



DELL EMC



Trade Management Solutions

2019 Value Added Services DAO / CCA Customer Consolidation Driven Projects

Panama Sales Team

DELL-TMS Background Relationship

TMS TEAM



2009 Ocean Corporate Account Projects

- Large Corporate Accounts with Consolidation and Ocean Service



2011 Co20 "GTM" Go to Market Strategy

- 40+ Dell Distributors in MIAMI FL Area "Co20" 7 Years



2017 MIAMI Bonded X-Dock WH

- CFI, Sftw.Up-load, OBA Audit and Value Added Services



2019 + 2nd. Touch and Consolidations Projects

- 2nd. Touch , HD Imaging Asset Tag, Engraving
- P.O. Consolidation Cargo (Miami FTZ/Bonded W/H)



SERVICES



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Value Added Logistics and Warehousing Services

TMS warehousing and transportation services that requires value added logistic activities.



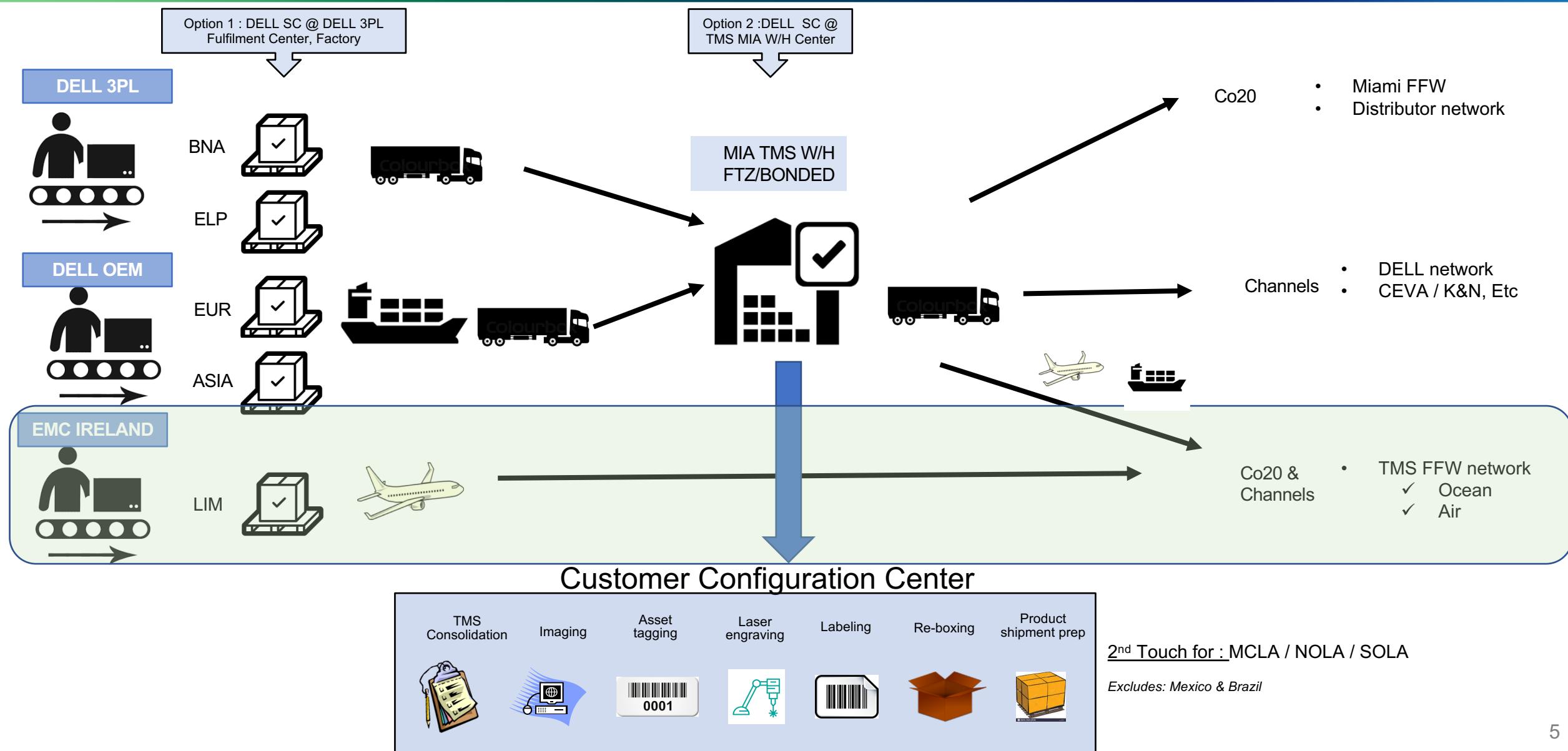
Key Services

- Warehousing
- Cross Docking
- Inventory management (WMS)
- Pallet sorting and repositioning
- Pick, Pack and Ship orders
- Cargo Consolidation by PO
- Reverse Logistics
- BIOS Imaging and engraving
- Local Distribution
- Ground, air and ocean transportation
- Preparation of export documents

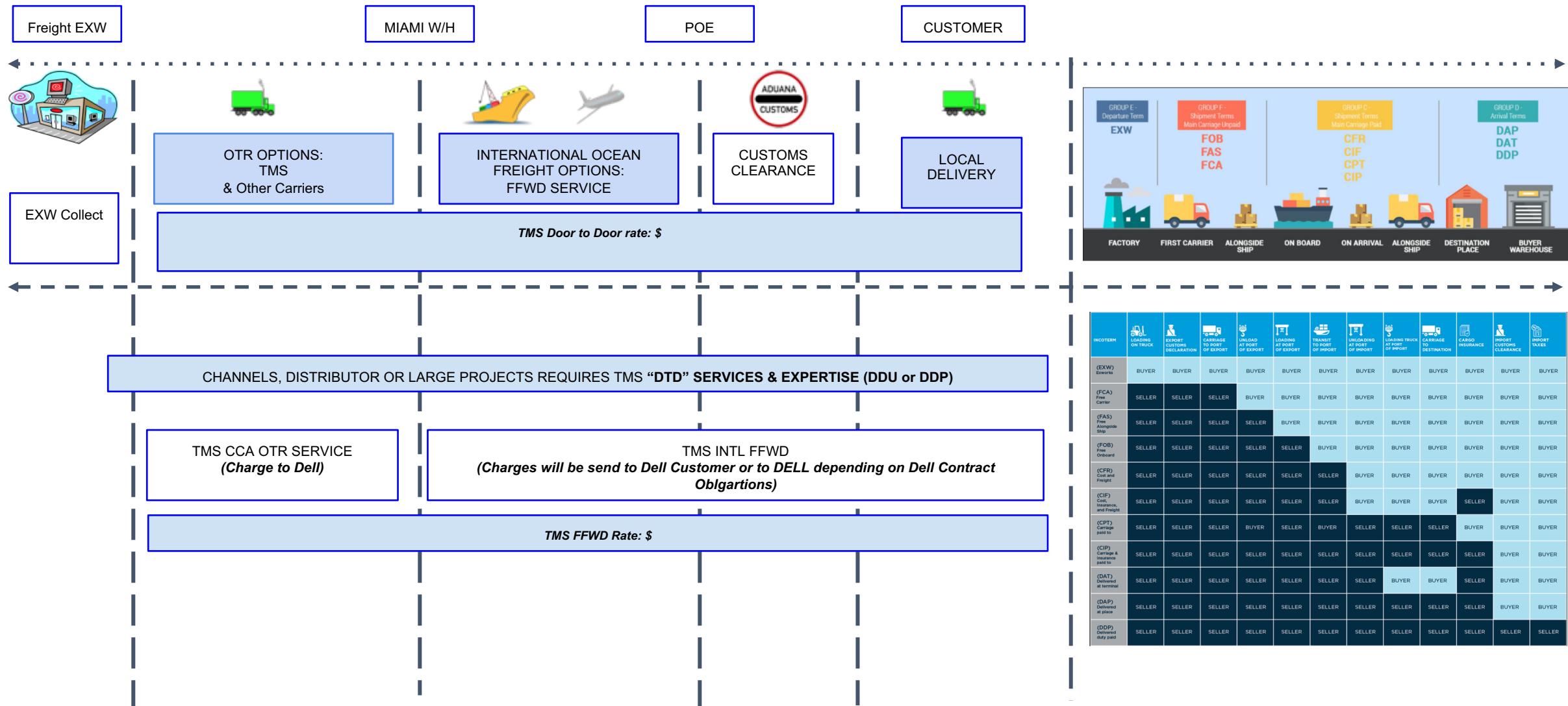
At Destination Country

- Customs Brokerage
- Fiscal Warehousing
- Incoterms / Duties and taxes guidance
- Local Transportation
- Warehousing
- Security at destination
- Distribution to Retailers
- Final Delivery with online POD

