



The 3PL & Information System

10th March 2015
Hitachi Transport System, Ltd.
Ecology Systems Development Department
Social Infrastructure Development Center
Global Business Development Headquarters I
M A S A H I D E T A C H I

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Hitachi Transport System

(initially known as ‘Hitachi Express’) was established as a separate entity in February 1950 with its origins in the transport and logistics departments of the Hitachi factories.

Over the next 60 years, HTS has built up a reputation for quality with customer focus at its core across all industry sectors.



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1. Outline of the Company

2. What is 3PL of HTS?

3. What is Information System?

4. Hanoi Project



 **1. Outline of the Company**

1-1. Company Profile

Hitachi Transport System Ltd. (※hereafter HTS)

■ Company name	Hitachi Transport System, Ltd.
■ Founded	February, 1950
■ Head office	Tokyo, Japan
■ Capital	168.2 Million yen (as of Mar, 2014)
■ Gross sales	624.5 Billion yen (as of Mar, 2014)
■ Number of Employees	24,425 (as of Mar, 2014)
■ Group employee	48,843 (as of Mar, 2014)
■ Group network	
■ Domestic :	26 companies (357 location)
■ Overseas :	106 companies (408 location)
	※as of Mar, 2014



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1-2. Company in Vietnam

Overview of Hitachi Transport System (Vietnam)

Company Name	Hitachi Transport System (Vietnam) Co., Ltd. (Following : [TSV])
Establishment	07 November, 2011 (Business start date : 01 January, 2012)
Director	Ryuta Saito (Mr)
headquarters	No.20, Song Thao Street, Ward 2, Tan Binh District, Ho Chi Minh
Capital stock	600,000USD
Investor	Hitachi Transport System (Asia) Pte.Ltd. :25% Nishin Transportation Co.,Ltd. :24% Vietnamese partners :51%
Business location	[Hanoi branch] ...language Japanese, English Room 1804,18FL,Thang Long Tower, No.98, Nguy Nhu KonTum Street, Hanoi
	[Haiphong Office] ...language English Room 411-412,4thFL,TTC Building No,630 Le Thanh Tong street, Ngo Quyen District, Hai Phong city.



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1-2. Company in Vietnam



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Outline of Hanoi district

Location: Vietnam-Singapore Industrial Park, Phuchan Commune, Tu Son District

scale :1,000m2



Location :Km Number 3, Phan Trong Tue Road, Van Dien, Thanh Tri, Hanoi

scale :4,200m2

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Location :Tien Son Road Number 11, Tien Son Industrial Park, Tien Du District, Bacninh Province

scale :4,500m2

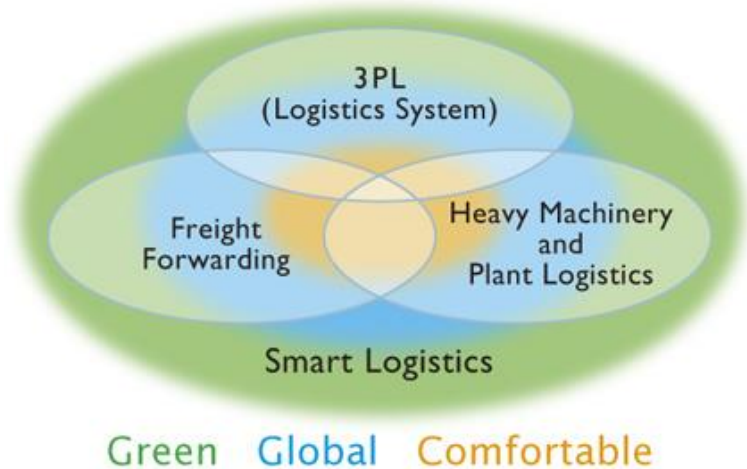
1-3. Smart Logistics



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HTS Smart Logistics

Providing next generation logistics solutions and intelligent services throughout the world while being kind to people and the environment



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1-4.HTS Business Activities



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Worldwide Business Activities



