

Summary of doctorate dissertation

Logistics is one of the dynamically developing business areas, mainly due to the increasing demand for warehousing, transportation, forwarding and other services. At the same time, SMEs are one of the largest groups of companies in Poland, therefore their functioning can have a big impact on the economy. PhD dissertation „Cooperation model of production companies from SME sector and logistics operators” covers the scope of logistics management considerations in SME manufacturing enterprises and the use of logistics service providers in this area. The main aim of the work is to identify and describe the relationships between the shaping of the services offer of the logistics operators and use of these services by SME manufacturing companies. The main objective of the work will be achieved through the following specific objectives::

- C1. identification of areas of development of services rendered by logistic operators in the last 5 years in the lodzkie voivodeship,
- C2. diagnosis of the use of logistic services by manufacturing companies from the SME sector in the lodzkie voivodeship,
- C3. designing and evaluating the level of satisfaction of manufacturing enterprises in the SME sector from the offer of logistic services in the lodzkie voivodeship,
- C4. future market demand forecasts and strategy proposals for SME manufacturing enterprises and logistic operators, which will be adequate for new market needs,
- C5. and the formulation of recommendations related to the management of logistics processes in manufacturing enterprises from the SME sector using the services of logistic operators.

The following research hypotheses are distinguished for the purposes of their work:

- H1. Increasing importance of logistic operators on the global market has been forced by the deeper and expected specialization of market activities of enterprises.
- H2. Logistic operators do not have a separate offer of services for manufacturing enterprises in the SME sector.
- H3. The presence of a logistic operator may be an important support for potential competence deficits in the management of logistical processes by manufacturing enterprises in the SME sector.

In order to ensure optimum cooperation between logistic operators and manufacturing enterprises, knowledge of mutual capabilities and requirements is required, as well as appropriate communication in these areas. As part of the research program, extensive

literature studies and interviews were conducted with interviewing and observation among SME manufacturing enterprises.

The material obtained from the research allowed for the conclusion in the form of a proposal of a relational model of cooperation between the manufacturing enterprises of the SME sector and the logistic operator. This area could be based on a solution in the form of an industrial - logistic park with an integrative role of logistic operator, in which the production enterprises from the SME sector would operate. Cooperation between companies should be based on mutual understanding of needs and trust. In order to achieve such a level of relations, information exchange and the integration of information systems are required.

According to the author, the development of functional capabilities and the implementation of innovative solutions should be an opportunity for both SMEs manufacturing enterprises to become more competitive and for logistic operators for finding new markets..

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