

3PL VALUE CREATION ASIA SUMMIT

May 16, 2018 | Hong Kong - KPMG Conference Center

7:30 – 8:10am Registration and Networking Breakfast

8:15 – 8:35am **Welcome and Opening Statements by
Evan P. Armstrong, President, ARMSTRONG & ASSOCIATES, INC.**

8:40 – 9:50am **Global View and Regional Variations**

This Executive-level session will discuss market trends found globally and within specific geographies. What are the global paradigms for success?

- Geographies experiencing windfalls
- Regional impact of manufacturing and supply chain shifts
- Growth within industry verticals – mature, emerging, and commoditized
- Successful “coopetition” – a tool for growth
- Ways to align your organization for global success – a five-year outlook

10:00 – 11:10am **Supply Chain Mega-Trends and Technological Innovation**

This session will discuss technological innovations and mega-trends in the global market. What changes will solution providers make to handle the new challenges and opportunities?

- Advances in WMS, TMS, GSM and cloud-based collaboration
- Order management, customer relationship management, and workflow technology trends
- Artificial intelligence and block chain technologies in use today and on the horizon
- Automation and the supply chain management roadmap
- Spare Parts Logistics and the evolution/impact of 3D printing
- Omni-channel distribution and IT support systems
- Robotics and drones

11:20 – 11:40am **Future Consumer and Disruptive Technologies Impacting the Supply Chain**
Anson Bailey, Founder, Business Development, KPMG

11:40 – 1:00pm **Group Luncheon and Networking**

1:00 – 1:55pm **Creating Greater Value in Value-Added Warehousing/Contract Logistics**

Spurred by the changes that omni-channel, B2C e-commerce, cold chain and reverse logistics drive, value-added warehousing continues to be a growth segment for 3PL providers. How can 3PLs create more value? What will it take to succeed in this segment?

- Growth, vacancies and new construction
- The impact of e-commerce
- Customer expectations and procurement involvement
- Big boxes, innovation and technology impacts
- Minimize scope creep; maximize margins

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2:05 – 3:00pm International Transportation Management/Freight Forwarding

This session will evaluate the state of the international transportation management market and the direction the market will take over the next five years.

- Air and ocean volume trends and market opportunities
- Operating model trends and integrated solutions (air, sea, road)
- Impact of cross-border e-commerce
- Customs brokerage and security concerns

3:00 – 3:15pm Networking Break

3:15 – 3:50pm The 3PL Financial Landscape

This session will cover the latest 3PL financial market intelligence and trends.

- Recent merger and acquisition activity
- Key components in strategic acquisitions
- Strategic and equity investment trends driving the global market
- Funding growth
- 2018 predictions

4:00 – 4:55pm Value Creation: The Key to Success and Creating Greater Value

Creating value to meet the ever increasing demand of customers and owners is essential. Third-party logistics (3PL) providers share their visions of the future for third-party logistics.

- Factors driving operational efficiencies for 3PL providers and shippers
- Value creation – lean, sustainability, new paradigms, innovation
- Key services by region or vertical to create a competitive advantage
- E-commerce and consumer responsive operations
- Growth opportunities - cross selling transportation management, warehousing and freight forwarding

4:55 – 5:15pm Summit Wrap Up, Comments, and Closing Thoughts

Evan P. Armstrong, *President*, ARMSTRONG & ASSOCIATES, INC.

5:15 – 6:15pm Summit Networking Reception