Birdseye View of the Supply Chain



CCA Account P.O. Consolidation Fulfillment Process



Instructions for ISR's :

❖ Ship Collect "Z"

❖ Special Instructions:

Ship Via :

- TMS-LPSHIP COLLECT Z / TRADE MANAGEMENT SOLUTIONS LP TMS 2315 NW 107TH AVE UNIT A-30
DORAL MIAMI FL 33172 /NLEXC/
- CONTACTO: YURI LOPEZ - YLOPEZ@TMS-LP.COM
- MONICA LANMAN - MLANMAN@TMS-LP.COM
- PEDRO ACUNA - PACUNA@TMS-LP.COM
- TELEFONO : (737) 717-3262

❖ Rates: Per Project / As Required



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Case Studies

TMS TEAM who makes this possible !!

SUPPORTING CORPORATE STRATEGIC ACCOUNTS

CECOMSA

- Imaging of over 25 K Units
- Pickup CEVA El Paso / Nashville
- Extracting all systems from boxes
- Imaging Education Program
- Re-boxing and retyping
- Freight preparation at Miami WH
- Consolidation for ocean delivery
- Visibility at order level
- Security at destination
- Final delivery to final consignee

- Multinational project with Grupo Bimbo.
- Committed to a 3-5 business day delivery, from arrival of product to Miami warehouse.
- ~ 200 units. DDP terms.



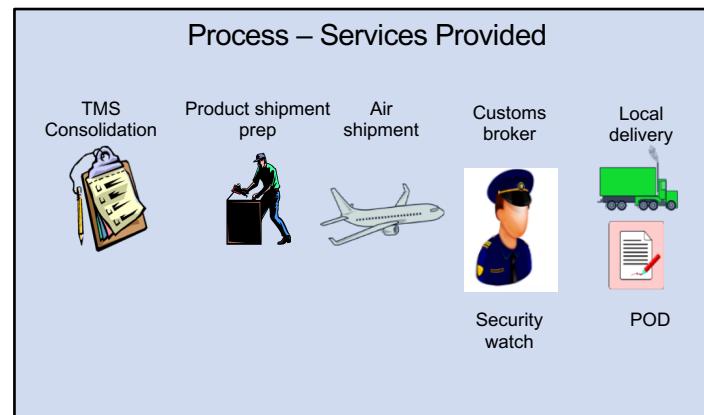
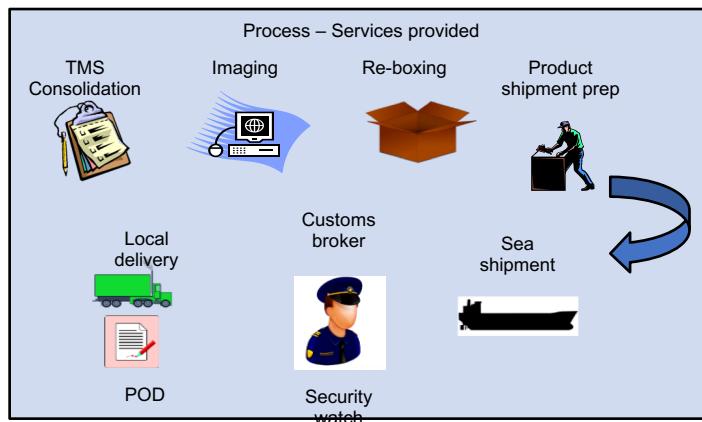
amazon

- White glove project, shipped 700 desktops
- All delivered inside the building and place on each user workstation



Claro Telecom

- Multinational project with Claro Telecom.
- Delivery of 2448 units, in 5 different countries. DDP, DAP and DAT terms.