Heavy Equipment and Machinery Operations

<Transport, Installation of Heavy Equipment and Office / Factory Relocation>

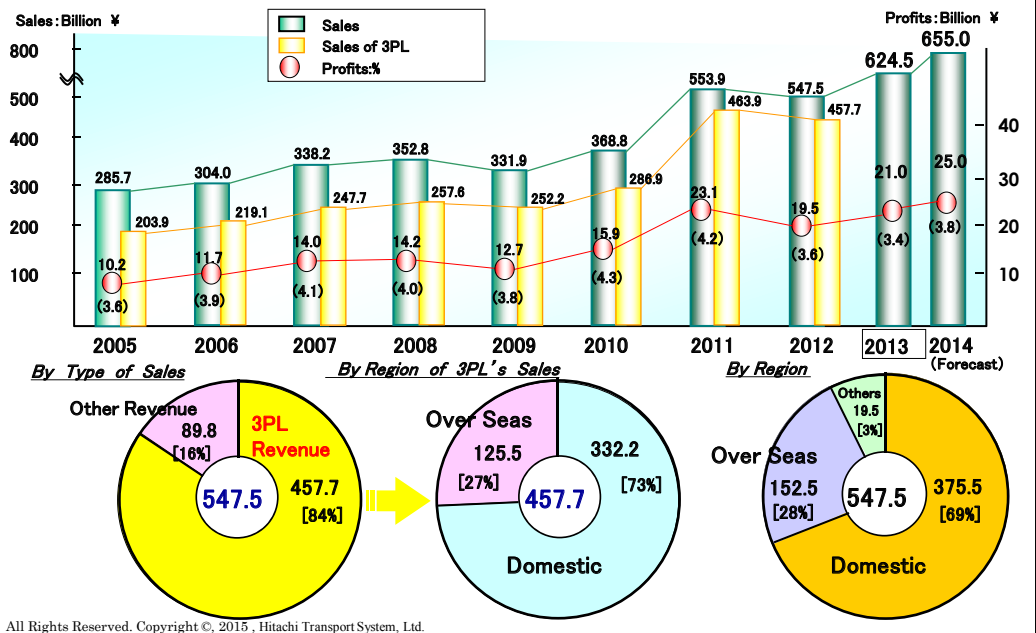


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1-5.HTS Group Sales



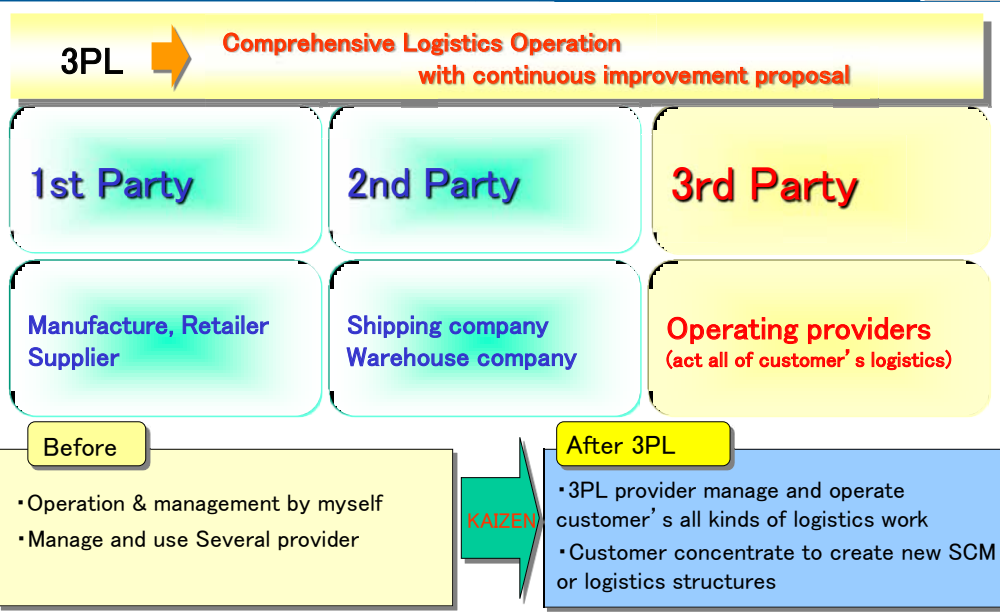
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2. What is 3PL of HTS?

