

# 3PL VALUE CREATION ASIA SUMMIT

May 16, 2018 | Hong Kong - KPMG Conference Center

8:00 – 8:45<sup>am</sup> **Registration and Networking Breakfast**

8:45 – 9:00<sup>am</sup> **Welcome and Opening Statements by  
Evan P. Armstrong, *President*, ARMSTRONG & ASSOCIATES, INC.**

9:10 – 10:10<sup>am</sup> **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

10:20 – 11:20<sup>am</sup> **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

11:30 – 12:00<sup>pm</sup> **Engaging Future Consumers: Innovate or Die**

**Anson Bailey, *Head of Technology, Hong Kong***  
*Head of Consumer & Retail, ASPAC*  
KPMG CHINA

12:00 – 1:15<sup>pm</sup> **Group Luncheon and Networking**



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**1:15 – 2:25<sub>pm</sub> 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

**2:35 – 3:30<sub>pm</sub> 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

**3:30 – 3:45<sub>pm</sub> Networking Break**

**3:45 – 4:45<sub>pm</sub> 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

**4:45 – 5:00<sub>pm</sub> Summit Wrap Up, Comments, and Closing Thoughts**

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

**5:00 – 6:00<sub>pm</sub> Summit Networking Reception**