

The background is a composite image. It features a construction site with several tall cranes and industrial structures under a hazy sky. Overlaid on this is a semi-transparent image of a person wearing a white hard hat and a dark jacket, looking towards the right. The person appears to be working at a desk or control panel, with some papers visible. The overall tone is professional and industrial.

Expertise  
Change  
Transparency  
Open Book  
Control



# Introduction

Traditional approaches cannot overcome the obstacles faced by project logistics service providers. This is why XELLZ provides a complete solution for the Heavy Lift & Project Freight and Logistics industry from the shipper's perspective with in-house integration into the transport & logistics and supply chain process.

Using the state of the art online IT technology and the latest in project logistics management we lower the total cost of project logistics with over 25% as well as offering 100% transparency across the entire project lifetime.

By making use of the latest in online Project Logistics Management technology combined with lean processes and stringent vetting of carriers, the project logistics of any project or heavy lift shipment fits seamlessly within the overall project management, making this the most operational and cost efficient model in the industry.

As a customer of XELLZ you'll be able to manage the number of FTE's in your organization and at the same time increase expertise and know-how due to the high number of experts and project managers in our offices around the world.

With the highest percentage senior project managers in the industry and due to its unique corporate structure XELLZ is able to keep the cost low for your organization to benefit. Our unique model is becoming the standard for quality and excellence.

Our goal is to offer our customers the best know-how and the best cost - quality ratio whilst keeping the quality in sync with the local and international regulations and compliance.

Transparency is what our customers wish to see and this is what XELLZ offers across the entire project life cycle.

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25%

Lowering total cost  
of project logistics

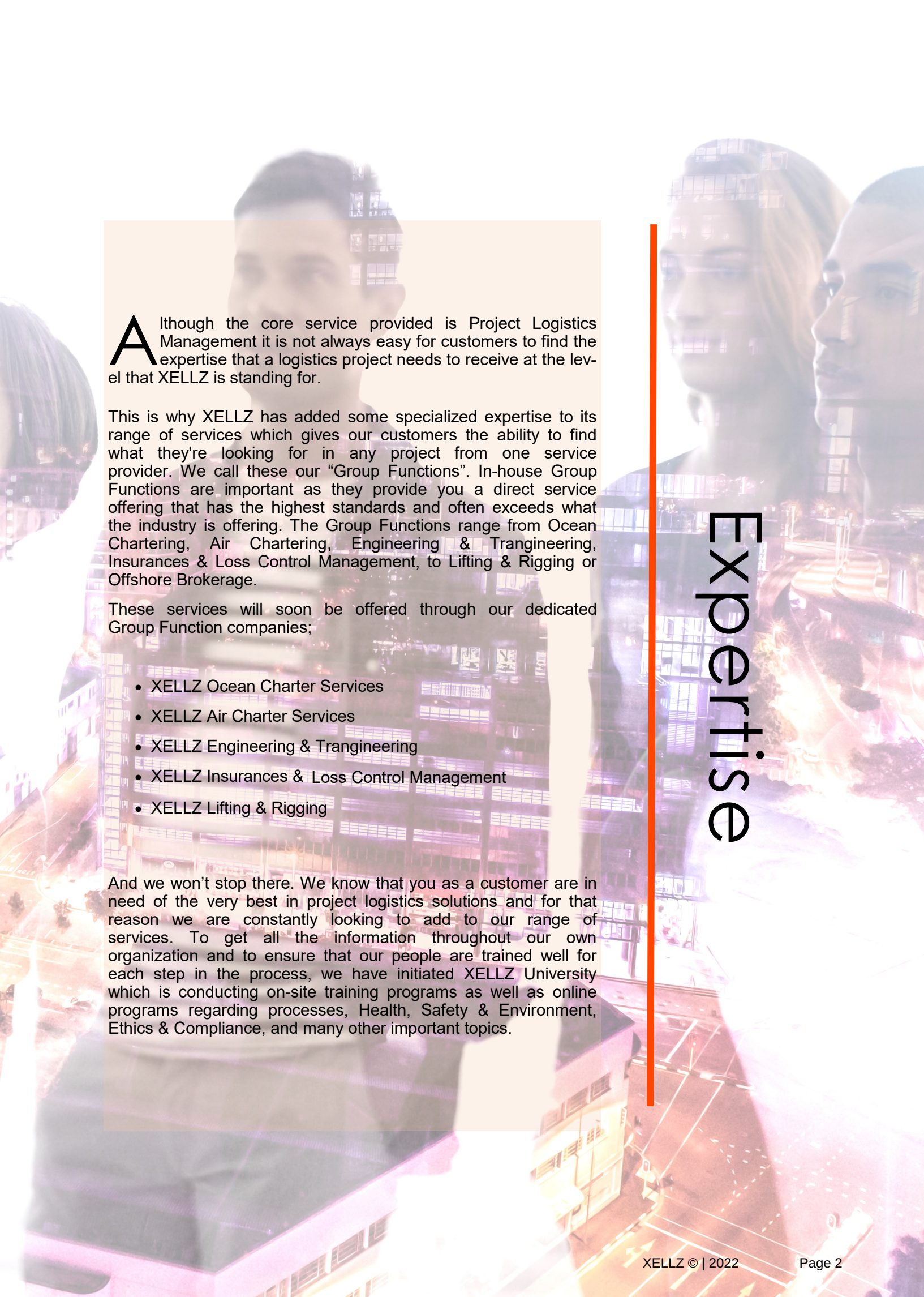
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100%