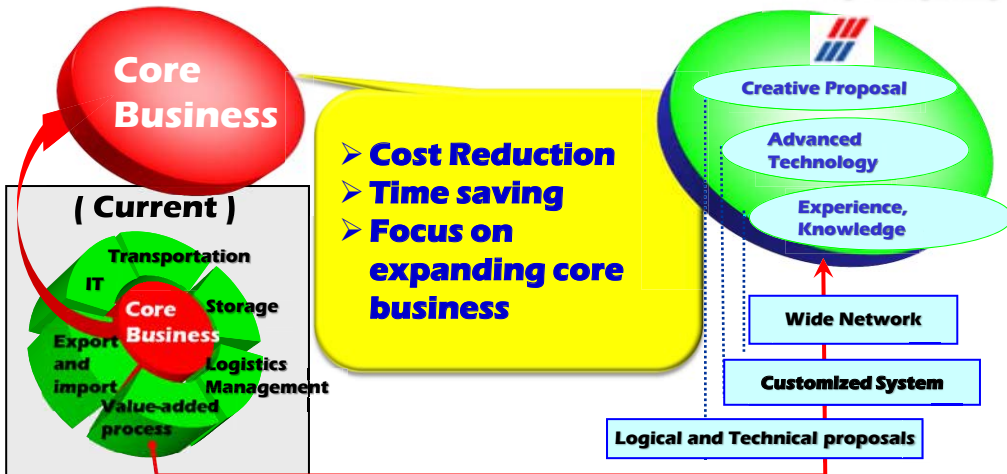
2-1. What is 3PL of HTS?



Simplified Solutions for the Future

Creativity, Knowledge, Experience, Advanced IT LE[®] Technology

*LE = Logistics Engineering



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What are the Strong Points of HTS?

1. Proposal ability

- Approximately **250 sales persons** are doing Global 3PL sales.
- After analysis of Data & current logistics scheme, we'll propose best scheme.

2. Global Network

- HTS Group has **408 overseas sales sites & 19,425 overseas colleagues.**

3. IT / LE Know-How

- **640 IT people & 45 LE(Logistics Engineering)** help to realize high quality operations.

4. A wealth of operational experience

- 3PL experience in a variety of industrial fields.
- Enable stable startup operations & also provide improvement ideas.

& Colleagues with Passion

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2-3.HTS Position in Japan

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No1 3PL provider in Japan.

(as of 2014 March)

Sales ranking	Company name	Sales(Billion Yen)	3PL sales
1	Nippon Express Co., Ltd.	1,752.5	4
2	YAMATO HOLDINGS Co., LTD.	1,374.6	7
3	SG Holdings Co.,Ltd.	835.1	9
4	Hitachi Transport System Ltd.	624.5	1
5	Seino Transportation Co., Ltd.	543.4	19
6	Sankyu Inc.	434.4	11
7	Yusen Logistics Co., Ltd.	406.0	3
8	Senko Co.,Ltd.	333.9	2
9	Kintetsu World Express, Inc.	281.5	16
10	Kamigumi Co.,Ltd.	237.9	—

