from all over China, all industry sectors and represent companies of all sizes. They significantly outperform their peers in terms of profitability, productivity, market share and revenue. They represent the top 8% of export manufacturing companies and score 90+ in the Readiness Index¹. They also have some stand-out characteristics:



INSIGHTFUL

They recognise the value of logistics in fuelling business growth.



FOCUSED ON LONG TERM

Leaders are prepared for the impact of macro emerging industry trends so they are not unduly concerned by the slower pace of growth under the "New Normal".



PROACTIVE

They are constantly on the lookout for ways to grow their business and expand their global footprint.



DIVERSIFIED

Instead of selling only to one type of customer, they diversify their customer base to reach both B2B and B2C customers.

¹ The UPS Readiness Index reflects a combination of Recognition and Performance Score. An index score of 90 reflects an average score of at least 9 or higher (on a scale of 1 – 10) for each dimension. There are 10 dimensions each for Recognition and Performance Score.

COLLABORATE WITH UPS TO WIN

LEVERAGE LOGISTICS TO ADD VALUE

"MADE IN CHINA 2.0 LEADERS ARE MORE LIKELY TO RECOGNISE THE IMPORTANT ROLE OF LOGISTICS THAN OTHERS."

>3X
more likely



**COST
REDUCTION**

>2X
more likely



**ENHANCED
CUSTOMER
EXPERIENCE**

>3X
more likely



**SALES
GROWTH**

In the IM&A industry, speed, precision and supply chain visibility are key.

UPS OFFERS A SUITE OF TAILORED SOLUTIONS AND EXPERTISE

WE CAN HELP YOU GAIN BETTER INVENTORY CONTROL AND COST EFFICIENCY. UPS ALSO PROVIDES A RELIABLE DELIVERY SERVICES THAT CATERS TO YOUR NEEDS SO THAT YOU CAN FOCUS ON MEETING YOUR CUSTOMERS' EXPECTATIONS.

UPS Paperless® Invoice

Allows shipments to clear customs ahead of time with an electronic commercial invoice data that transmits to customs offices even before the shipment arrives.

Saves time and cost on paperwork, and gain flexibility on timely customs clearance around the globe.

eBilling

Quick and secure online access to all your shipping invoices to accelerate payments and to keep customers happy by providing them with customised billing reports at any time.

Improve your cash flow with alerts that let you know when new invoices are available, when payments are due and when confirmed.

Brokerage Expertise

80 years of expertise in customs brokerage and an extensive international network.

When customs procedure changes, we have the expertise to adapt and clear customs efficiently, which results in cost savings and customer satisfaction.

Marketable Label

Grow your business and your brand by creating customised shipping labels with your company logo, advertisements, promotional messages or QR code.

Turn shipping labels into advertising opportunities, attract repeat purchase and new customers.

UPS® Service Guarantee

Whether it's meeting the expectations of your customers or creating a more responsive supply chain, UPS guaranteed service* gives you more options and peace of mind.

UPS Quantum View®

A portfolio of services designed to offer you and your customers complete shipment visibility with tracking information and customised reports.

Improve customer satisfaction with proactive shipment notifications and alerts.

UPS Flex Global View

Improve your freight inventory control and service recovery through an integrated view of your supply chain.

Manage order fulfillment, stock-outs and potential delays.

UPS WorldShip®

A shipping tool that eliminates manual labour and costs associated with errors and training by automating your shipment processing.

Data integration will speed up preparation of your shipments.

* Terms and conditions apply. Please refer to ups.com.



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