



CYMER[®]
An **ASML** company

Customer name:
Cymer (Veldhoven, The Netherlands)

Business:
Manufacturer of deep ultraviolet
(DUV) light sources used by chip
manufacturers

Cymer contact:
Antoine Dekkers
Director, Global Logistics

Base Logistics: an extension of Cymer's logistics department

CASE STUDY

Base 
Logistics

Chances are that the phone you use every day is equipped with a chip made using Cymer's technology. Base Logistics provides Cymer with 24/7 Service Parts Logistics, including storage, transportation and handling. Base Logistics performs all these activities using its Distribution Centre in Moerdijk, ten strategically selected locations in Europe and one on-site location in the United States.

In 2007, Cymer was looking for a new logistics partner for its activities in Europe. A business contact introduced Base Logistics to Antoine Dekkers. "At the time, we were looking for efficiency through the one-stop-shop principle. Because we work according to the principles of lean throughout our organization, and I had to run the operation in Europe and Israel on my own, with many high-demand chip manufacturers and ten warehouses in six countries," says Dekkers. "In short, I had ten different partners, purchase invoices and processes to deal with."

Cymer and Base Logistics proved to be a perfect match in terms of size and method. "Base Logistics and Cymer were willing to invest in each other, and in my opinion that is an important condition for a partnership."

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Cymer's management in San Diego decided in 2011 to make a

worldwide switch to a larger logistics provider. In the same year a contract was signed with a new party. Dekkers says: "Unfortunately, in the end, it was not a match like it was with Base Logistics." Cymer therefore decided to post a new tender after a couple of years, explicitly requesting Base Logistics to also enter a bid. After a comprehensive selection process, Base Logistics was once again designated as the supplier for the European activities. Not surprisingly, according to Antoine Dekkers: "Our representation from San Diego and the representation at ASML were very impressed with Base Logistics' presentation and submission. They were not the lowest-priced party, but we also take into account the long-term savings. And they also came up with concrete proposals to achieve cost savings in the process. The TMS and WMS system Klairy would also

benefit us, because we did not have such an application ourselves."

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The way Base Logistics operated proved to be a perfect match, even though Cymer demanded high standards of the bid and the response time during the tender process. "Listening to the customer and thinking along with them turned out to be particular strengths of Base Logistics. And while others could not offer the full package, Base Logistics met every one of our requirements."





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The partnership between Cymer and Base Logistics was reinstated in 2015. The switch went smoothly, according to Cymer's director of global logistics: "Production downtime can cause a massive revenue impact and delay in deadlines for end-users," according to Dekkers. It was therefore important for the Service Level Agreements with the customers to be met consistently, necessitating good coordination between all parties involved. "Base Logistics took the workload out of our hands, so that the migration went smoothly. And, of course, it saved us a great deal of time."

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Choosing Base Logistics has turned out very well for Cymer. Dekkers: "I do not need to explain anything, Base Logistics knows exactly what we need. That is because they are really involved with us. We want to offer our customers an increasingly better cost of ownership, and we can do that thanks to the partnership with Base Logistics. As a result, we can also handle more and more business and improve it where necessary." The other team members are as just as pleased about the cooperation as Dekkers is. "Yes, they are completely happy with Base Logistics, mainly because of the way they communicate and the efficiency of our collaboration." Also, their opinions, both solicited and unsolicited, are very much appreciated by the team. "What do you need, and how can we help you with that? Making that clear has helped us a lot. Base Logistics is essentially an extension of our logistics department."

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The most recent development in the relationship with Base Logistics was the request from the United States to help think of possible solutions for a client in Utah. "Once again, Base Logistics was the only party that could act swiftly and quickly responded to our request." Eventually, this led to the first Strategic Stocking Location controlled on-site by Base Logistics for Cymer in the US, which opened in 2016. This in-house warehouse was not an immediately obvious outcome. "But by asking the right questions and thinking differently, you come up with unexpected solutions."

CASE STUDY

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Base Logistics is a logistics service provider, with the focus on Transport Management, Warehouse Management and Data Management. We offer an international network of transport and warehousing partners, combined with a team of logistics specialists and a unique logistics application.

[baselogistics.com](https://www.baselogistics.com)

