

# Buyer's Consolidation (BCN)

Global Transportation

TE Connectivity

## Buyer's Consolidation

A method of grouping and consolidating LCL shipments from one or multiple TE sites (DC or plant) &/or suppliers into an ocean container at the appointed service provider's Container Freight Station (CFS) for delivery to a single or multiple buyers/consignees within close proximity or in the same geographical location.

Service providers are responsible for transporting, stuffing or loading shipments into a container at origin; optimizing container utilization and fill-rate in compliance with the standard cargo handling process to protect the integrity and product quality, proper documentation, reporting, unstuffing at destination (if there are multiple buyers or consignees) and for the delivery of shipments at the named place of destination.

## Scope

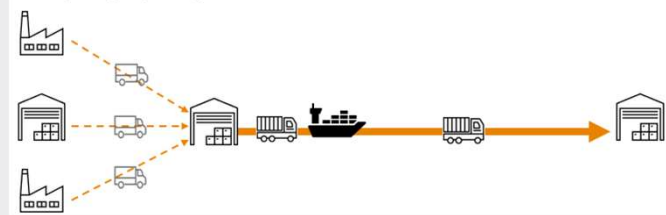
TE's finished goods, raw materials, components, equipment and non-production supplies.

## Benefits

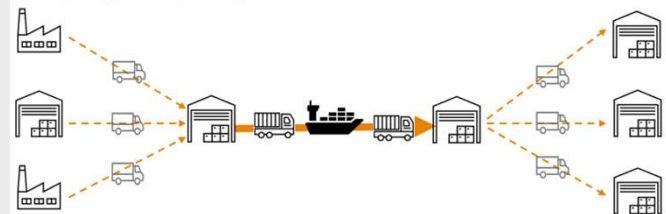
- Improved supply chain efficiency, lead time and reliability
- Improved shipment visibility
- Reduced total landed cost
- Eliminate shipment co-loading with other consolidators
- Reduced product touch-points
- Reduced product damaged

## BCN Flows

a. Multiple shippers, 1 consignee



b. Multiple shippers, multiple consignees



c. Single shipper, multiple consignees



## Gateways

**Gateways** are the most strategic port of loading or discharge closest to the appointed service provider's CFS locations to facilitate cost efficient transportation, consolidation, stuffing, shipping, de-consolidation, unstuffing and shipping of TE's shipments from multiple sites, locations, shippers, to the same or multiple consignees at destination country.

Refer to below preferred gateways per country:

Region	Country	Gateway
Americas	USA	USEC USWC Miami
	Mexico	USWC
	Argentina	Buenos Aires
	Brazil	Santos
	Chile	Santiago
	Colombia	Cartagena
	Paraguay	Montevideo or Santos
Asia-Pacific	China	North China East China South China
	Indonesia	Jakarta
	Japan	Tokyo, Shimizu, Nagoya
	Malaysia	Penang
	Singapore	Singapore
	South Korea	Pusan
	Taiwan	Kaohsiung
	Thailand	Laem Chabang
	Vietnam	Ho Chi Minh, Haiphong
EMEA	Czech Republic, Germany	Hamburg, Bremen, Bremerhaven
	Belgium, France	Le Havre, Antwerp
	India	Nhava Sheva
	Italy	Genoa
	Great Britain	Felixstowe
	Jordan	Aqaba
	Poland	Gdansk
	Portugal	Lisboa
	Romania	Koper
	South Africa	Port Elizabeth
	UAE	Jebel Ali

## Lead Time

**Shippers** shall follow the booking lead time to enable the service providers to schedule the cargo pick-up, allocate appropriate resources and equipment.

**Service providers** must schedule the prompt and timely cargo pick-up to avoid delays and to enable full compliance to the consolidation lead time at the CFS location.

Activities	Lead time
Booking	14 days before cargo ready date
Pick-up	Within 2 days of cargo ready date
Consolidation period	7 days (high volume) 14 days (low volume)

**Important reminder:** If shipment volume is insufficient to fill a container within 14 days from the arrival of cargo at the CFS, please contact the regional transportation team for disposition and approval of the service level to move the cargo.

## Break-even point

To optimize the container fill-rate, please refer to below break-even point for each container size.

