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The Future of Logistics

London, 7th – 8th June 2016
Intercontinental Hotel, London



Wherever your business is going, make sure you're here



Introduction

Thank you for your interest in The Future of Logistics Conference. This conference will be the 11th event for Transport Intelligence but the first to held in London.

As advisors to governments, manufacturers, retailers, logistics companies, banks and consultancies, Transport Intelligence is widely viewed as the market leader in research and analysis for the global logistics industry and our conferences are valued because of this.

Benefits of sponsorship

By allying your brand with Transport Intelligence, the leader in industry knowledge, you will increase your brand awareness in the region and globally; the opportunity will enhance the delivery of your core messages to your customers and potential customers which in turn will result in more business.

Sponsorship opportunities are limited at this exclusive event. Contact Sarah Smith today to secure your position.



Contact: Sarah Smith, Managing Director

Email: ssmith@ti-insight.com

Visit: www.ti-insight.com

The Conference

What is unique about this conference?

- Ti selects topics at the forefront of innovation and puts them into context for your business.
- Each session includes a Ti expert analyst along with, where relevant, economists, manufacturers, retailers, consultants, NGOs or investors.
- The programme has been devised by Ti's analysts ensuring that all the major issues are identified.
- The speakers will be insightful, experienced and articulate.
- The conference has its own website, which is an online resource for whitepapers, webcasts and commentary.
- Each attendee will be given access to the presentations.
- The format of the 2 days is built around maximising networking opportunities which allows logistics providers and end users to meet informally.
- Following on from The Future of Logistics conference in Singapore October 2015 Ti are bringing this successful series to London in Summer 2016.



Transport Intelligence – the experts



- **John Manners-Bell**, Ti's Chief Executive, has over twenty years experience in the global logistics industry with both operators and consultancies.



- **Sarah Smith**, Managing Director, has overall responsibility for the future growth and success of Ti. Sarah joined Ti in 2006 and has been integral to its development over the last 10 years.



- **Joel Ray**, Head of Consultancy, has had a career dedicated to strategic consultancy and corporate development within the industry including a period as strategic manager with a European post office.



- **Ken Lyon**, has been working at the intersection of Logistics and technology for several decades. He has a particular interest in the use of technology for supply chain collaboration and innovation. Ken is the MD of Virtual Partners, a CILT Fellow and a key member of Ti's advisory board.



- **Lisa Moore**, Head of Marketing, is responsible for marketing and bringing the conference together. Lisa has 12 years experience working for agencies across multiple channels, mainly focussing in B2B communications.



- **Sophie Brady**, Senior Sales Executive, has a deep insight into the logistics sector and is passionate about the innovative services and disruptive technologies shaping the future of the global of the logistics industry.

Conference Programme / Day 1

1. The Power of Disruptive Technology

What will the future of the logistics and supply chain industry look like? Big data and the Internet of Things are just a couple of technologies transforming the industry. But what impact will drones and autonomous vehicles have? What benefits will these technologies bring in real terms?

Moderator: Mark Millar, M Power Consulting

Panellist: John Manners-Bell, CEO, Ti

Panellist: Eleanor Winton, Director, KPMG

Panellist: Nicolas Leroux, Co-owner and Managing Partner, Lunatech

2. Near-sourcing and re-shoring: potential impact on supply chains

Global manufacturing and retailing supply chain strategies have become increasingly complex as managers balance the trade off between low cost labour, time to market and transportation costs, as well as quality, societal and environmental factors. Will cheap energy costs in Europe lead to the re-shoring and near-sourcing of manufacturing? What impact will 3D printing and robotics/automation have on production costs? How will this impact on distribution strategies and what does this mean for logistics companies?

Moderator: Kim Winter, Global CEO, Logistics Executive

Panellist: Zen Yaworsky, Co-Owner, Supply Solutions

3. E-retail, Smart Transport and Last Mile Delivery

This session looks at the e-retailing phenomenon and what this means for the last mile delivery market and will Smart Transport have an impact?

