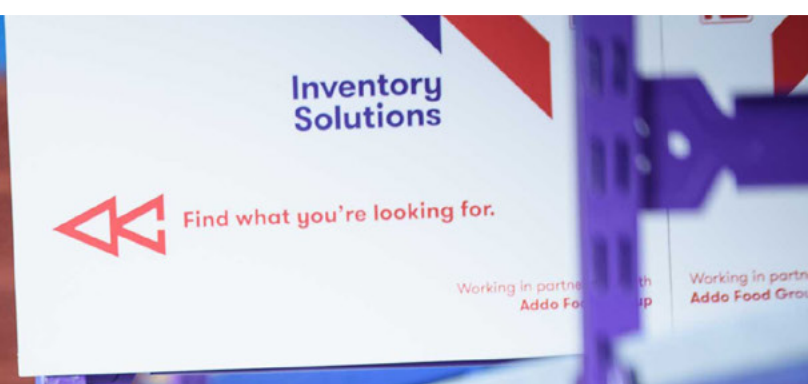




# A partner you can rely on in these uncertain times

Co-authored by  
RS Components and CIPS



# Introduction

Whether it's climate change, the US-China trade war, the challenge of increasing automation in the workplace or any of the other myriad of global issues, manufacturing, engineering and facilities sectors are facing uncertainty. In the face of all these unknown quantities, you'd be forgiven for thinking that many of the issues affecting your business are beyond your control.

Our preparations to handle the uncertainty around the UK's exit from the EU are already at an advanced state. In this document we highlight the key themes businesses are experiencing, with insight from the Chartered Institute of Procurement & Supply, and outline the key investments we've made, and solutions we have to help address these challenges.

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**The issues, authored by  
John Glen, Chartered Institute  
of Procurement & Supply**



## STOCKPILING ON THE PRESSURE?

**We partner with the Chartered Institute of Procurement & Supply (CIPS) to glean impartial insight into what Brexit means for the industry.**

**Here, John Glen, CIPS Economist and Visiting Fellow at the Cranfield School of Management, outlines what he believes to be the chief considerations for businesses confronted by Brexit related uncertainty.**

Our most recent [CIPS Brexit survey](#) showed that 43% of UK supply chain managers were stockpiling goods. But that course of action is simultaneously a solution and a problem.

For businesses sourcing goods and materials from the EU because they can't get them in the UK, this will be one solution: but only a temporary one. The lack of premium warehousing space in the UK is hampering businesses in their plans to build up stocks and tying up precious budget that could be spent elsewhere.

As we move into the final quarter of 2019, warehouses and distribution centres will be preparing for the end-of-year peak period, which kicks off with Black Friday and lasts well into the New Year when retailers and carriers are handling high volumes of returns. That will further limit stockpiling options for those without their own space.



**“The lack of premium warehousing space in the UK is hampering businesses”**

**Dr John Glen**

*CIPS Economist and Visiting Fellow  
at the Cranfield School of Management*



**It is important to ascertain your potential exposure if goods are delivered late or in a damaged state. Also, ask your suppliers and partners whether they have checked their business liability for customs duties and potential tariffs should they be imposed.**

Businesses have been experiencing real cost increases because of the impasse over the past three years. What they are doing is reacting to the uncertainty that has been injected into the system by the Brexit process, the increased probability of leaving without a deal and the increased slowdown in the broader global economy. Waiting to see how things work might feel like the only option at times, but there will always be things you could and should be doing to protect your business as best you can.

Collaboration can help mitigate the ill effects of additional costs. For some it will call for a change in business strategy. However, some supermarkets have pooled their logistics resources in the past to prevent their lorries travelling back from depots half-empty. This could become a more frequent occurrence if transport difficulties occur and companies look for more creative solutions.

**“Collaboration can help mitigate the ill effects of additional costs.”**

**Dr John Glen**

*CIPS Economist and Visiting Fellow  
at the Cranfield School of Management*



# The RS Components commitment: **How we can support you**



## OUR DEPTH & BREADTH OF RANGE

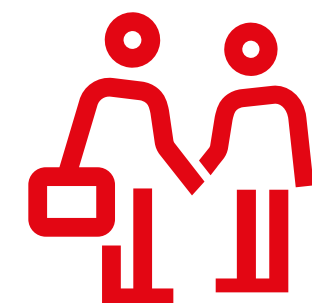
We carry more than 500,000 industrial and electronics products from more than 2,500 leading suppliers. From the niche specialists to the big global brands, we stock every brand you're likely to have heard of, and many more besides.

This includes our own-brand RS Pro, which offers more than 50,000 products. And in preparation for the political and economic changes we have invested up to £26m in additional stock across our European network to ensure that whatever the task at hand we can help you make it happen.



# 500,000+

Industrial & electronics products



# 2,500+

Leading suppliers



# 50,000+

Own-brand RS PRO products



# £26m

Additional stock invested



## A STRONG & DEPENDABLE SUPPLY CHAIN



With over 1,000 dedicated employees across our two UK distribution centres, we are ready to support. Across our business we ship more than 50,000 parcels a day to over 80 countries and in the UK have around £200 million of stock ready for same and next-day delivery.

This is supported by our UK network of RS Local branches giving you easy access to stock which you can click and collect in as little as 15 minutes. You can find your nearest [RS Local here](#).

And further building our capabilities across Europe, we've invested £58 million to expand and automate our distribution centre in Bad Hersfeld, Germany, increasing its capacity from 140,000 industrial and electronics products in stock to more than 450,000.