Container Size	Minimum (W/M)	Optimum (W/M)
20' Dry	20cbm	28cbm
40' Dry	35cbm	58cbm
40' HQ	35cbm	63cbm

If the total cargo volume is below the minimum, please contact the regional transportation for the disposition & approval of the service level to use (LCL or FCL or a combination of FCL & LCL).

## Cargo loading & consolidation

Service providers must exert all effort to optimize each BCN container without compromising the quality and integrity of TE products.



**\*Shipments received in the CFS with poor packaging, un-stackable must be photographed and immediately reported to the regional transportation team for proper disposition and action.**



## BCN Program Leader

The **origin Regional Transportation Leader** will own, lead and manage existing BCN flows and continue to identify new opportunities, drive and deploy new flows and lane pairs in collaboration with all the stakeholders and transport service provider.



## Criteria for enrolling a new flow or lane pair

The following criteria shall serve as a guideline and must be completed before a new flow or lane pair goes live.

- Volume analysis of projected weekly volume & historical trend (if this is an existing flow)
- Cost analysis (LCL vs BCN)
- Agreed rates
- Shipper & consignee details
- Service provider's documented BCN process and documentation requirements
- Sign-off of documented process & documentation requirements between TE (regional transportation, site transportation) and service provider.



## Documentation

It is the service providers responsibility to review, communicate & comply with all the regulatory and customer documentation requirements at origin and destination.

Service Providers must review and comply with TE's Global Trade Services (GTS) Shipment Pre-alert & Pre-Advice requirements at the country of import.



## Freight Rates

Please refer to the Global **Rate Handling Guideline**.

## Live BCN Flows



## Digitization

To support & accelerate TE's digitization initiative, the following digital capabilities are mandatory for a service provider to qualify as a supplier in the BCN program.

1. Web-based track & trace
2. EDI connectivity to receive shipment booking
3. EDI connectivity to TE's Logistics Business Network (LBN)
4. EDI connectivity to FAP for freight invoice/billing submission and enabled Functional Acknowledgement



## Reports

Service providers are fully responsible and accountable for the accuracy and data quality of the transportation report submitted to TE including but not limited to the declaration of the correct service level used for Buyer's Consolidation (BCN), transport event dates and root cause analysis for delays.



## KPIs

The following are the Key Performance Indicators (KPI) for the Buyer's Consolidation (BCN) Program

KPI	Target
Container Fill-Rate	70%
Timeliness of consolidation	95%
On-time pick-up	98%
Gross On-time delivery	85%
Net On-time delivery	98%



## TE Contacts and Escalation

For any escalations on operational issues, rate concerns or approvals, please contact the following personnel from the Regional &/or Global Transportation.

Region	Level 1	Level 2
EMEA	Ludwig Kamphenkel <a href="mailto:Ludwig.Kamphenkel@te.com">Ludwig.Kamphenkel@te.com</a>	Erskine Burns <a href="mailto:eburns@te.com">eburns@te.com</a>
Sub-region (India & Mid-East)	Kiran Hendre <a href="mailto:kiran.hendre@te.com">kiran.hendre@te.com</a>	
Americas	Kevin Jordan <a href="mailto:kevin.jordan@te.com">kevin.jordan@te.com</a> Monica Palacios <a href="mailto:monica.palacios@te.com">monica.palacios@te.com</a>	Jessica Fregoso <a href="mailto:jfregoso@te.com">jfregoso@te.com</a>
APAC	Doe LI ( <a href="mailto:doe.li@te.com">doe.li@te.com</a> ) Lynn LIU ( <a href="mailto:lynn.liu@te.com">lynn.liu@te.com</a> )	Tom Shi <a href="mailto:tom.shi@te.com">tom.shi@te.com</a>
Global Transportation	Summer WU ( <a href="mailto:summer.wu@te.com">summer.wu@te.com</a> ) Zhu Judy ( <a href="mailto:zhu.judy@te.com">zhu.judy@te.com</a> ) Ermita Gilford ( <a href="mailto:ermita.gilford@te.com">ermita.gilford@te.com</a> ) Lola LI ( <a href="mailto:lola.li@te.com">lola.li@te.com</a> )	
Rate Management	TMS Tariff Support ( <a href="mailto:tmstariff.support@te.com">tmstariff.support@te.com</a> )	