Dell Argentina/Uruguay



- Special Packaging and P.O. Consolidation

Dell / ARUBA DATA CENTER

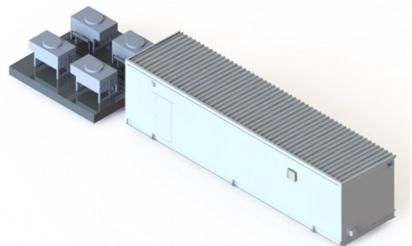


Prefabricated SmartShelter™ Module

90kW All-In-One 45ft IT Module

Site Preparation Guide

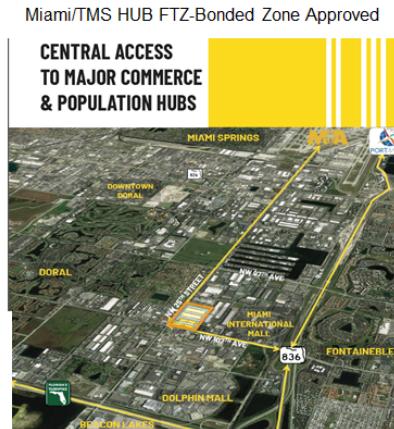
Publication date: June 2016



COPA AIRLINES

Miami FTZ/Bonded Warehouse Facility

- 27,500 SQ/FT
- FTZ/BONDED DORAL, FL Zone
- Easy access to Port of Miami
- High Security Level
- TMS Personnel
- 10K Sq/ft CFI Lab



TMS Value Added & 2nd Touch Services Video

<https://youtu.be/SN9ovGZr5tU>



Integration

- System Integration
- Light Assembly
- Imaging
- Hardware installation
- BIOS Up/Down Grade (Latam)
- Personalization
- Laser Engraving
- MAC Address Reporting

Rework & Repair

- Test (power up/down)
- Screen
- Visual Sort
- Web based PPID Tracking
- Revision Control and Reporting



Fulfillment

- Deployment
- Consolidation
- Drop in box
- Custom packing Slip and Labeling
- White Glove –Inside Delivery





- Engraving & packing 1,000 units per day
- Imaging & BIOS up to 1,000 units per day
- Labeling, asset tag and data extraction via scripts
- Dedicated 4,000 sqf space
- ESD Control
- Servers to BIOS Imaging
- Laser engraving/edging equipment
- Taylor-made gaylords to securely transport units
- Climate controlled WH



★ Leandra.Bergonzi@dell.com

Entrega OK BAPRO - LP 4943

Inbox - TMS-LP 8:45 AM

[Details](#)



To: Quintanar Hector P., Landman Monica, Llorente Alejandro, Cc: Fournis Pierre Marie, Andrade Christiane



Equipo de TMS

Quisiera compartirles el mensaje del ejecutivo de cuentas del BAPRO y hacer extensivas las felicitaciones y agradecimiento a todos los que fueron parte de este gran desafío en donde históricamente Dell nunca había podido cumplir con una entrega en tiempo y forma con este cliente. Hoy hemos podido revertir esta situación, en mayor parte por el trabajo que uds han realizado.

Esperemos que este resultado abra las puertas a más deals con el Banco y sigamos contando con su apoyo profesional para continuar en esta dirección

Gracias nuevamente!

Saludos

Leandra Bergonzi

Fulfillment Mgmt Sr. Advisor

Dell | Argentina Fulfillment & Logistics Leader

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How am I doing? Please contact my Manager Pierre.fournis@dell.com





Packaging

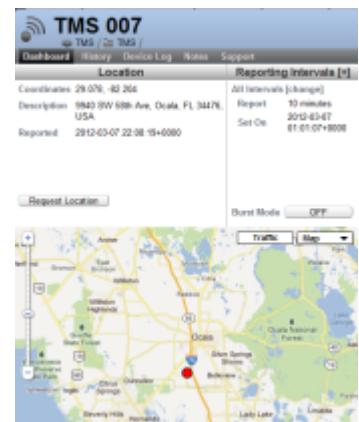
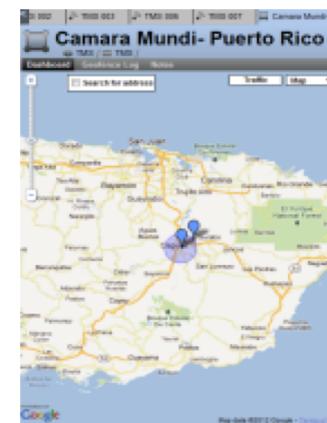