Moderator: Joel Ray, Head of Consulting, Ti

Panellist: Sandy Stewart, Managing Director Transport & Logistics, Stifel

Panellist: Jerome Charlez, Founder, Khearos

Panellist: Neil Ashworth, CEO, Collect+

4. Emerging Markets – the New Hubs of Innovation

Will emerging markets develop their own innovative solutions on the ground and lead the way for sustainable innovation? How will innovation be applied to facilitate the growth and operations of mega-cities in developing markets?

Moderator: John Manners-Bell, CEO, Ti

Panellist: Agility

Panellist: Nick Bailey, Managing Consultant, Ti

Conference Programme / Day 2

5. Logistics Innovation Showcase

Featuring Bringg, Lunatech, Xeneta and Freightos, Ti is excited to announce and confirm these four companies will be taking part in our Innovation Showcase session. The Showcase session will feature four start up companies who will each present their logistics innovation and business model to our audience and specially selected panel. The expert panel will critique the presentations, ask probing questions and even offer practical advice based on their own experience. This session was one of the highlights of our Singapore conference last year.

Moderator: Ken Lyon, Founder, Virtual Partners

Panellist: Agility

Panellist: Justin Zatoureff, Partner, KPMG

Panellist: Ruth Waring, MD, Labyrinth

Participant: Ruthie Amaru, VP Product, Freightos

Participant: Thomas Sørbø, CBDO and Co-Founder, Xeneta

Participant: Raanan Cohen, CEO, Bringg

6. Terrorism, Criminality and Supply Chain Risk

The security situation in Syria and parts of Africa has had major implications for supply chains in Europe and highlighted their vulnerability not only to criminal activity, but also to the intervention by regulatory authorities. Firstly the refugee crisis and latterly the terrorist atrocities in France have led to the closure of borders in the Schengen area. What impact will this have on European distribution models based on the free flow of goods? How likely is it that border controls will be reinstated? What can supply chain and logistics companies do to reduce risk in their supply chains?

Moderator: John Manners-Bell, CEO, Ti

Panellist: Professor Brian Squire, Chair in Operations Management, Bath University

Panellist: Major General (Retired) David Shouesmith, Chairman, Royal Logistic Corps Foundation

Panellist: Richard Gibson, Strategic Development Director, Yusen Logistics

Panellist: Craig Neame, Partner, Holman Fenwick Willan

7. Urbanisation and City Logistics

With an increasing proportion of Europe's population living in cities, how these growing urban areas are served in terms of logistics is critical to their successful functioning. Competition for the use of limited transport infrastructure especially roads and railways is increasing. What role will regulators play in the development of City Logistics strategies? How can new technologies and Big Data make road use more efficient? What are the environmental imperatives to sustainable logistics strategies?

Moderator: Mark Millar, Founder, M Power Consulting

8. Kogan Page Masterclass

What are the Maxims for Creating Super-Performing Businesses?

- Identifying the attributes of super-performers
- Defining The Business Operations Model framework
- Investigating the scenarios for competitive disruption
- The Amazon case using the framework
- The Maxims for super-performance

Professor Alan Braithwaite, Visiting Professor at Cranfield University and Chief Executive Officer, LCP Consulting

Supply Chains in the Wake of Catastrophe

- Evaluating the risk to brand v. control of costs in decision-making
- Your suppliers' employees – where does the responsibility lie?
- Understanding the role of technology in ethical supply chains

Conference Programme / Day 2 Continued

- Highlighting the short and long term steps to improve supply chain resilience
- A 5 year plan for supply chains in the wake of catastrophe

John Manners-Bell, Chief Executive Officer, Transport Intelligence

Managing Risks and Uncertainties within Food Supply Chains: A Proactive Approach

- What are the true challenges facing food supply chains
- Proactively managing risk – what are the enablers and tools you need to be aware of?
- Key considerations surrounding the the future development of food supply chains

Samir Dani, Head of Logistics, Operations and Hospitality Management at the University of Huddersfield and recent prize winner of the Prix de Associations at the ACA-Brueel Award Ceremony for his book, Food Supply Chain Management and Logistics.

