

# Summary

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# Home page

- ✓ The market is growing and we have to catch up the slope.
- ✓ The market is narrow and we have to fight to gain a position.
- ✓ The market is changing and we have to follow the change.

**We are building our identity & notority from scrach. It's a crusial challenge to take up. We don't have the right to fail to our commitment**

SLS as structure is based on 4 principles:

- Act in the predilection fields where SLS could founrnisn the most of its support.
- Understand the customer needs and help its expression
- Customise solutions up to the shape of each customer, always inspired from the best practices
- Track the change with a glance of innovation.

# Presentation

- **Identity:**

SLS is an independent consultancy startup founded by M ZAGHLOUL Tarik (Associate).

SLS includes a couple of experts mastering their discipline and cumulating a strong experience supply chain related (+10 years)

- **Fields of action:**

The Overall mission of SLS is to ensure the highest quality consultancy support through all Supply Chain topics. The focus is made on the following:

- Upstream study , development and project management
- Operational management (Activities launching, daily running, auditing, restructuring)
- IT literacy support (WMS & TMS & EDI interface, RF)
- Training, coaching and best practices sharing
- Process improvement and lean approach

- **Main competency domains:**

It gathers a variety of sectors, from automotive to FMCG, food industry, specialist retail, fashion, technology and cold chain.

# Service contexte (1/3)

## 1- Emergeant market that needs professional expertise

Moroccan government focus efforts on leveraging the competitiveness of the logistics aspect of the economy players. Those later, seem to be a key growth drivers to act on, in order to compete on a world-class level.

This strategy is declined into plenty of actions, particularly, supporting the main components (PME& PMI) to promote the efficiency of their logistics through the daily running of business.

Thus, the market is in need of expertise and qualified staff that are aware about the strength, the weakness and the constraints to overcome in Moroccan environment.

## 2- Why could you require an external support...?

Investigate a new area in which there is a lack of expertise inside the company

Tackle spot over-charge in labour that could not be absorbed internally in particular discipline

Compare internal deliverables to external point of view. The aim is to challenge before settling an ultimate decision

# Service contexte (2/3)

## 3- Know-how and tasks mastering

- Ground floor expertise well tested while implementing activities.
- Aknowledgment of the Morrocan market particularities and cicumstances.
- Multi-disciplinaries & multi-langages competencies, acquired over 12 years spent in supply chain discipline.
- State of the art technology implementation know-how (WMS, PDA, EDI, RF,...)
- Strong and wide panel of references in term of implementation.
- 1 key contact in front and variety of competencies behind the scene.

# Service contexte (3/3)

## 4- Customising its offers is the main SLS currency

- SLS business approach is contexte oriented. We believe that each customer
- has its propre personality and shape. The target is to move
- step forward throught simple actions reachables and mesurables
- without breaking the frame.

Key facteurs contributing to provide a suitable offer are:

- Good will & Kind of structure
- Tendering and service request formulation
- Social & overall climate inside
- Organisationnal maturity



### An unique objective:

Assimilate the customer needs and the circumstances of its expression, in order to provide a solid and suitable solutions that will last in time

# References

- **References up-to-date:**

SLS has successfully completed more than 15 projects, across different structures within a short time period. We are proud about our achievement portfolio. Our clients comprise major companies such as:

- ✓ Aksal Group (Gallerie La fayette, FNAC, Inditex, Dior, FENDI, ...)
- ✓ Logicold (Starbucks, Pinkberry, Burger King),
- ✓ DHL Logistics Morocco (LG),
- ✓ Beisdorf,
- ✓ Prevent Maroc,
- ✓ CTC Maroc,
- ✓ GCL Group AFRICA,
- ✓ Ministry of transport of Mauritania,
- ✓ Lord Global Express (ADDOHA, Electroplanet)



**All of them, could witness the commitment  
of SLS to go above expectation**

Beyond the accomplishment under the umbrella of SLS, the resources of this later were embarked in different projects previously. They were in charge of leading many projects, across plenty of business activities.

# Partnerships



## Cost reduction & optimisation: ERA Franchise

- Network of 750 Consultants experts in many domains, operating in cost reduction
- Payment issued from the benefits generated



## Dynamics simulation tool : Procsim

- Test and justify process alternatives prior to implementation
- Reducing the risk capital expenditures



## Pallets rental and : PalletBiz

- Keep your CAPEX for your business....