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2-4.Major 3PL Customers

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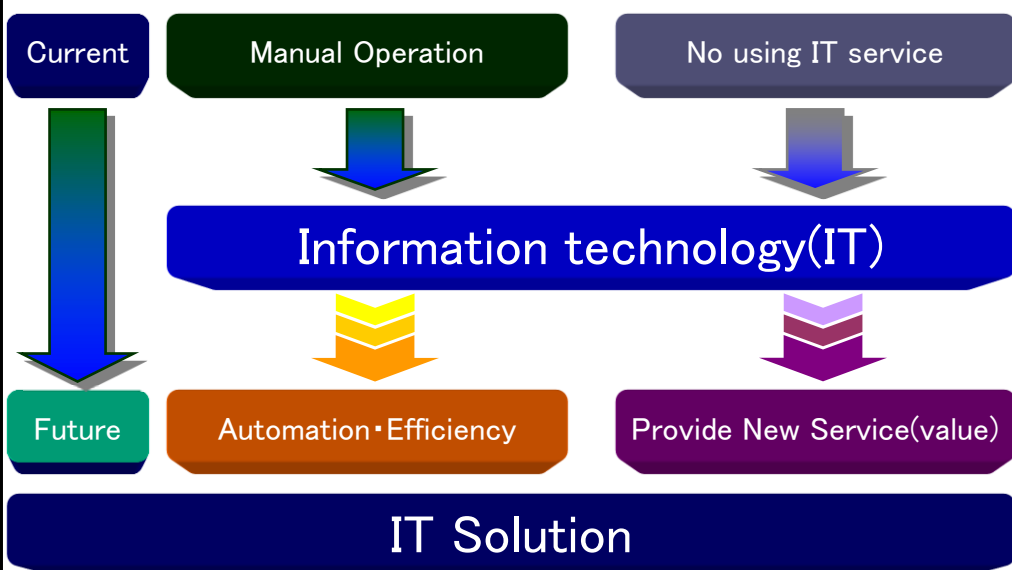
■ Major 3PL Customers

Retailer / Wholesale	      
Apparel	     
Living / Amusement	     
Information / Communications	     
Medical / Welfare	   
Other Manufacturers	       

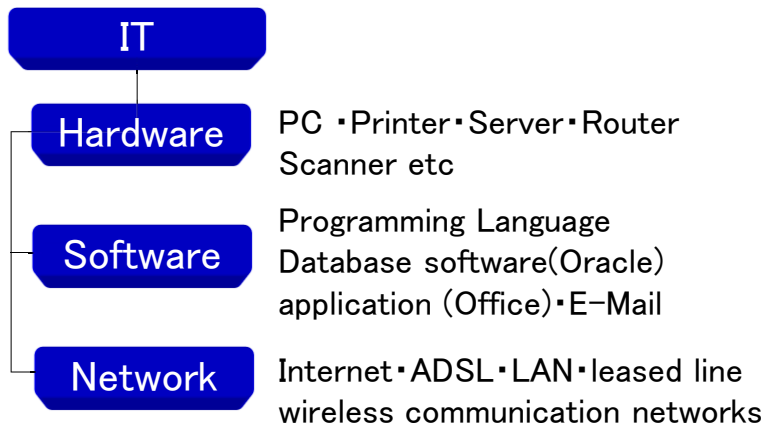
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3. What is Information System?

3-1. About IT (Information Technology)

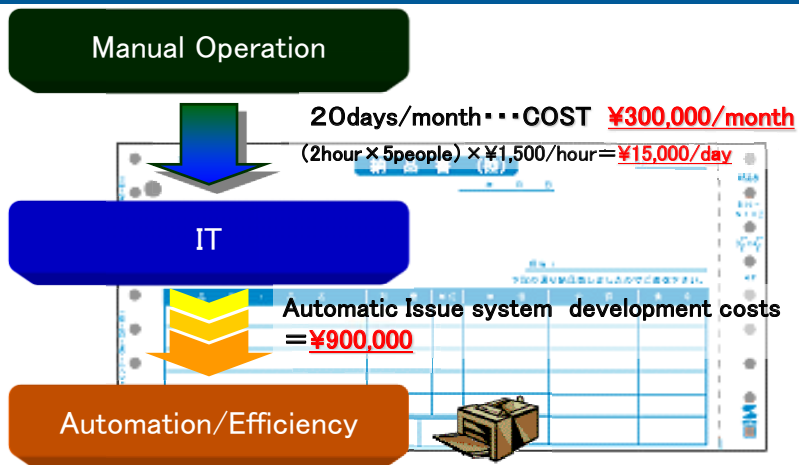


3-2.About Information System



System are constructed by these contents to create value added solution

3-3.Example of automation and the efficiency by IT



Create new valuable work by automated operation

It is possible to have return on investment in 3 months, and can have profit more than 300,000 yen from next month.