Panel Discussion

Interactive Roundtable Discussions An opportunity for the delegation to really get to grips with the subject area. Attendees will be requested to discuss the previous case studies amongst their roundtables and to come up with questions and discussion points for the subsequent Panel Discussion.

Featuring: Professor Alan Braithwaite, Visiting Professor at Cranfield University and Chairman, LCP Consulting

John Manners-Bell, Chief Executive Officer, Transport Intelligence

Samir Dani, Head of Logistics, Operations and Hospitality Management at the University of Huddersfield

Closing remarks

The Logistics Innovation Showcase – a unique opportunity to present at the conference

The subject of innovation will form a core part of Ti's Future of Logistics conference series held in Singapore, October 2015 and London, June 2016. It will be discussed and debated both in the context of developed and emerging countries. Ti are offering start-up companies a unique opportunity to present to an audience of up to 200 delegates from the logistics industry.

Your company would present a 7-minute snapshot of your innovation solution, highlighting the most innovative aspects of your technology and business model, and outlining your go-to-market strategy. You would then take questions from a panel and from the audience. The Q&A session would be 3-4 minutes. Presenting companies will be highly sought-after in the networking sessions and the Showcase will act as a launch-pad for future growth within the logistics sector.

Up to 200 senior delegates will attend the conference, each one representing global logistics providers, supply chain companies, shippers, technology integrators and VC investors in the logistics space.



In summary as a Logistics Innovation Exhibitor your company will receive:

- Ti will offer your company the position of Logistics Innovation Exhibitor on all supporting marketing material pre, during and post event.
- No two companies with the same logistics innovation will present during the showcase.
- During the Logistics Innovation Showcase session on Day 1 your company will present their logistics innovations and business model for 7 minutes with a 3-4 minute question and answer session at the end.
- Ti will offer your company a space within the exhibition area for a 6ft x 6ft exhibition stand or table in a primary position that will allow delegates to come and discuss your innovation further.
- 2 complimentary passes for your company and guests.

The Ti conference team



Sarah Smith
Managing Director
ssmith@ti-insight.com



Lisa Moore
Head of Marketing
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The Logistics Innovation Showcase package is available at a cost of £5,000. There are only 5 places available and applications will be dealt with on receipt so please do not delay if this opportunity is of interest to you.