# 1,000

Dedicated employees

# 50,000+

parcels shipped every day

# 80+

Countries shipped to by accredited export team

# £200m

stock ready for same and next day delivery





## MANAGE INVENTORY RS SCANSTOCK™

Put an end to inefficient inventory management and wasteful practices in your site-based supply chain with RS ScanStock™, our managed inventory service. We're well placed to advise you on storage solutions and layouts, as well as helping you to select products and set stock levels. We'll then visit your sites at regular intervals to check stock, order top-ups and replenish the storage cribs, letting you focus on what matters.

One company to have benefited from RS ScanStock™ has saved so much time from its ordering processes and from reduced operational downtime, that it has removed £11,672 of costs over the year with total cost of ownership savings representing 28% of total product spend.



Save time receiving and putting away



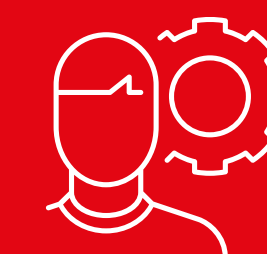
Improve control and availability



Improve reporting



Drive down inventory costs



Improve productivity



Reduce paperwork

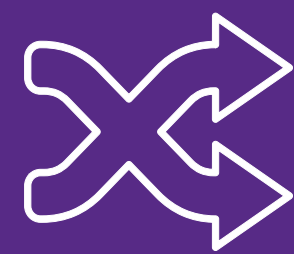


## TAKE CONTROL WITH RS PURCHASINGMANAGER™



Streamline your buying process with RS PurchasingManager™, our web-based order management and procurement system. Take control with spend and approval limits and save time with single blanket orders.

We have been working with a well-known confectionery manufacturer for many years, supplying a wide variety of products including electrical and automation items, PPE, tools and test equipment, and more. The implementation of RS PurchasingManager™ helped reduce their processing costs from £74 to £46 per order, equating to an annual saving of £30,492.



Simplifies processes



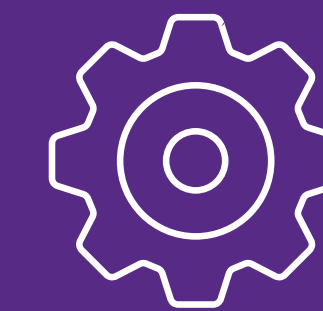
Self-administered system



Order History available



Improved reporting



Automation



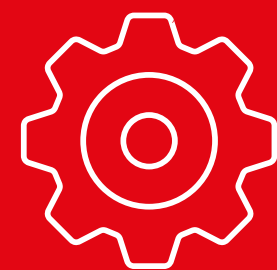
Customisation



## ORDER URGENT ITEMS WITH RS CONNECTPOINT™

You can reduce your order processing costs even further with the most recent addition to our arsenal of value-added services: RS ConnectPoint™. Our new solution helps maintenance and procurement department teams identify unfamiliar products, check availability, place orders and get purchases instantly approved thanks to the support of RS PurchasingManager™. You're protected by purchasing limits and spending controls for multiple users.

Additionally, all our services offer full end-to-end reporting that enables order histories to be analysed and broken down in detail.



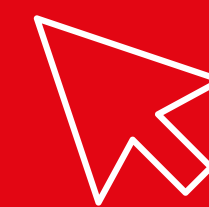
Reduce downtime



Same-day access to products



Contact us via a terminal



Click & collect in 15 minutes



Purchasing limits



Identify products



## TECHNICAL EXCELLENCE: CALIBRATION SERVICES



Any organisation that uses measuring instruments regularly will be aware of the importance of ensuring the accuracy of those devices.

We have a team of over 20 technical experts who provide a highly respected, market-leading calibration laboratory service at its UKAS-accredited centre in Corby, Northamptonshire. More widely our team of qualified engineers can provide technical advice.

**Are you open  
to export?**



## EXPORT DOCUMENTATION

Our accredited export team are well placed to help you export items to 80+ countries. We offer delivery options around the world including courier service, air, sea and trailer deliveries, which give the customer multiple options for a quick and compliant global delivery. Delivery time expectations for courier delivery are:



We've invested in expertise so that you can rest assured your packages are export compliant. Specially trained employees ensure the relevant documentation is in place to clear customs and that items are correctly packaged to meet all regulations.

This training ensures all hazardous goods are picked and packed to International Air Transport Association standards with all the relevant documentation for any hazardous goods.





## COMPLIANCE & EXPORT CONTROLS



Our team is trained by the Institute of Export and International Trade, which ensures all orders comply with national and international laws.

Our people are highly trained to recognise red flag indicators (including dual-use products) for deliveries to sensitive countries, plus we also have a dedicated compliance team in place who use systems to support our trained Export team.

We ensure all exports meet strict controls and regulations. This includes group embargoes, national export control, dual-use regulations, international sanctions and the Denied Persons list.



## A COMMITMENT TO SERVICE

Our comprehensive global network, award-winning customer service and export expertise give our customers peace of mind and remove the hassle of dealing with multiple smaller suppliers.

We also provide the option to pay in UK sterling, US dollars or euros.





AT YOUR SIDE, NO MATTER WHAT



# At your side, no matter what

## What happens after the UK leaves the EU?

*is a question that no-one can answer with clarity.*

But there are steps that can be taken to safeguard your business from some of the uncertainty by managing costs and streamlining processes that distract you and your colleagues from what you want to focus on.

It's our commitment to be by your side throughout, which is why we've already taken steps to prepare for your needs. Whatever the task at hand we can help you make it happen.



# Whatever the outcome, we're by your side

**When times are uncertain, RS is your partner  
for industrial and electronics products and solutions.**

We're the people engineers turn to for help and advice. With fast and easy access to a broad range of products, reliable delivery, expert technical advice and solutions to streamline your processes, we'll help you keep things running smoothly.