



Integrated Logistics Solutions

Specialized in Health



ABOUT US

SWL was born in 2012 with the aim of providing integrated logistics solutions to its clients. Our origins, the years we have been in the market and a highly trained professional team allows us to provide logistics solutions tailored to our clients needs.

SWL is an integrated 4 PL logistics operator specialized in the medical healthcare industry. We are the operational and logistical partner for different types of businesses, whether they are manufacturers from abroad or local marketers. Our goal is for our customers to focus on their selling process and product expertise, leaving the entire supply chain in our hands.



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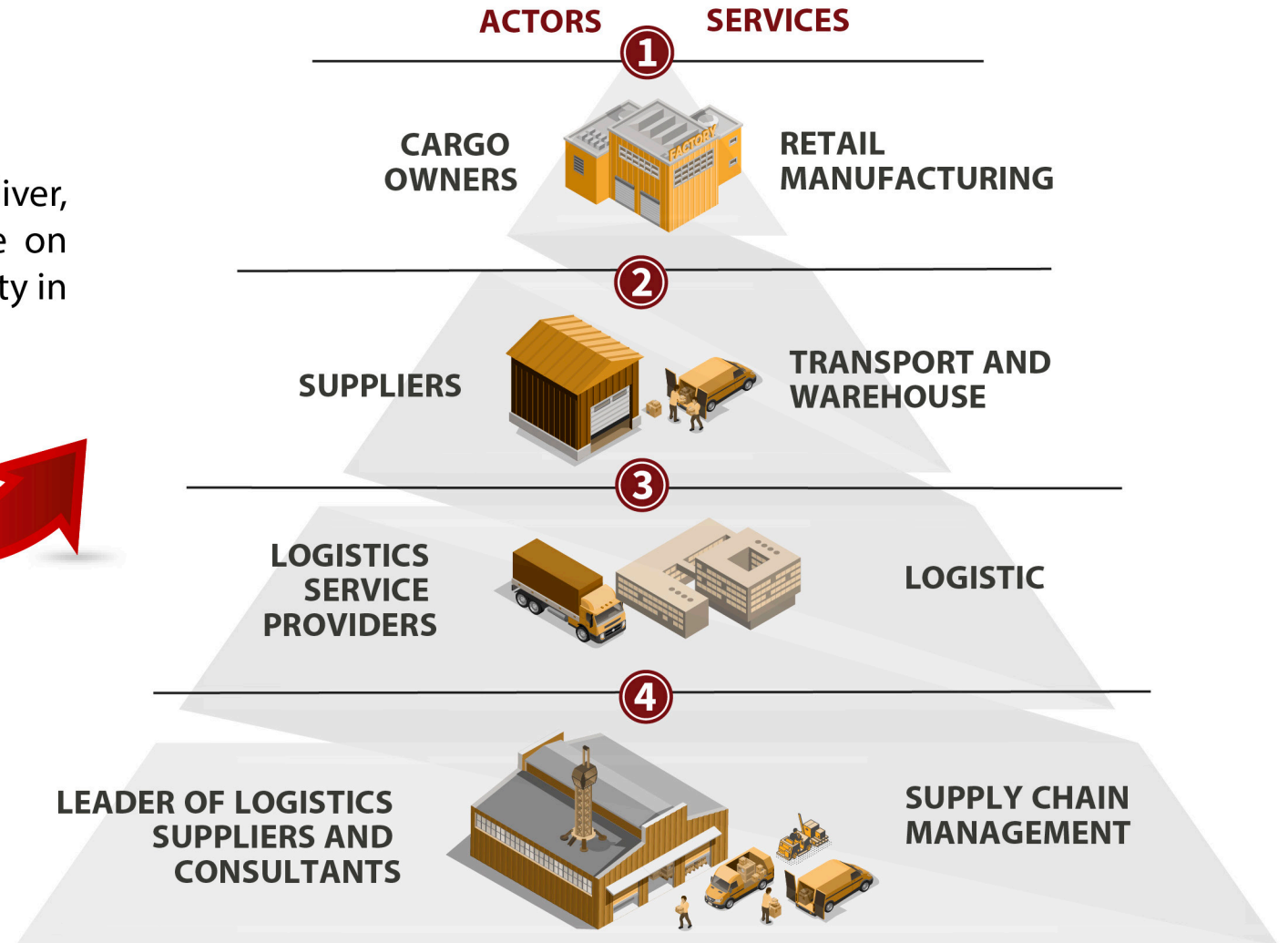