Transparency across the  
entire project lifetime

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Although the core service provided is Project Logistics Management it is not always easy for customers to find the expertise that a logistics project needs to receive at the level that XELLZ is standing for.

This is why XELLZ has added some specialized expertise to its range of services which gives our customers the ability to find what they're looking for in any project from one service provider. We call these our "Group Functions". In-house Group Functions are important as they provide you a direct service offering that has the highest standards and often exceeds what the industry is offering. The Group Functions range from Ocean Chartering, Air Chartering, Engineering & Trengineering, Insurances & Loss Control Management, to Lifting & Rigging or Offshore Brokerage.

These services will soon be offered through our dedicated Group Function companies;

- XELLZ Ocean Charter Services
- XELLZ Air Charter Services
- XELLZ Engineering & Trengineering
- XELLZ Insurances & Loss Control Management
- XELLZ Lifting & Rigging

And we won't stop there. We know that you as a customer are in need of the very best in project logistics solutions and for that reason we are constantly looking to add to our range of services. To get all the information throughout our own organization and to ensure that our people are trained well for each step in the process, we have initiated XELLZ University which is conducting on-site training programs as well as online programs regarding processes, Health, Safety & Environment, Ethics & Compliance, and many other important topics.

Expertise



# Change

## **XELLZ helps organizations implement major change to improve their project logistics performance**

**T**he ability to drive change such as affecting performance from good to great, cutting costs, and turning around any project logistics crisis, is a key foundation of competitive advantage. Yet despite all the efforts, one in three companies fail. We work with major corporations to overcome these odds.

Our profound experience and hard approach help clients reach successful projects and build philosophies of continuous improvement. We work closely with clients to:

### **Strengthen Project Logistics health:**

We help clients attain excellence by managing their logistics project with consistency. "Health" can be defined as an organization's ability to align, execute, and renew itself faster than the competition. Years of XELLZ experience on the logistics in projects are summarized in our method of managing and handling your projects.

### **Outline and deliver transformational change:**

We help clients design and deliver far-reaching change efforts through our processes and procedures. This approach helps companies form a change vision and set targets to their projects that are strongly linked to project outcomes; analyze the supplier's ability to meet those targets; and deliver improvement initiatives that strengthen performance, build competences, and change organizational mind-sets and behaviors in how to deal with logistics.

### **Move performance to outline culture:**

Attaining constant improvement in project logistics performance and project health requires that companies move beyond processes and systems to address shared performance, including culture, mind-sets and competences, and team dynamics. As a key aspect of creating project logistics change, XELLZ works with clients to design and implement skills, shift mind-sets, develop and manage talent to ensure a successful and sustainable change.

