

Jones Electrical Distribution (Brief Case)

TheCaseSolutions.com

TOM TAYLOR

- 1985: IBM's Senior Design Engineer at General Motors (GM)
- 1987: Founded Tom Taylor's Manufacturing Service
- 1990: Founded to Manufacturing Services
- 1994: Took K2 Supply manufacturing sales
- 1995: Realized opportunity to enter distribution and got hired by K2 Supply as manufacturing consultant
- 1998: Joined to Jones Electrical Distribution, Inc. as a change of first CEO (Johnson McKeown) in order to be responsible and manage a new K2 Supply
- 2000: Promoted to Director of European Supply Operations

What's the deal?

How can we help you with your supply chain?



ASSESSING THE EUROPEAN DISTRIBUTION NETWORK OPPORTUNITY



Amazon's Challenges in Europe:

GLOBALIZATION & LOCALIZATION

- Several challenges during its first year in Europe
- Recognized the European market as an aggregate of regional markets
- To comply with each localization, there are 4 adjustment in Amazon's value chain



AMAZON.COM in EUROPE
est. 1998



TheCaseSolutions.com



Jeff Bezos



Amazon founder, July 1995
TheCaseSolutions.com

"Use the Internet to transform book buying into the fastest, easiest and most enjoyable shopping experience possible."



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RECOMMENDATION



THANK YOU



Jones Electrical Distribution (Brief Case)

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TOM TAYLOR

- 1986 - Bachelor's Degree in Mechanical Engineering from MIT
- 1987 - Graduate from MIT's MBA and back to MIT
- 1991 - Promoted to Managerial Training Program
- 1994 - Earned Executive MBA from MIT
- 1998 - 2000 - First Chief Operating Officer of Amazon and got hired by Jeff Bezos as Vice President of operations
- 2000 - 2002 - Became Amazon's Operations Director in charge of four US divisions: Mechanical, Electrical, Computer and Logistics in the US
- 2002 - 2003 - Promoted to Director of European Supply Operations

What Tom did:
- Led the European supply chain
- Implemented the Amazon.com model in Europe



ASSESSING THE EUROPEAN DISTRIBUTION NETWORK OPPORTUNITY



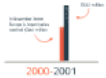
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Earth's Biggest Bookstore

Initially a pure online book retailer, Amazon quickly increased its selection from 1 million titles to 2.5 million titles

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Distinctive procurement strategy
Hold modest inventories

&

Rely on wholesalers
Region: Book Company and Rowe & Taylor
TheCaseSolutions.com



Distinctive procurement strategy:

Hold modest inventories

&

Rely on wholesalers

Ingram Book Company and Baker & Taylor

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- 1986 - Bachelor's Degree in Mechanical Engineering from MIT
- 1987 - Graduate from MIT's MBA and back to MIT
- 1991 - Promoted to Manager, Supply Planning
- 1994 - Earn Ed D. from MIT, including MIT's
- 1995 - MIT case study on retail Amazon and got hired by Jeff Bezos as vice president of operations
- 1996 - Became Amazon's Operations Director in charge of four US divisions: Mechanical, Electrical, Computers and Logistics in the US
- 1998 - Promoted to Director of European Supply Operations

What Tom did:
- He was the first person to see the value of the European market and to see the need for a European supply chain



ASSESSING THE EUROPEAN DISTRIBUTION NETWORK OPPORTUNITY



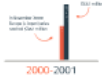
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2000 - 2002
OPTIMIZING THE CUSTOMER
FULFILLMENT NETWORK



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