3-4.ERP and EDI



ERP (Enterprise Resource Planning)

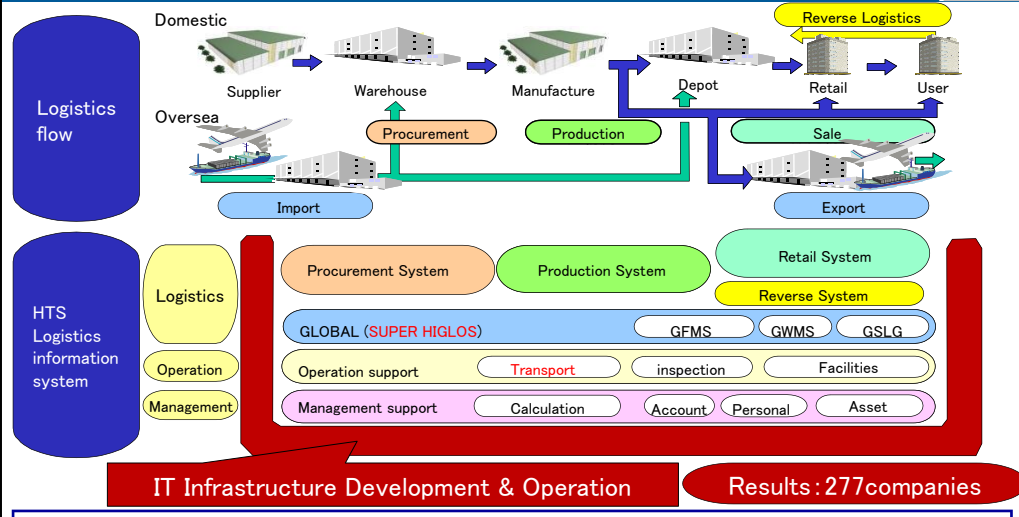
General Base System

Real-time Managing for general affairs, accounts, personnel affairs, sales & procurement

EDI (Electronic Data Interchange)

The method to exchange several data with electric mediums

3-5. Logistics and Information System



IT Infrastructure Development & Operation Results : 277 companies

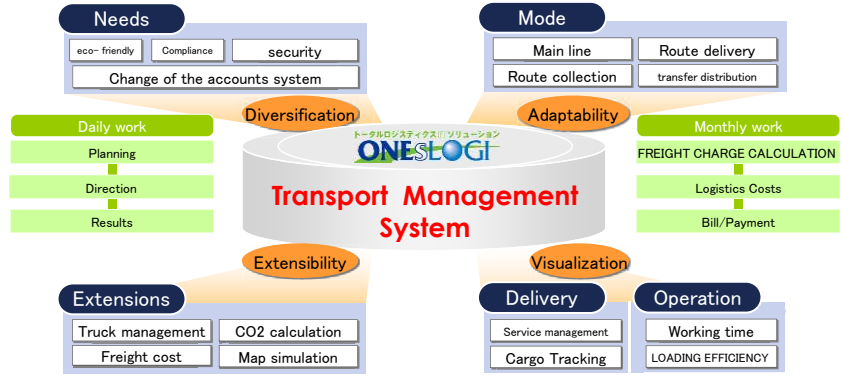
Information system by HTS Logistics professional SE

- ✓ High quality
- ✓ It supports various needs
- ✓ Easy to modify IT system after launching operation



3-6. Transport Management System (TMS)

We prepare the most suitable TMS with low cost & short lead time, Based on HTS basic module.

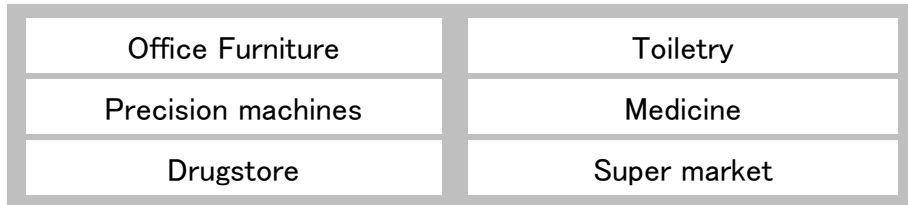


- Logistics IT solution for most suitable transportation.
- Providing system which meets the needs of the time being.
- Meeting variety of needs with variety of modules.
- Standardization and visualization of transportation.