### **Support project managers become models for change:**

Senior project managers have a unique role in project logistics change: they must deliver what really matters for our customers. We help project managers reach that level of confidence that logistics in projects require, openly involve others, and focus on successes. XELLZ also helps build commitment and alignment within our project logistics teams.

### **Organize leaders and share visions:**

We share our visions at a range of external channels. For example, more than 100 senior project logistics managers leading major projects have participated in our CIP (Continues Improvement Program) programs. Bringing pioneering thinking and practical guidance from our project logistics management experience and our exclusive processes.



# Transparency

It is transparency is what corporations in the EPC, manufacturing, construction and other capital project industries are talking about and not without reason. In recent times most logistics service companies have been keeping information from their customers, did not communicate sufficiently and do not show the price and rate structures for the services they provide and / or arrange.

Transparency is not just about the project plans or about how freight is being transported. No, transparency is about the whole chain of events and the entire pricing and rate structure. It is also about open book policy and joined negotiations with subcontractors.

XELLZ has a policy that will bring complete open communication before, during, and after the project. Starting with the pre-planning of a logistics project where all technical and capable solutions are being shared, where all pricing and cost options and models are communicated, and where the negotiations with (sub)-contractors is being done in an open platform and with the customer at the negotiation table to ensure the best and optimum cost solution is being chosen.

*Our organization is one of the fastest growing corporations in the industry and with the group of dedicated project logistics experts we are happy to serve you and bring your project to a successful completion.*

*XELLZ has been created to help companies with their complex project logistics and we have designed our entire processes around your performance*

*The online IT Platform is our backbone in which we are able to manage any task in the project and which will keep you alerted automatically so that nothing is left to chance.*

*I look forward working with you.*

*Peter Bouwhuis  
President & CEO*



# Open Book Policy

The concept of shippers and project logistics service providers having such a trusting relationship that they can work together collaboratively and seek ways to manage and reduce the cost of services and share information and data on an open and transparent level was almost unheard of a few years ago, but with XELLZ this is now becoming a common practice.

People at XELLZ have been involved in service procurement for a long time and we know how confrontational the process used to be. For the Project Logistics industry, it may be a new concept but for XELLZ customers this has been standard procedure.

In fact, it is actually a mutually beneficial and constructive relationship when we do this, and there is really nothing to fear.

XELLZ open book policy is an agreement to work and view data and financial information relating to cost incurred in any one part of the Project Logistics chain. So that you, the customer, can work towards a better project plan where cost is minimized and transparent as much as possible. All information and data on negotiations with carriers and other providers is being kept within the project team and will remain the property of our customers.

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**100%** Price Transparency

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# Control

## **P**roject Logistics Management IT Tools.

This subject needs some attention for the simple reason that it has become more and more essential for our customers that a good IT Tool is used to run and operate their projects and / or heavy lift and project freight shipments.

Using the right tool means that you will have 100% transparent management and 100% control during the project live cycle. Any disruption in a project costs time and money without fail and XELLZ is determined to eliminate all this for its customers.

The use of our IT Tool, **projeXsmart™**, requires a strict discipline from all parties involved to make project logistics management work the way it was agreed and for that reason, XELLZ has partnered with iBrabble B.V. (Education) to ensure that all our staff as well as our customers and subcontractors are well trained before we start any project.

When people start distrusting a tool and start sending emails again, there is a risk that not everybody is getting this information and so there will be a gap created in the project. This could have serious consequences from a process and from a project execution point which ultimately translate in delays and over spending.

Project Logistics Management requires strong managers and discipline from all parties involved, which means that we train all our staff, customers and subcontractors in to a high level of project freight and logistics management.

ProjeXsmart™, doesn't take away the interaction between people during the project execution and for that reason there are regular meetings/conference calls scheduled throughout the project for different stakeholders involved.

XELLZ places you in full control.

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# 100%

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You are in  
full control



XELLZ

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