Hartmann saves over 1 million euro in stock reduction and transportation & logistics costs
We can now offer a total of 25% more loading slots and at the same time reduce the workload in the central warehouse.

Nico Nürbchen
Director Group Logistics Management
The Hartmann Group is a leading supplier of health care and hygiene products and professional solutions in the field of wound management, incontinence management and disinfection. In order to improve its control over vehicles, time slots, loading times and carriers, the international group has opted for a solution that offered clear benefits in terms of cost reduction, capacity saving and communication with service providers.

Hartmann is represented around the globe. Their core markets are in Europe, the Americas, Asia and Australia. The company’s logistics operations are organized accordingly – from a huge central warehouse with space for over 120,000 pallets, to small distribution centers accommodating around 3,000 pallets. The group operates more than 750 transportation routes linking factories and warehouses. Overseas locations are supplied by over 15,000 container shipments per year. Local distribution to chemists, hospitals and care homes is handled by carriers that in some cases plan their own schedules.
Logistics reinforces Hartmann’s competitive position.

Nico Nürbchen, Director Group Logistics Management at Hartmann, explains:

The challenges we faced due to high transport volumes, particularly affected our logistics centers and carriers. Our logistics centers did not have information on vehicle arrival times and therefore, we could not plan our logistics and have the goods ready.

This also caused long wait times at logistics centers, and vehicles standing idle at the loading docks. Carriers complained and the cost was high – and we had no means to cross-check the actual time spent.
Hartmann decided to search for a solution, covering the following points in the assessment:
- Worldwide use in multiple languages
- Connection to SAP
- Time slot management
- Access to real-time data for Hartmann as well as their carriers

We chose Alpega* because it is user-friendly and offers the best interaction with our carriers. It also meets our international requirements, and allows us to roll out to all our locations.

*Formerly referenced as Transwide, now part of Alpega.
Scheduling trucks – inbound and outbound – allowed us to shorten turnaround times at the warehouse and now offer 25% more loading slots, at the same time reducing work load in the central warehouse.

25% reduction in loading times

Alpega brought about a number of process improvements, particularly in the performance of warehouses and carriers. Time slot management at the loading docks and automated communication with carriers significantly reduced and improved time-consuming processes that were prone to error. It was also possible to avoid a third shift at the central warehouse.
6% stock reduction saving around a million euros

Transportation and loading times between locations can now be better planned and calculated, resulting in an impressive reduction of safety stocks in the warehouses. As Nico Nürbchen points out: “Something that we previously considered impossible, has led to a 6% reduction in stocks, saving around a million euros.” Hartmann was also able to realize savings in other areas, not directly associated with logistics, i.e. invoicing.

The transparency we have with Alpega with respect to carriers and logistics providers, has enabled us to introduce a credit note procedure, again saving time and money as a result of the reduction in administration. Not only for Hartmann, but also for the carriers.
In addition, Hartmann was able to build a “Performance Measurement System” with tangible KPIs, which can be used for contract negotiations.

“With Alpega, we have found a partner with particular expertise in time slot and carrier management. I can confirm that we have realized a considerable efficiency boost – with respect to the management of transportation, capacity and service providers. We have seen exceptional cost benefits in terms of stocks, routine operations and collaboration with service providers,” concludes Nico Nürbchen.

Hartmann and Alpega are working together on a pilot project to develop a Business Intelligence solution that will further improve the quality of reporting and turn the Alpega environment into Hartmann’s ‘control tower’.
The challenge

- Volume-driven transportation
- Management of 250 transportation routes globally
- Management of the logistics centers and warehouse logistics
- Optimization of communication with carriers
- Connection to SAP and other software
The solution

Alpega TMS - a solution that can be rolled out internationally to all logistics and manufacturing locations, enabling efficient planning and management of warehouse logistics, vehicles and carriers.
The pros

- 6% reduction in safety stocks: cost savings around €1 million euro
- Reduction in transportation management time of up to 2 hours/day
- 25% reduction in loading times
- Tangible KPIs for carriers
- Introduction of credit note procedure
ABOUT ALPEGA

The Alpega Group is a global logistics software company providing end-to-end cloud-based transportation management solutions (TMS). Alpega enables shippers, carriers and logistics service providers the ability to collaboratively manage all transportation workflows for increased visibility, capacity and reduced freight spend.

Alpega is present in 80 countries worldwide and employs over 650 people with 31 different nationalities. Our user community, with over 200,000 members, connects online every day to manage critical transportation processes.