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3-7. Experience of TMS introduction

1. The main introduction results in each industry



2. Introduction effect (Example of an office furniture maker)

● Before

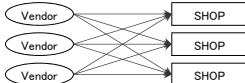
Season	Number/day	Number/month
Normal Period	55 trucks	1,210 trucks
Peak Season	220 trucks	4,840 trucks



● After

Season	Number/day	Number/month
Normal Period	50 trucks	1,100 trucks
Effect	-5 trucks	-110 trucks
Peak Season	220 trucks	4,840 trucks
Effect	-20 trucks	-440 trucks

Non-efficiency Delivery



Complicated work



10% reduction of the truck number

15% reduction of the office work

Compliance

Visualization of operation

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4.Hanoi Project

4-1.HTS activity for the Hanoi project



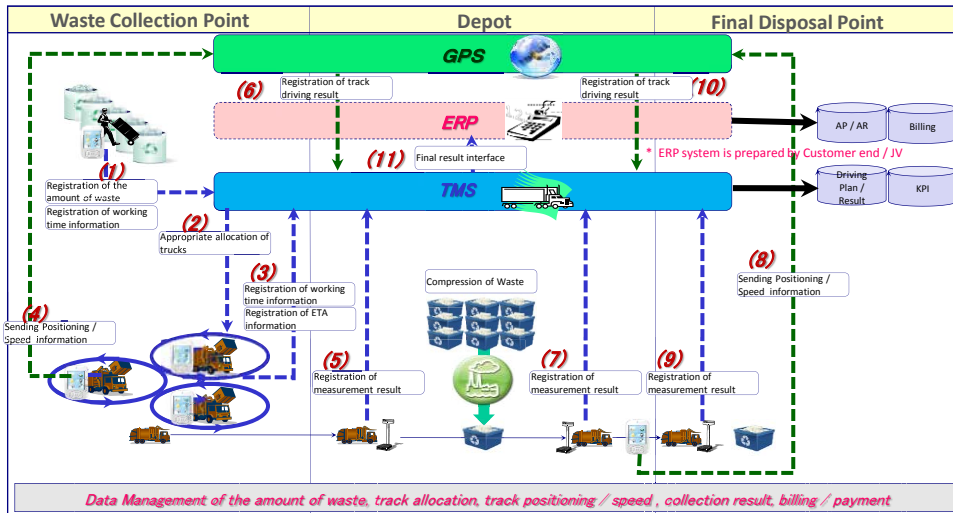
Field survey together with the above companies were implemented to examine installation of information system.

1st	Purpose⇒Present conditions survey Period ⇒2014/9/30~2015/10/4 Contents⇒1.System survey in URENCO 2.Local GPS service company survey 3.IT infrastructure survey of the target site
2nd	Purpose⇒Proposal to URENCO and meeting with local vendors Period ⇒2014/12/16~2014/12/19 Contents⇒1. Standard accounting system interface 2. Local GPS service company meeting

4-2.Proposal of Hanoi Project



Integration of Transportation Management System (TMS) and local GPS service
 ⇒ Increase Efficiency of waste collection and transportation



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4-3.Features and Benefits



Features

- ✓ Registration of operation data by **smart device** = Visualization of operation data
- ✓ **Receiving waste volume information** by the collection container unit.
- ✓ Automatic adjustment of collection route by **TMS**.
- ✓ Receiving information of truck location, moving distance, speed by GPS tracking system.
- ✓ **Interchanging of electronic data** from each system by ERP.
- ✓ **Labor management of driver** (Attendance and working hours)
- ✓ Easy transition to **electronic manifesto system** in the future.
- ✓ **Keep track of usage history of assets**(truck and the container).
- ✓ Transition to paperless system.

Benefits

- ✓ Truck quantity can be reduced by adjusting route automatically in TMS based on the volume of the waste container.
- ✓ Feedback for work improvement can be implemented by visualizing operation data.
- ✓ Labor cost and works can be reduced by automating daily counting duties.
- ✓ Mistakes of counting data can be reduced
- ✓ Preventive maintenance of the assets and premeditated procurement can be implemented by using usage history of assets.

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Hitachi Transport System to make every possible effort to support reverse logistics in Hanoi So that we can be your best logistics partner.