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ABOUT US

We are able to import, store, manage inventory, deliver, invoice and collect on any selling process done on medical devices by a third party without legal entity in Colombia with a logistics and operational rate.

COMPLETE SUPPLY CHAIN MANAGEMENT SERVICE

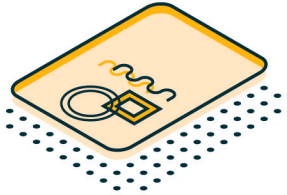




Below we present all the logistical and operational services that we offer to our clients:

ADMINISTRATIVE SOLUTIONS

ADMINISTRATIVE SOLUTIONS



CUSTOMIZED BILLING BY COMPANY:

Our operation is held on SAP administrative software, which gives us inventory control and accounting management. It allows us to design customized invoice templates with the corporate image of our clients. (PONER LOGO SAP)



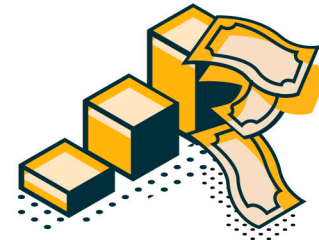
PAYMENT TO SUPPLIERS:

Management and administration of payment to potential local and foreign suppliers to support the commercial work of our client in Colombia.



ACCOUNTING BY PROJECT:

We can offer all accounting services for those costumers from abroad who want to have a legal entity in Colombia, keeping all taxes updated and giving all support on fiscal obligations. Or our customers can use our company as sales platform without the need of a legal representation and also keep track of all sales and expenses generated on their sales process in the country.



ACCOUNT RECEIVABLE COLLECTION:

We support the management of the core of our client's portfolio, with different methodologies and jointly controlled procedures to maintain the DNA and healthy operation of the cash flow of any administrative and accounting operation of our client.

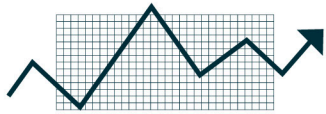


ADMINISTRATIVE SOLUTIONS



PROCUREMENT, ADMINISTRATION AND CONTROL OF SUB-DISTRIBUTORS:

Thanks to our experience in the healthcare market, we are able to identify potential distributors in the country who could be named as sub-distributors and expand sales coverage throughout the country. We can accompany in the commercial approach together with these potential distributors.



KPI'S

Our philosophy is focused on finding together the personalized indicators for each process, in order to guarantee continuous improvement in our service.



RECRUITMENT / PAYROLL PAYMENT:

Within our services we can hire personnel on behalf of our client to carry out the commercial work they need for the business, for this type of service we normally charge an administrative fee on expenses generated from payroll and operation every month. If needed, we can send a detailed offer and settlement of expenses for the profile of the person our client is looking for according to their budget.

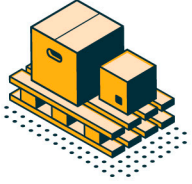


NEUTRAL ADMINISTRATION OF MASTER DISTRIBUTION::

Support the administration, management, achievement and distribution of the market in the country, through sub-distributors, maintaining the policies of our foreign clients to be implemented in the required target market.



