

## **Selection criteria**

All our warehouses are selected based on several criteria:

1. The distance from the city, not too much!
2. Security level (alarm and smoke detectors, direct line with the police etc. etc.).
3. Accessibility 24 hrs a day, 365 days a year.
4. Professionalism and experience of employees

As most our warehouses are relatively small, they are mainly used for clients that need to have their products close to the different cities. I.e. spare parts (these need to be delivered in less than 1(or 2) hour(s), so it is important that the warehouse is near the delivery address).

In Madrid and Barcelona we are managing our own warehouses, all the other warehouses are subcontracted. By subcontracting our warehouses we make sure that we can offer the best price for the best service, and this way we can stay flexible. A client that needs a new (not yet existing) warehouse to be opened can count on the fact that we will be able to do so within 2 weeks.

## **Client: To subcontract my warehousing, or open my own warehouse?**

When you are creating a company, many times you focus on the sales or the products, as that is why you start a company in the first place. At a certain moment you will need warehouse space and transport. What do you do, you rent your own space, or will you subcontract. Underneath we will describe the positive and negative points of both scenarios, and we will even add a third scenario:

### Rent and manage your own warehouse

- more control over your own logistics
- more controllable costs (fixed costs per month)
- sometimes: cheaper
- you can use your own procedures and systems
- fixed space and personal, if you grow, you need to rent a new warehouse
- you need to manage your warehouse personal, time consuming

### Subcontract your warehouse

- sometimes less control, as you are not doing it yourself
- costs can be more complex, but more variable and directly in line with your sales
- sometimes cheaper
- you have to adapt to your provider in regards to your procedures and systems
- more flexible in personal and warehouse space
- you can put your energy in what you like most and do best

### Mixed solution: The Net Solutions-Solution

- not necessarily less control, we even have our clients working from our warehouses in some cases
- simple costs structure, everything is possible, directly in line with your sales
- sometimes cheaper
- we will work on your system and we will use your procedures
- more flexible in personal and warehouse space
- you can put your energy in what you like most and do best