

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.



Custom cutting and measuring for OEMs

Project description:

Nexans produces precision-cut, just-in-time cables for manufacturers of everything from machine tools to wind turbines.

Customer challenges:

- Save time in manufacturing process

- Eliminate scrap losses
- Reduce working capital
- Vary cable supply to assure high flexibility

Nexans' solutions:

- Safety stock available
- Cutting on line or on demand
- Just-in-time delivery

In Italy, Nexans supplies FPT, a leading milling and boring machine manufacturer.



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.



Fast and easy connectivity for optical fiber

Project description:

Nexans offers complete solutions to facilitate optical fiber connections in Data Centers and Storage Area Networks (SANs).

Customer challenges:

- Save time and money
- Ensure 100% uptime and reliability through quality products

- Shorten lead times and facilitate installation

Nexans' solutions:

- Pre-terminated fiber-optic cables with six different connector types
- Factory-tested solutions for both cables and accessories
- Backward compatibility and easy upgrades to 40G and 100G

- Online ordering and fast deliveries (with customer labeling)

In the US, Nexans has outfitted the Baltimore Data Center for Erikson Retirement Corp.



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

With energy at the basis of its development, Nexans, worldwide expert in the cable industry, offers an extensive range of cables and cabling solutions. The Group is a global player in the energy transmission and distribution, industry and building markets. Nexans addresses a wide series of market segments: from energy and telecom networks to energy resources (wind turbines, photovoltaic, oil and gas or mining, etc.) to transportation (shipbuilding, aerospace, automotive and automation, railways, etc.). Nexans is a responsible industrial company that regards sustainable development as integral to its global and operational strategy. Continuous innovation in products, solutions and services, employee development and commitment, customer orientation and the introduction of safe industrial processes with limited environmental impact are among the key initiatives that place Nexans at the core of a sustainable future. With an industrial presence in 40 countries and commercial activities worldwide, Nexans employs 25,000 people and had sales in 2011 of 7 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A.

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