ADMINISTRATIVE SOLUTIONS



ADMINISTRATION OF INVENTORIES IN CONSIGNMENT:

In some cases the commercial practices of the health market require our costumers to maintain a STOCK of their products given on consignment to their clients, in such a way that they can be used according to the requirements of surgical procedures for a subsequent billing according to the consumption used. This administration and experience in handling these STOCKS is an essential part of our contribution as a local partner.



INVENTORY CONTROL (WMS) AND MATERIAL RESOURCE PLANNING (MRP)

We can manage the inventories of our clients under the different methodologies of Inventory Management:

FIFO (First In -> First Out)

FEFO (First Expire -> First Out)

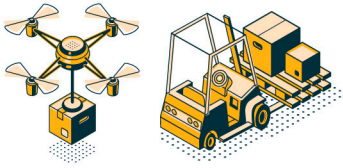


We can program the system so that the MRP (Material Resource Planning) module automatically supports us in generating alert indications and product repurchase suggestions by product references according to the different variables and timings which must be taken into account in the supply chain



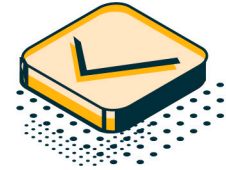
SUPPLIER AND PRODUCT DEVELOPMENT

SUPPLIER AND PRODUCT DEVELOPMENT



INTEGRATED LOGISTIC PROCESS:

Once customers' needs are clear and the feasibility of each project is approved, our international commerce team will be in charge of the correct coordination of the international transport, customs at origin and destination, ports and land transport and achieving control all the links of the supply chain, for the correct allocation of the products we handle on behalf of our client. In this way we are able to exempt our client from the responsibilities and risks of the supply chain.



PROCUREMENT OF RELIABLE SUPPLIERS

Thanks to our international Networking we are able to locate reliable suppliers of products with the required standards.

Facilitate the correct importation of medical products into the national customs territory, compliance with all the requirements of the different control entities (INVIMA, DIAN, MINISTRIES, ETC)



FEASIBILITY ANALYSIS:

We accompany our clients: feasibility of permits, procedures and minimum records required to achieve the correct import or export of this type of products typical of the health sector.





LOGISTICS SOLUTIONS

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We have our own fleet and complement our services with excellent alliances with the best transport service providers

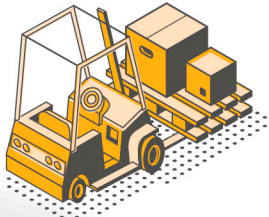


LOGISTICS SOLUTIONS

A MARITIME TRANSPORT SERVICE

Services Port A
Port (FCL and LCL):

- Inbound & Outbound
- Special Equipment & Extra-Dimensional Cargo
- Ocean Charters & Part Charters
- Break Bulk & Ro-Ro
- Marine Insurance Documentation
- Consolidations.



LCL (Less than Container Load)

FCL (Full Container Load)
Inbound & Outbound

B LAND TRANSPORT SERVICE

- Customs crossings at land borders
- Special equipment for oversized cargo
- Special permissions
- Collection and delivery service
- Collection and delivery of containers

LTL (Less than Truck Load) ≪
National and OTM

FTL (Full Truck Load) ≪
National and OTM



LOGISTICS SOLUTIONS

C AIR SHUTTLE SERVICE:



Direct Flights
Consolidation
Next Flight OUT / AOG'S
Project Loads

- ✦ Charter Flights
- ✦ Extra-Dimensional Loading
- ✦ Hazardous & Perishable Cargo

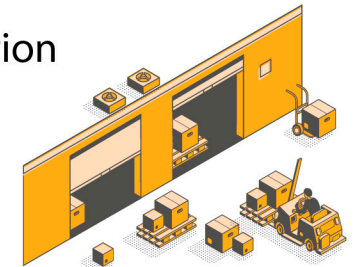
D MERCHANDISE DISTRIBUTION:

- ✦ Local Distribution (Land)
- ✦ National Distribution (Air and Ground)



