

# Global Ocean & Air Freight Procurement Excellence



## 20th Update Conference 2019 North America – Agenda Market Intelligence Initiative Global Ocean Transport

08:15 h	Registration & welcome coffee
09:00 h	<p><b>Welcome, Personal Introductions &amp; Targets of the Day</b></p> <p><b>Compliance Rules &amp; Code of Conduct</b></p> <p><b>Host Welcome: NCR</b></p> <p><b>Market Intelligence Initiative Global Ocean Transport – Overview</b></p> <ul style="list-style-type: none"> <li>– Approach &amp; methodology</li> <li>– Generating savings &amp; strategic benefits</li> </ul>
09:45 h	<p><b>Monitoring Global Ocean Markets 2019 &amp; Outlook</b></p> <ul style="list-style-type: none"> <li>– Monitoring rate trends 2019 &amp; beyond</li> <li>– Service levels current &amp; future</li> <li>– Key insights &amp; strategic imperatives 2020 f.</li> </ul>
10:15 h	<p><b>Key Factors driving Global Ocean Markets</b></p> <ul style="list-style-type: none"> <li>– Demand, supply &amp; cost driver evolution</li> <li>– Economic climate &amp; trade wars</li> <li>– Carrier leaders, survivors, &amp; consolidation candidates</li> </ul>
11:00 h	Coffee break
11:15 h	<p><b>Low Sulphur Cap: Mastering 2020 &amp; Beyond</b></p> <ul style="list-style-type: none"> <li>– Facts &amp; technical solutions</li> <li>– Fuel cost scenarios</li> <li>– Carrier programs &amp; best practice bunker formulas</li> </ul>
12:00 h	<p><b>Ocean Market Outlook 2019 &amp; 2020</b></p> <ul style="list-style-type: none"> <li>– Carrier pricing, operating &amp; fuel strategies</li> <li>– Rate forecast 2020</li> </ul>
12:30 h	Networking lunch
13:30 h	<p><b>North American Perspective on Global Container Shipping</b></p> <ul style="list-style-type: none"> <li>– Trade wars &amp; container flow recalibration</li> <li>– Ocean networks connectivity &amp; port congestion</li> <li>– Inland transport bottlenecks &amp; demurrage/detention</li> <li>– Attendees' observations &amp; open discussion</li> </ul>
14:15 h	<p><b>Ocean Procurement Strategy – Best Practices</b></p> <ul style="list-style-type: none"> <li>– Tender strategy &amp; timing, fuel clauses, carrier vs. NVO, managing tail spend, spot &amp; more</li> <li>– Leading Market Intelligence Community insights</li> <li>– Attendees' observations &amp; open discussion</li> </ul>
15:30 h	Coffee break
15:45 h	<p><b>Ticontract: State-of-the-Art Ocean Freight Tendering &amp; Optimization</b></p> <ul style="list-style-type: none"> <li>– Best practice templates &amp; tender communication</li> <li>– Customized comparative analytics</li> <li>– Optimization scenarios</li> </ul>
17:00 h	<p><b>Wrap Up &amp; Key Takeaways</b></p> <p>Putting market intelligence &amp; benchmarking to work</p>
17:15 h	<b>End</b>
17:15 h	<p><b>Adjournment: Individual Workshops &amp; Continued Discussions</b></p> <p>Pre-scheduling requested</p>

# Global Ocean & Air Freight Procurement Excellence



## 12th Update Conference 2019 North America – Agenda Market Intelligence Initiative Global Air Cargo

08:15 h	Registration & welcome coffee
09:00 h	<b>Welcome, Personal Introductions &amp; Targets of the Day</b> <b>Compliance Rules &amp; Code of Conduct</b> <b>Market Intelligence Initiative Global Air Cargo – Overview</b> – Approach & methodology – Generating savings & strategic benefits
09:30 h	<b>Monitoring Global Air Cargo Markets 2019 &amp; Outlook</b> – Monitoring rate & service trends 2019 & beyond – Key lessons & strategic imperatives 2020 f.
10:00 h	<b>Key Factors driving Global Air Cargo Markets</b> – Demand trends, economic climate & trade wars – Freighters & belly capacities – Cost factor changes: Fuel & emissions – Forecasting rate changes 2020
10:45 h	Coffee break
11:30 h	<b>North American Perspective on Global Air Cargo</b> – Tender strategy & timing, fuel clauses, airline direct vs. forwarders, managing tail spend, spot & more – Leading Market Intelligence Community insights – Attendees’ observations & open discussion
12.30 h	Networking lunch
13:30 h	<b>Air Cargo Procurement Strategy – Best Practices</b> – Best practice templates & tender communication – Customized comparative analytics – Optimization scenarios
14:45 h	<b>Ticontract State-of-the-Art Air Cargo Transport Tendering &amp; Optimization</b> – Best practice templates & tender communication – Customized comparative analytics – Optimization scenarios
16:00 h	<b>Wrap Up &amp; Key Takeaways</b> Putting market intelligence & benchmarking to work
16:15 h	<b>End</b>
16:15 h	<b>Adjournment: Individual Workshops &amp; Continued Discussions</b> Pre-scheduling requested