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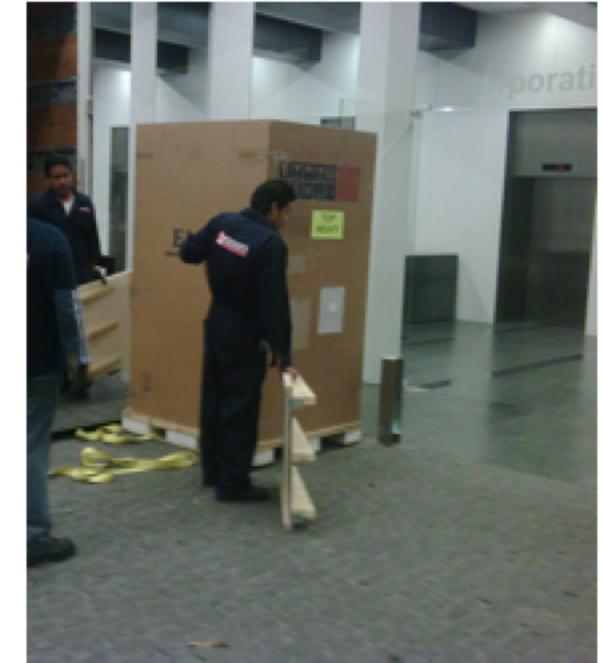


Unloading





Pictures vs 1000 wordsMexico Deliveries



➤ ***Supporting ASIA Direct Project via MIAMI Bonded W/H***



ASIA

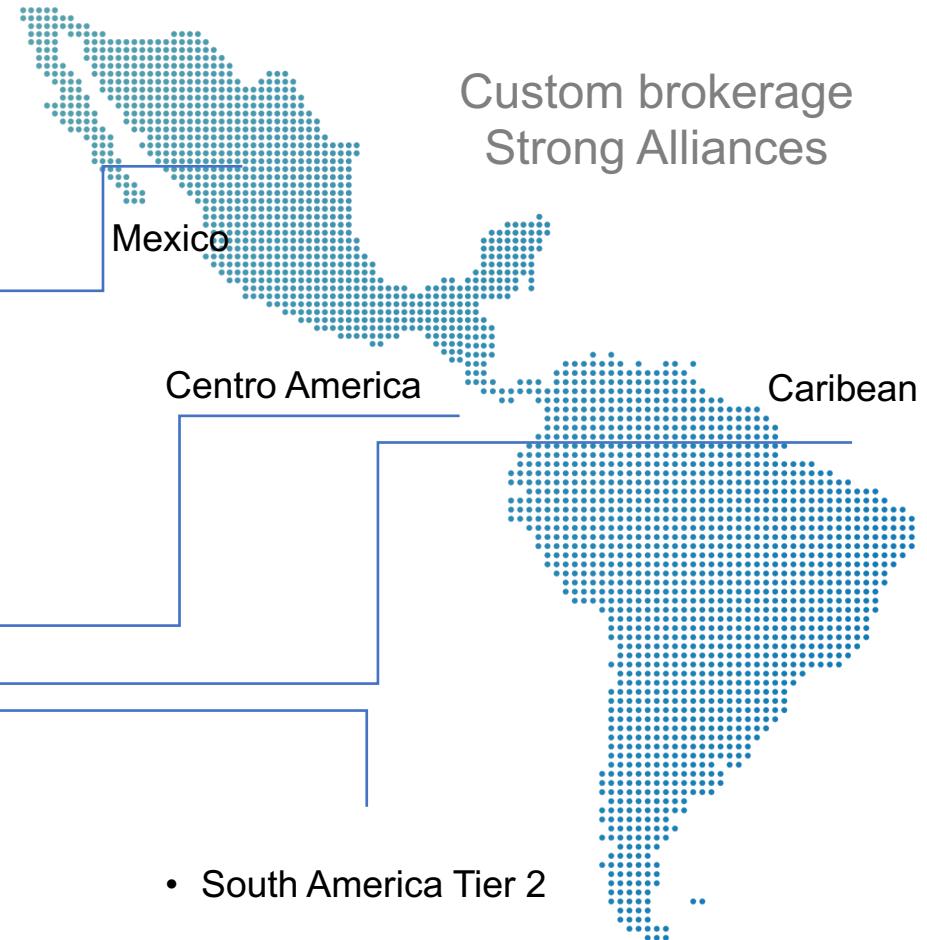


USA

USA

*Developing Direct & Indirect Coverage
i.e. WCA WW Members*

- Houston
- Miami
- Laredo
- Nashville



Group Resources

STAFF

WH

Miami (10)
Nashville (2)
Laredo (1)
Drivers (3)