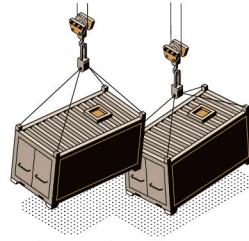
E WAREHOUSING SERVICE

- ✦ Inventory control / Serials / References/ Due date / Lots
- ✦ Packing and repacking
- ✦ Projects
- ✦ WMS (Warehouse Management System and SAP) with scanned documentation
- ✦ Handling of special cargo, equipment and devices doctors.
- ✦ Statistics (daily, monthly, yearly), history complete customer and their movements (Inputs and outputs / Balances)
- ✦ Picking & packing (local distribution and to distribution centers or end customer)

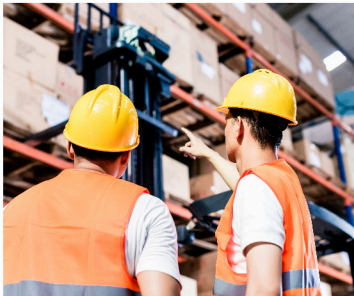


LOGISTICS SOLUTIONS

F CUSTOMS WAREHOUSE AND FREE ZONE



We have the capacity to be able to direct the load of our clients to different Customs Warehouses and/or Free Trade Zones of the country, where they will be able to obtain different benefits:



- Free Zone Regime
- Cash flow
- Reexpeditions
- Processing or
- Conditioning
- Partial or total.

G ADDED VALUES:

Sometimes, due to regulations or commercial requirements, it is necessary to condition the products (Autonomous Community Certification)



- Labelling / Re-labelling
- Conditioning
- Repackaging
- Miscellaneous

H CUSTOMS CLEARANCE SERVICES:

We have the capacity to offer our customs operation services at all seaports, international airports and border crossings in Colombia

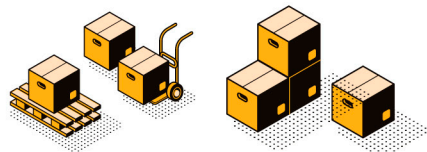


- Documentation
- Special Permits (Licenses/
- Records / Resolutions)
- Customs Legal Advice
- Procedures before entities of
- Control (INVIMA / ICA / etc)



LOGISTICS SOLUTIONS

I INVERSE LOGISTICS:



Due to the great experience in the health sector and the constant effort in being able to offer integral solutions to our clients, we have managed to professionalize an excellent service of inverse logistics that responds to the demand of the clients to optimize the processes:



- ❏ Recovery and treatment of used / obsolete products,
- ❏ Products given on loan.
- ❏ Unused products due to changes in the treatment.
- ❏ Products in recovery by Guarantees.

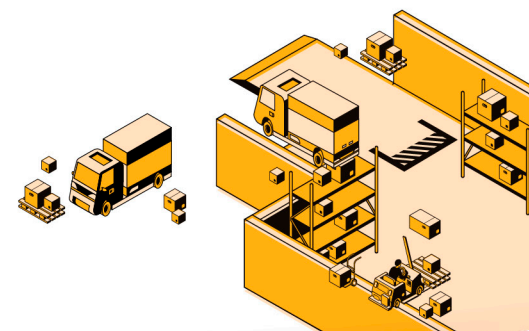
J HANDLING URGENT SHIPMENTS:

We know that sometimes our clients need a special handling thanks to the characteristics of their sector and sometimes of the product, for this reason we are in the capacity to understand the business of our clients and to adapt to their needs developing personalized strategies of dispatches of Urgent shipments.

K INSURANCE FOR TRANSPORT AND WAREHOUSING OF MERCHANDISES:

The security and tranquility in our operations is fundamental for our clients, for this reason we have developed processes and procedures to be able to guarantee this premiere implementing services of merchandise assurance with specialized allies for this purpose.

- ❏ Transportation Insurance (International and National)
- ❏ Equipment Insurance (Containers)





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