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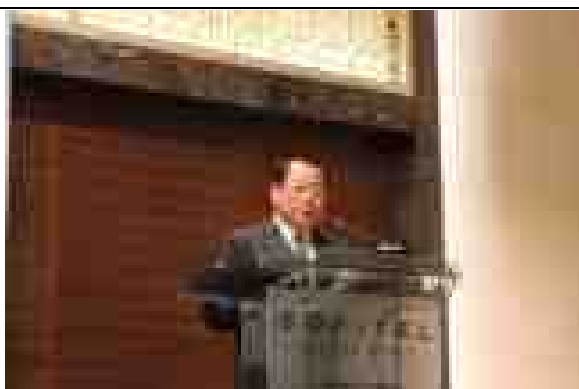
添付資料 ワークショップ写真



会場風景 1



会場風景 2



ハノイ環境公社・Hai 会長挨拶



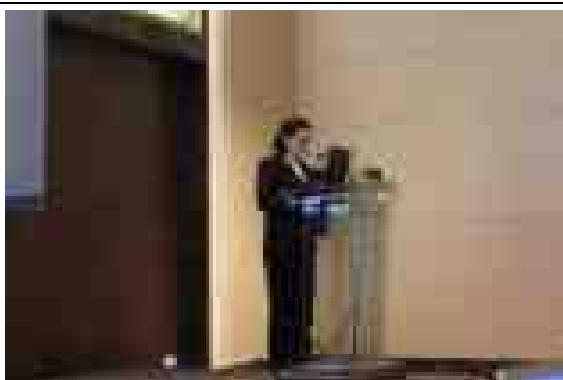
加藤商事(株)・加藤社長挨拶



環境省・富坂企画官挨拶



(独)国立環境研究所・石垣先生講演



ハノイ市建設 Ms. Do Thi Thuy 挨拶



ハノイ市建設局 Ms. Hoang Thi Mai Huong 講演



JICA 専門家・和田団長 講演



(株)市川環境エンジニアリング・倉澤氏 講演



新明和工業所(株)・大桐氏 講演



(株)日立物流・館氏 講演



ハノイ市環境公社・Huong 部長 (司会)



質疑応答の様子



(株)市川環境エンジニアリング・加賀山氏



昼食会の様子

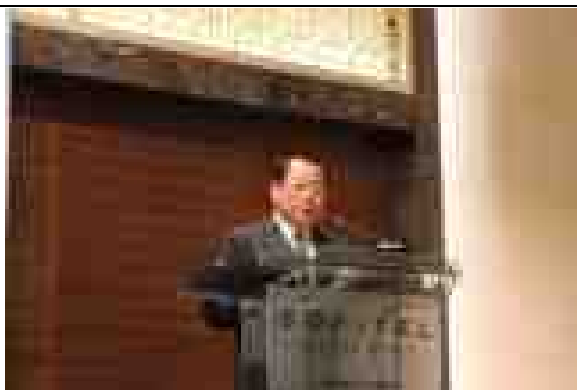
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会場風景 1