Partnership Options

Conference Partner	Event Sponsor	Innovation Showcase	Conference Exhibitor
Cost £20,000	Cost: £7,500	Cost: £5,000	Cost: £2,500
Number available: 2	Number available: 4	Number available: 5	Number available: 5
Fully-customized packages developed and based on your business objectives	Logo featured prominently in all marketing materials and conference website including the conference programme	Unique opportunity to present your logistics innovation and business model to delegates and be an exhibitor.	Exhibition space (where all the action happens during the entire conference, including parties, registration and breakfasts)
Primary position alongside Ti in marketing materials and conference website including the conference programme	Sponsor of one of the networking events	Each presenter will be allocated 7 minutes with a 3-4 minute question and answer session at the end	Logo and company profile within conference programme and on the conference website
Promotion of the conference reaching out to our 30,000 global logistics subscribers giving your company maximum exposure to the right audience.	Promotion of the conference reaching out to our 30,000 global logistics subscribers giving your company maximum exposure to the right audience.	Promotion of the conference as 'Logistics Innovation Exhibitor' reaching out to our 30,000 global logistics subscribers giving your company maximum exposure to the right audience.	Promotion of the conference reaching out to our 30,000 global logistics subscribers giving your company maximum exposure to the right audience.
Logo and company profile within conference programme and on the conference website	Logo and company profile within conference programme and on the conference website	Exhibition space (where all the action happens during the entire conference, including parties, registration and breakfasts)	Invitations to exclusive networking opportunities, including VIP reception, breakfasts and luncheons
Ti assistance with scheduling meetings during the event	Invitations to exclusive networking opportunities, including VIP reception, breakfasts and luncheons	Logo and company profile within conference programme and on the conference website	Materials included in delegate pack
Invitations to exclusive networking opportunities, including VIP reception, breakfasts and luncheons	Exhibition space in the conference hub (where all the action happens during the entire conference, including parties, registration and breakfasts)	Invitations to exclusive networking opportunities, including VIP reception, breakfasts and luncheons	2 complimentary full pass-registrations for employees and guests
Opportunity to lead a conference round table or workshop panel discussion	5 complimentary full pass-registrations for employees and guests (additional guests will receive a 50% discount)	Materials included in delegate pack	
Primary exhibit space in the conference hub (where all the action happens during the entire conference, including parties, registration and breakfasts)	Materials included in the delegate pack	2 complimentary full pass-registrations for employees and guests	
Up to 25 complimentary full-pass registrations for employees and guests (additional guests will receive a 50% discount)			
Allocated space for company branding on the conference stage			
Materials included in delegate pack			

Bespoke Sponsorship Packages

This will be our 11th conference and whilst some companies benefit hugely from our standard sponsorship packages we have also experienced great success working directly with companies to create a package that suits their business needs and budget. Below are some examples:

Example 1

Budget: £7,500

Objective: To raise awareness of a topical emerging market which the company are heavily involved in within the region.

Sponsorship: Company A sponsored a whitepaper developed by Ti but in close collaboration with the company. This allowed Company A to share their expertise and add informed comments to the trends forecasted by the Ti analyst. The whitepaper was included on the USB giveaway for all people present at the conference as part of the package.

Benefits: Company A gained global exposure for the whitepaper through Ti's promotion of it to their global subscriber base as well as via social media. At the conference itself the company were able to share their thoughts through participating in a panel discussion and met with potential new clients from around the region.

Example 2

Budget: £20,000

Objective: To create meaningful conversations with a select group of potential new customers with buying power.

Sponsorship: Company B sponsored a bespoke 1/2 day event centred around their area of interest. Ti worked closely with

the company to ensure the content of the sessions and the invited speakers and guests exactly matched the company's expectations.

Benefits: Through Ti Company B positioned themselves at the forefront of the industry from a content perspective and spent quality time having meaningful conversations with their target audience resulting in new partnerships and ultimately new sales.

Example 3

Budget: £5,000

Objective: To introduce the company to a new market by demonstrating its product and sharing experiences with relevant, senior level people.

Sponsorship: Company C took exhibition space at a Ti event allowing them to bring their own pop-up stand plus 2 roller banners for position within the reception area and main conference room. Company C also sponsored the networking evening reception held within the same exhibition room as their stand, providing them with an introduction to all attendees. As with all sponsorship opportunities, the company appeared on all pre and post event promotional material plus the marketing brochure given to every single attendee.

Benefits: The company enjoyed a prime spot within Ti's exclusive exhibition where a maximum of 10 stands is guaranteed. Ti also gave Company C the opportunity to introduce itself during the evening reception and created plenty of opportunities for networking through their extended breaks within an intimate space.

Previous companies attending and sponsoring the conference



Reserve Your Place



Conference rates

This unique event runs over two full days and gives attendees the opportunity to network with other senior executives, listen to leading industry speakers, discuss and debate key issues surrounding the Future of Logistics.

Delegates are catered for throughout both days and each will receive an invitation to the cocktail reception on Day 1 as well as a USB stick including 2 whitepapers written exclusively for the event.

Delegate place for the two day conference is £595

Previous conference attendees comments

“An invigorating two days filled with powerful insights and connections that anyone in this industry will benefit from.”