AUSTIN (12)

HQ
Operations
Finances

TRANSPORT

Dallas (2)
Austin (2)
Seattle (1)

MX OPS

Operations & Data (6)
IT (1)



PARTNERSHIPS & ALLIANCES

GE CUSTOMS BROKERAGE

7 Locations
186 People

PROVA WH & DISTRIBUTION & REVERSE LOGISTICS (REFURBISHING)

10 Locations
220 People

CUSTOMS BROKERS ALLIANCES

9 Central and South America



Custom Cleranace & Brokerage Strategic Alliances

- Mexico: Grupo Escalante
- Guatemala: Atlapac
- Honduras: Remaco
- Nicaragua: Consolidados 807
- El Salvador: Consolidados 807
- Costa Rica: InterA, Convarca
- Panama: Servytral
- Uruguay: Exim Cargo
- Argentina: Casal de Rey
- Venezuela: G&C Log



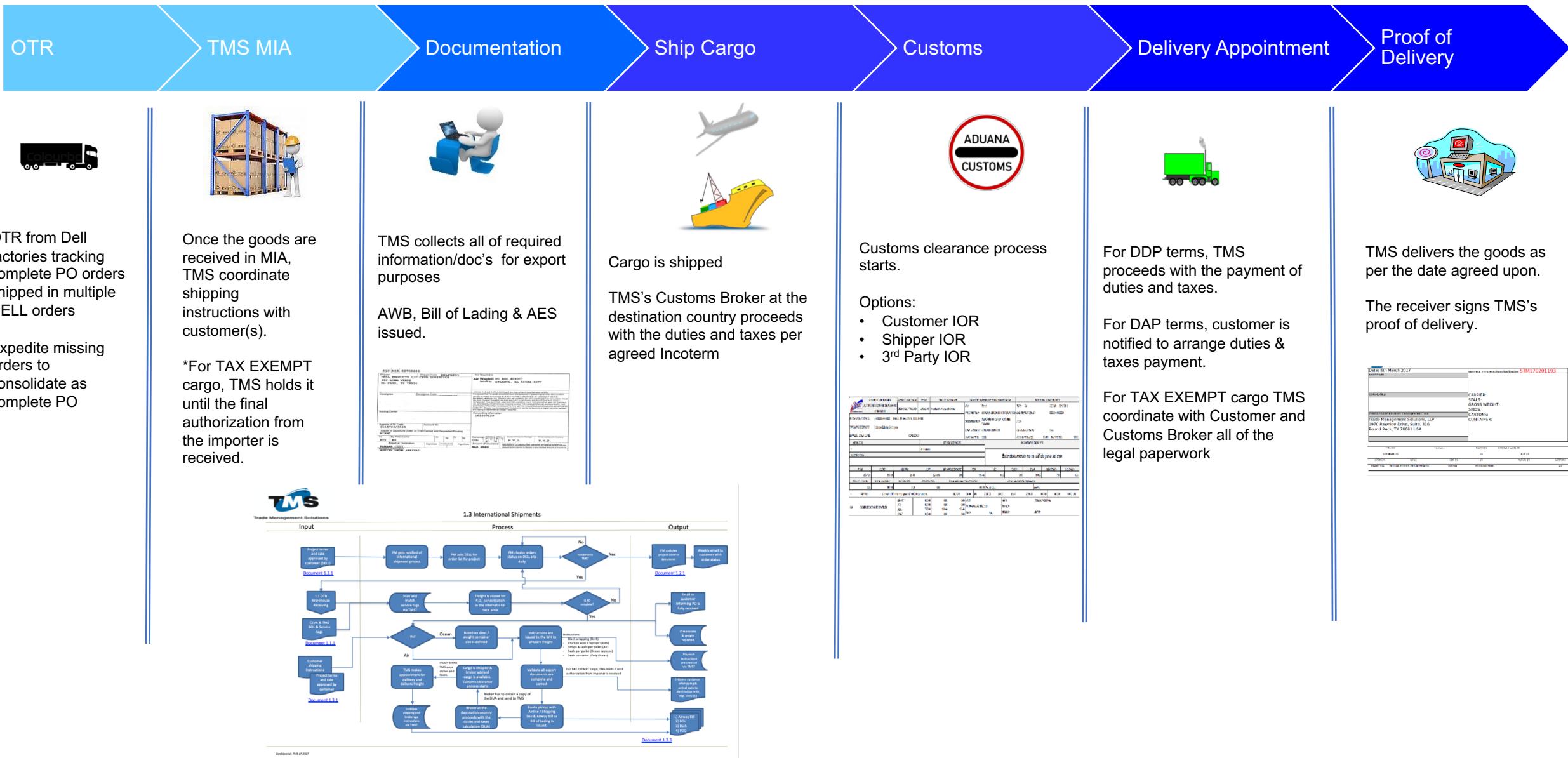