会場風景 2



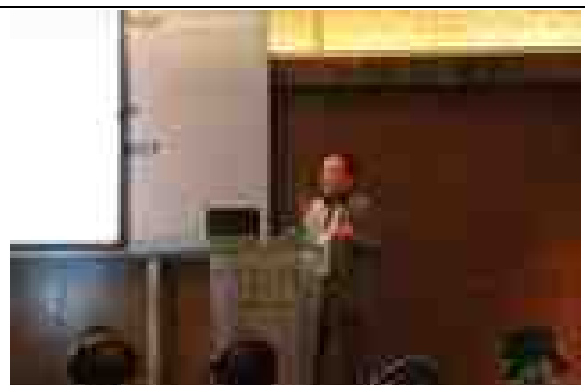
ハノイ環境公社・Hai 会長挨拶



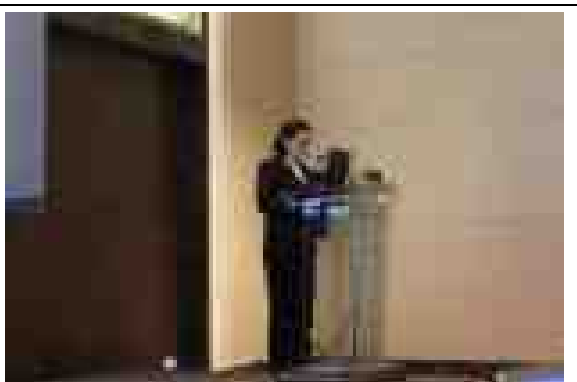
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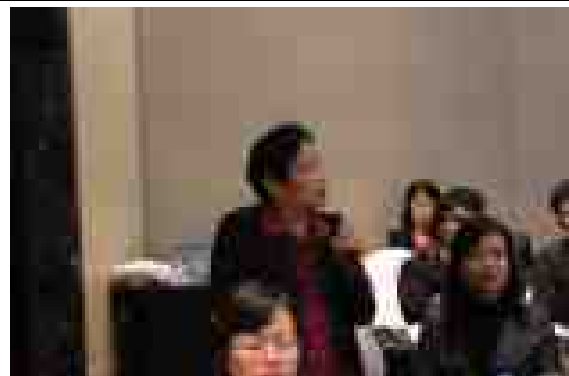
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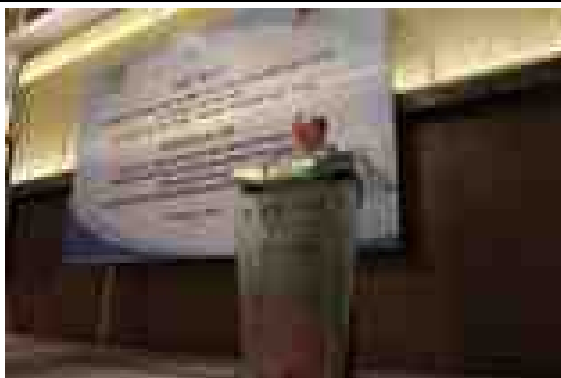
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昼食会の様子

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氏名	所属
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Tran Binh	Department of Architecture Planning
Nguyen Duc Nghia	Department of Architecture Planning
Tran Bich Hong	Department of Finance
Luong Ngoc Khanh	Ministry of Construction
Pham Ngoc Khanh	MONRE
Vu Cuong	Vice President
Danh Anh Thu	Ministry of Construction
Nguyen Viet Xo	Party Committee
Nguyen Minh Ha	U11
Nguyen Dinh Hai	U11
Le Phu Thai	U11
Nguyen Ngoc Huy	U11
Nguyen Duy Kieu	U Cau Dien
Le Son	Hanoi U business department
Cao Khanh	Hanoi U technical dep
Nguyen Tuan Viet	Working group
Nguyen Hoang Lan	Urban environment and industrial zone study institute
Hoang Tung Duong	Thien An
Nguyen Phuc Thai	U8
Ho Chi Hung	Urban environment and industrial zone committee
Nguyen Le Chi	Environment construction company
Nguyen Duc Khien	Urban environment and industrial zone committee
Nguyen Huu Chien	U2
Dinh Manh Tien	U Cau Dien
Hoang Van	U13
Pham Ngoc Manh	U3
Hoang Thuy Tien	U
Tran Ngoc Nhat	Technical department
Nguyen Huy Hung	Planning study institute
Pham Xuan Thinh	U6
Nguyen Thu Huyen	Environment and natural resource university
Tran Manh Hung	U3
Do Nhu Kien	Technical department
Nguyen Duy Cuong	U9
Nguyen Thi Diem Hang	Institute of business and society Hanoi
Bui Ngoc Tu	U8
Nguyen Huy Nam	Gia Lam Urban environment enterprise
Nguyen Van Toan	Driver
Thu He	urban business newspaper
Nguyen Lan Huong	Labour management department
Nguyen Bich Hanh	Labour management department
Tran Lam Binh	Urban environment Vietnam association
Ngo Xuan Hieu	U10
Tran Vu Hiep	U10
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Hoang Mai Huong	Ministry of Construction
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Nguyen Dang Trieu	U branch Hai Ba Trung
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