

Konsortium move to give better deal to customers

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By **ARIFF AWANG**

LOGISTICS solution provider Konsortium Logistik Bhd (Konsortium) yesterday signed an agreement with the Descartes Systems Group Inc (Descartes) and Inter-Enterprise Solutions Sdn Bhd for the purchase of an e-fulfilment solution as part of its e-logistics platform.

The system, worth about RM10 million, will be implemented over a three-year period. The agreement covers software licensing as well as professional services such as hosting, consulting and systems implementation.

Under the purchase agreement, Konsortium will become the first Malaysian logistics company to provide systems integration between its customers and business partners through real-time visibility of logistics activities over the Internet.

"The trend towards globalisation together with the changes in technology and our customers' focus on their core competencies simply mean that Konsortium cannot continue to operate the same way as it did before," its executive chairman and president, Encik Mirzan Mahathir, said at the signing ceremony in Subang Jaya.

Mirzan signed the two agreements on behalf of Konsortium. Descartes was represented by its president, Mr Aivars Lode, while Inter-Enterprise Solutions was represented by its chief executive officer, Mr Yip Kim Mun. Inter-Enterprise Solutions is Descartes' local partner.

He added Konsortium would act as a virtual logistics coordinator, ensuring that inventory moves smoothly through defined logistics chains constantly and based on agreed service levels.

The Descartes system will enable Konsortium's customers' IT systems to exchange information with the company, particularly with regard to the status of their inventory. He said it also enables Konsortium to pass information efficiently between function areas within the company as well as with supplier partners.

Konsortium has a growing list of clients which include Proton, Petronas Dagangan and Matsushita.

Konsortium uses proven, technological-driven logistics methodology to deliver inventory solutions tailored to a diverse range of business sectors primarily in the motor vehicle, oil and gas, consumer goods, industrial products and large infrastructure projects.

Descartes is a leading provider of end-to-end logistics solutions for business-to-business e-commerce. Descartes' e-fulfilment software and exchange solutions enable companies to create high-speed, high-performance fulfilment networks.

Inter-Enterprise Solutions is a partnership formed to bring world-class e-fulfilment software and consulting services to companies in Malaysia.