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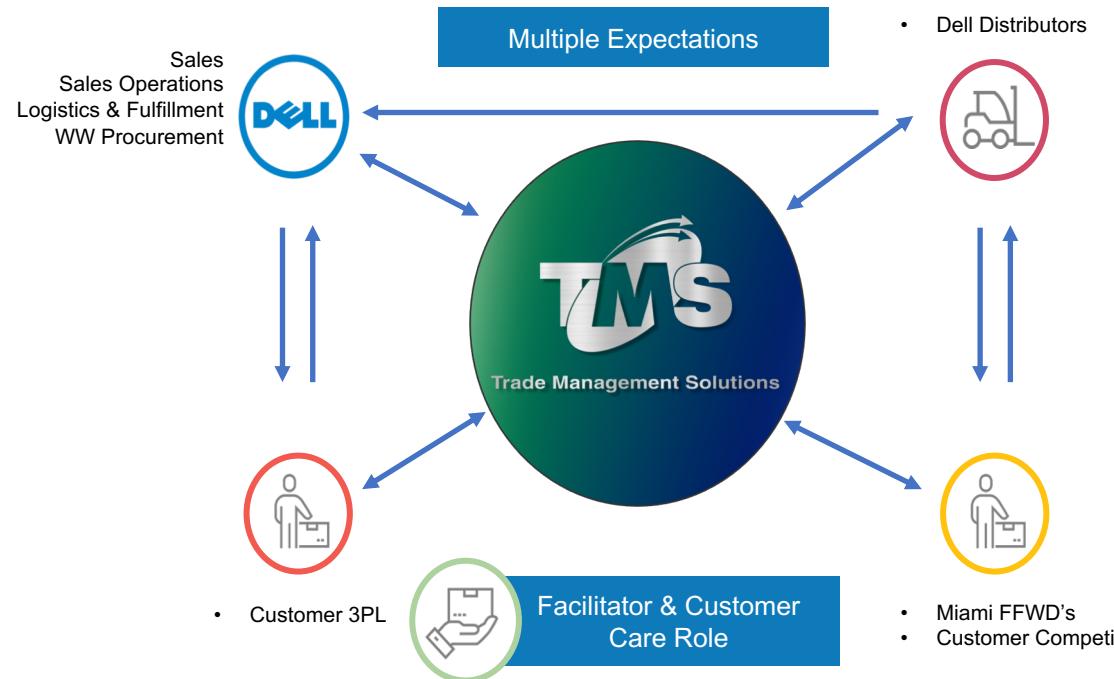
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 - Wk: 737-717-3262
- Customer Care: customercare@tms-lp.com
 - Wk: 737-717-3260

International Delivery Process





| |
|--|
| DAO C - JETSTEREO |
| DAO C - CORP. SUPERMERCADOS UNIDOS |
| DAO C - LUFERGO |
| DAO C - CARIBBEAN DATA SYSTEMS |
| DAO C - SEGA CORP |
| DAO C - AUTORIDAD DE PANAMA |
| DAO C - E Learning Jamaica |
| DAO C - GRUPO SEGA |
| DAO C - J EVANS |
| DAO C - COMPAÑIA BAHANERA |
| DAO C - SERVICOMP |
| DAO C - PC CENTRAL DE SERVICIOS |
| DAO C - CRISTAL COMMERCIAL |
| DAO C - UMG UNIVERSIDAD MARIANO GALVEZ |
| DAO C - STREAM GLOBAL |