“THE conference to attend for Emerging Markets, best practices and networking.”

“The speakers were knowledgeable, articulate and passionate about their subjects, whilst representing a broad range of service providers, manufacturers, strategic partners and advisors including banks.”

How to register:

Call +44 (0) 1666 519900

Email ssmith@ti-insight.com

Online www.ticonferences.com



Logistics Briefing

An executive news and briefs service that provides up to the minute news and high level analysis of events and developments across the logistics industry.

- Delivers immediate reports on breaking industry news
- Written by a team of expert analysts and dedicated journalists

- Commentary and insight into major industry events enabling subscribers to make the right business decisions
- Suitable for:** Executives, directors, managers, analysts, researchers and students. All of whom rely on the service to improve their industry awareness and keep ahead of the competition.



Ti Dashboard

A collection of global and regional transportation, trade and economic data that allows the user to keep up to date with the latest trends and developments.

- An easy to use, one-stop source of all the most significant market data for your business
- Compare and contrast different regions, businesses and markets to identify trends

- Contains over 80 charts and indexes available to download into a spreadsheet or within a customizable chart for reports and presentations
- Suitable for:** Business leaders, marketing, business development and strategy analysts will use this indispensable tool to identify trends and changes in the market.



Ti Reports

Each report provides an industry leading source of research and analysis across the global transport and logistics markets.

- Written by a team of globally recognised industry experts the reports represent the fastest and most cost effective means to gain an understanding of the logistics industry

- Assess how to improve your business model against overall market conditions and competitors
 - Identify critical risks to your business as well as opportunities to develop new products and services
- Suitable for:** CEOs and CFOs, retailers, manufacturers, procurement managers, supply chain strategists, consultants, financial analysts, logistics directors as well as marketing directors.



Ti Portal GSCi

The GSCi intelligence portal is an online database offering the ultimate insight into the logistics industry featuring analysis of LSPs, markets, sectors, countries and regions.

- An easy to use tool that can conduct quick fact finding missions
- Updated daily and equipped with the latest navigation and interactive tools

- Cost effective, allowing you full access to Ti's invaluable analysis
 - Use to conduct bespoke research projects specific to your needs saving you time
- Suitable for:** Marketing, business and competitive intelligence analysts, investments bankers and development strategists, or any personnel that needs to conduct research.



Ti Consulting

Ti Consulting offers companies bespoke research and analysis that goes beyond the intelligence provided in GSCi and Ti reports. Our team of global consultants each have operational experience in the logistics transport and express industries giving them a competitive advantage in developing strategy.

- Offers market leading knowledge outside of your company's area of expertise, facilitating the

- diversification and broadening of your business
 - Ti's expertise in gathering primary data on the logistics industry sets our research apart and means that our analysis is formed from a position of deep understanding
- Suitable for:** The world's leading transport and logistics providers, manufacturers, consultancies and banks.



Ti Conference

Provides delegates the chance to participate in high level, thought provoking discussions on the most transformative subjects in the logistics industry.

- Offers a unique insight into logistics in emerging markets and provides delegates with in depth knowledge developments in these markets
- Delegates attending have the opportunity to make direct contact with industry experts and discuss their

- own business' experience and compare to market trends
- Who attends:** senior level professionals across the industry including logistics providers, shippers, government supporting organisations, high tech experts, economists, property developers, consultants and investors.

Transport Intelligence is not just a conference organiser, we are a market intelligence research company which enables us to stay at the forefront of new concepts and developments within the industry.



The Future of Logistics

London, Spring 2016

Ti

Conference Sponsor:



Innovation Showcase Exhibitors:



Media Partners:



Intelligence tailored to your specific sector?

Insight drives strategy, and if you'd like to know more about our global or local logistics insights in your sector please contact us today and for more information about Ti events including registration, sponsorship or media partners:

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