

Nexans



Services at the core of performance



Beyond cable, dedicated services...

Nexans is committed to expanding its offer far beyond cables to include a host of exciting new solutions and services to help our customers improve performance and serve their own customer base better.

These new capabilities are designed to meet the special

challenges of numerous market segments, including:

- Power utilities
- Original equipment manufacturers (OEMs)
- Wholesalers, distributors and retailers
- Data centers and optical fiber installers

- Rolling stock manufacturers
- Other key customers everywhere

The examples presented here show various services we've already developed. We would be happy to listen to your needs, and develop services just for you!



24-hour hotline for high-voltage troubleshooting

Project description:

Nexans' Premium Hotline assures continuous technical support for preventive action and rapid problem-solving for power utilities.

Customer challenges:

- Ensure reliability of high-voltage cable systems
- Revitalize aging power networks

- Perpetuate expertise among jointers, engineers, maintenance personnel
- Carry out quick and lasting repairs

Nexans' solutions:

- Direct contact with high-voltage experts 7/24 without being diverted to a Call Center

- Emergency inventory (including accessories) for aging fluid-filled cables
- Express delivery to Europe and beyond

Nexans widely serves power utilities in France, Germany, Belgium, Switzerland and Norway.



Resident Engineer at Alstom

Project description:

On-site engineering support through the integration of a Nexans engineer in the R&D department of the customer (Alstom).

Customer challenges:

- An overweight problem jeopardized a new major train project : 300 kg needed to be eliminated
- Cabling was the only area which could be optimized

- Alstom did not have the skills or tools to simulate alternative designs

Nexans' solutions:

- A Nexans engineer spent 2 weeks within the customer engineering department
- Through new cabling designs and product innovations, 336 kg could be saved

- Nexans Research Center was capable of proving by numerical simulation that these proposals would not endanger the reliability and lifetime of the new trains
- Alstom agreed to co-develop an entirely new product range granting Nexans a multi-year exclusivity on the supply of this product



Cross-docking to facilitate operations for retailers

Project description:

Orders are consolidated by Nexans to help retailers integrate the diverse needs of their customers.

Customer challenges:

- Decrease costly warehousing space
- Reduce working capital

- Accelerate the flow of commercial off-the-shelf (COS) products

Nexans' solutions:

- Last minute picking operation to ensure a complete order
- Precise cable lengths cut on demand
- Dedicated palletizing for each retail outlet

In Chile, Nexans provides cross-docking for the cable retailer, SODIMAC.



24/7 Repair and emergency service for mining

Project description:

Round the clock support for mines, worldwide.

Customer challenges:

- Mines need to operate without interruption, and cables are the only means to get power to your mobile electric machines

Nexans' solutions:

- As part of a complete, round the clock package, in many parts of the world, Nexans offers a 24/7 Repair and Emergency Service
- The service is available via a dedicated hotline

- It provides expert advice, technical support and even professional onsite intervention to avoid breakdowns and keep mines operating



Vendor-managed inventory for the building market

Project description:

Nexans supply chain services are customized according to the logistical needs of distributors serving the building sector.

Customer challenges:

- Reduce logistical costs, like warehousing, handling, etc.
- Decrease working capital by 20%

- Speed up reaction time and supply chain provisioning

Nexans' solutions:

- Vendor managed inventory (VMI) for Class A runner products
- Simplified cutting operations for class C products
- Customized packaging linked to usage (lengths, variations)

In Belgium, Nexans VMI is supplying Cheyns S.A., a Fegime construction partner.



Kanban cable spool provisioning for rolling stock

Project description:

Nexans set up a dedicated organization to assure the replenishment of cable spools for rolling stock manufacturers.

Customer challenges:

- Reduce working capital
- Save precious warehousing space
- Cut administrative costs

Nexans' solutions:

- Definition of inventory policy at item level (max-min)
- Visual kanban report
- Daily reporting of inventory position
- 24-hour delivery according to replenishment program

In France, Nexans is replenishing rolling stock cable spools for Alstom Transport.



Cable management for telecom operators

Project description:

Nexans has developed a dedicated warehousing and cable logistics program to help telecoms better manage their operations.

Customer challenges:

- Assure cable inventory availability
- Vastly reduce warehouse space

- Simplify inventory management

Nexans' solutions:

- Clearly-defined warehousing (cables are operator's property)
- Direct customer inventory reporting to the supplier
- Coordinated cutting and sealing operations

- Automatic dispatching to sub-contractors

In Peru, Nexans is managing cables for Telefonica.



Sets and kits for wind turbine manufacturers

Project description:

Nexans supplies customized, pre-cut and pre-assembled sets and kits to wind turbine manufacturers across Europe.

Customer challenges:

- Improve responsiveness and shorten delivery time
- Eliminate inventory and waste
- Simplify the ordering process

Nexans' solutions:

- Wind turbine OEMs can order complete sets directly
- All kits are pre-cut and pre-connectorized, saving valuable time
- Customized labeling and packaging

Across Europe, Nexans is providing wind turbine sets and kits for Nordex.



Extranet keeps key customers well-informed

Project description:

Nexans online service allows key customers quick and permanent access to vital supply-chain information.

Customer challenges:

- Save time through round-the-clock delivery status information
- Enhance decision-making speed and accuracy
- Improve stock management efficiency and flexibility

Nexans' solutions:

- Provides secure access to relevant information
- Added value: order status, delivery dates, stock levels by specific product
- Reinforces customer-supplier relationship
- Anticipates needs and expectations to support business

Worldwide, Nexans makes its Extranet service available at the click of a mouse.



Contacts

For all service demands, do not hesitate to contact:

services.info@nexans.com

We will be happy to respond to you within a few days.



Global expert in cables and cabling systems

As a worldwide leading expert in the cable industry, Nexans, an energy focused company, provides best-in-class cable solutions to customers operating in five key sectors: energy infrastructures, energy resources, transportation, communication and building. Committed to customer satisfaction, the Group keeps focusing on innovation and investing for industrial and operational excellence. Environmentally aware, Nexans is dedicated to sustainable development in production, energy efficiency, waste reduction and recycling. With an industrial presence in 40 countries and commercial activities worldwide, Nexans employs 23,700 people and had sales in 2010 of more than 6 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A.

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