## Real estate logistics platform construction: ECBI

- State to the art solutions for warehousing construction
- End to end deployment of platforms and facilities.



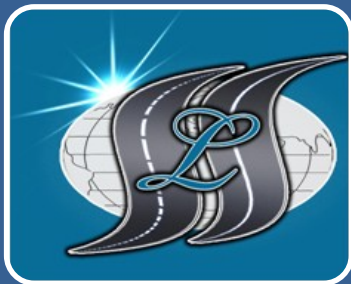
# Innovation

SLS is, after all, a Moroccan structure promoting local solutions and tools rather than foreign ones, particularly, if it's matter of cost & functionalities trade off.

Due to 5 years diving in leveriging, upgrading and implementing WMS (Small, medium and strong), we could understand the pros & cons, the heart and the design of standard WMS concept. On the other hand, SLS is always targeting to creat real added value for partners (PME & PMI). Such scope motivated us to use our knowledge in order to engender innovatives solutions to reduce drastically the ROI of potentiel clients.

**Consequently, new IT tool is born**

## WMS « low-cost & Saas formula » : [Made in Morocco](#)



In couple of weeks SLS will put in the market its new tool that gather the mix of:

- Main functionalities of recognised WMS
- Agronomy / Easy to use and to implement
- Low-cost
- Saas formula with temporary use possibility (Within transition period)



# Ressources & Contact

## Tarik ZAGHLOUL, Partner & Senior Consultant SLS

Tarik ZAGHLOUL est Partner & Consultant senior au sein de la société ( Shining Logistics Solution) depuis 2010, Il intervient sur des projets de construction de plateforme, de re-ingénierie Logistique, d'accompagnement opérationnel et de gestion de projet, d'assistance à la maîtrise d'ouvrage notamment dans l'accompagnement à la définition des besoins fonctionnels, le BPR dans les domaines de la logistique et la supply chain, l'accompagnement dans la mise en place des solutions ERP / WMS / TMS, et la démarche d'amélioration continue.

### **Practice**

Supply chain management  
SOP Logistiques,  
Accompagnement opérationnel

### **Bureau**

[ SLS, Ain Sebaa, Casablanca ]

### **Langues**

Français, Arabe, Anglais, Espa

### **Formation**

- Mastère spécialisé  
en Supply Chain IML de  
Lausanne (EPFL) 2005
- Ingénieur d'état Mécanique  
ENSEM 1999

### **Contact**

Tél : + 212 5 22 66 13 35  
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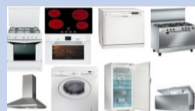
Email:  
zaghoul.tarik@slspartner.com

Tarik ZAGHLOUL a occupé le poste de responsable de projets au sein de DHL entre 2007 et 2010, Responsable des achats au sein de SNECMA en 2006 , Responsable projets logistiques dans le groupe Novartis en Suisse durant l'année 2005, et responsable technique du réseau de distribution à la CMH entre 1999 et 2004. Il totalise 12 ans d'expérience dont la majorité en Supply Chain.

Tarik ZAGHLOUL a piloté des missions d'envergure au sein de SLS, et ce depuis sa création en 2010. Les plus en vogue:

- ✓ Dimensionnement d'une plateforme logistique, élaboration analyse fonctionnelle WMS et assistance au démarrage du site chez le Groupe Aksal, (**Retail & Fashion**)
- ✓ Accompagnement opérationnel de démarrage du site DHL\_LGE (**Technologie**)
- ✓ Audit logistique chez GCL\_Geodis\_Beiersdorf (**FMCG & Retail**)
- ✓ Audit, réorganisation et gestion opérationnelle de la supply chain chez Prevent Production (**Automotive & Industrie**)
- ✓ Pilotage projets dans la chaine de froid (Starbucks, BurgerKing, Pinkbery) (**Agroalimentaire**)
- ✓ Direction logistique LORD GLOBAL EXPRESS (Prospection et démarrage dossiers).





	Period	Host company	SCOPE	Duration
<b>TECHNOLOGIE</b>	2008	<u>Nokia Siemens Network</u> , Maroc	Outsourcing and activity startup management	7 months
	2009	<u>Huawei</u> , Maroc	Outsourcing and activity startup management	4 months
	2010-2011	<u>LGE</u> , Maroc	Operational magement	4 months
	2010-2011	<u>Fnac</u> , Maroc	Upstream study & Foctional design for introducing the Brand	3 months
	2012-2013	<u>Electroplanet</u> , Maroc	Operational magement	6 months
	2013	<u>Eaton</u> , Maroc	Outsourcing and activity startup management	3 months



<b>PARAPHARMA</b>	2005	<u>Novartis Consumer Health</u> , Suisse	Forcast improvement process and IT Tool developpement	6 months
	2009	<u>L'Oréal</u> , Maroc	Activity reworking and WMS upgrade	5 months
	2009	<u>Johnson &amp; Johnson</u> , Maroc	Activity resinzing to define an update layout diagram	2 months
	2011	<u>Beiersdorf</u> , Maroc	3 PL audit	1 months



<b>RETAIL / FMCG / CHAINE FROID</b>	2008-2010	<u>Nestlé</u> , Maroc	Outsourcing study, activity startup and WMS/EDI implementation	24 months
	2009	<u>Acima &amp; Marijane</u> , Maroc	Activity upgrade and WMS migration	6 months
	2008	<u>Cosumar</u> , Maroc	Logistics Impact study to match the production growth	1 months
	2009	<u>Bimo</u> , Maroc	Peak season operational management	6 months
	2009	<u>Moro Tissu</u> , Maroc	Outsourcing study, activity startup and WMS implementation	6 months
	2011	<u>Starbucks</u> , Maroc	Brand startup management	5 months
	2011	<u>Pinkberry</u> , Maroc	Brand startup management	2 months
	2011	<u>Burger King</u> , Maroc	Brand startup management	5 months
	2012	<u>CTC</u> , Maroc	3PL entity launchement	6 months
	2012-2013	<u>Addoha</u> , Maroc	Warehousing solution management	9 months
	2013	<u>Savola</u> , Maroc	Peak season operational management	3 months
	2014	<u>Novatis Group</u> , Maroc	Outsourcing design solution &project management	3 months



<b>FASHION</b>	2009	<u>Mark &amp; Spenser</u> , Maroc	Activity transfert and consolidation center opening inTangier	3 months
	2008	<u>Velmor</u> , Maroc	Warehouse closing and staff transfert	3 months
	2010-2011	<u>Galleries La Fayette</u> , Maroc	Upstream study & fonctional design for introducing the Brand	3 months
	2010-2011	<u>Inditex</u> , Maroc	Logistics process analysis & fonctional design	2 months
	2010-2011	<u>(LA SENZA, DIOR, FENDI...)</u> , Maroc	Logistics process analysis & fonctional design	2 months



<b>TECHNIQUE</b>	1999	<u>Marfoder</u> , Maroc	Layout diagram analysis	3 months
	1999-2004	<u>CMH</u> , Maroc	Maintenace and compaign for network Reimaging and relooking	48 months
	2004	<u>Goodyear</u> , Maroc	Production process upgrade	6 months
	2006-2007	<u>Snecma Engine Service</u> , Maroc	Maintenace contract management	3 months
	2007	<u>DHL Logistics</u> , Maroc	Head office transfert and stuff organization	5 months
	2010-2013	<u>Mosquée Hassan II</u> , Maroc	Maintenace contract management	36 months
2012	<u>MACOJIB</u> , Maroc	Fleet maintenance management	6 months	



<b>AUTOMOTIVE / AERO</b>	2006-2007	<u>Snecma Engine Service</u> , Maroc	Purshasing department restructuration	5 months
	2010-2011	<u>PREVENT Production</u> , Maroc	Supply chain auditing and oprational support	3 months
	2013	<u>Maghreb Accessoire</u> , Maroc	Peak season operational management	3 months



# Afterward steps

- This prestation aims to give wholistic view regarding SLS panel of services and areas of competences where SLS can perform its best demonstration of know-who. SLS is targeting to be a close tie partner on which your structure could lean on to step ahead in term of performance. The know-who should be more tangible while according a face to face meeting to explain more in details the interest of collaborating with us.

