

# YOUR GATEWAY TO LOGISTICS & SUPPLY CHAIN OPPORTUNITIES IN SAUDI ARABIA



**SUPPLY CHAIN  
& LOGISTICS Arabia**

Building Excellence for Robust Economic Growth

**19-20 April, 2020**

Riyadh, Kingdom of Saudi Arabia

# LOGISTICS AND SUPPLY CHAIN SUMMIT SAUDI ARABIA

CONFERENCE DAY 1 | 19 APRIL 2020

0800 Registration & Coffee

0825 Welcome Remarks by Conference Convenor

## MACROECONOMIC ENVIRONMENT & GLOBAL INFLUENCES ON SAUDI ARABIA LOGISTICS & SUPPLY CHAIN

0830 – 0930

### Inaugural Session with Keynotes

- An Overview of Recent Logistics Investments in the MENA Region and Potential Impact on Saudi Arabia
- How can Saudi Arabia Attract more Logistics Investments
- How can Saudi Arabia build its Logistics Portfolio through Investments in Other Markets
- How Digital Transformation will be a Key Enabler in Helping Saudi Arabia Achieve its Goals
- Special Inaugural address

0930 – 0955

### New Trade Corridors Between Asia And Africa, Asia and South America and Within Asia will Re-Chart Global Supply Chains – How will Saudi Arabia Need to Prepare to Benefit From the Same and Mitigate any Emerging Risks

According to a recent report by Boston Consulting Group (BCG), global trade rose by 8.7%, with the Middle East showing the greatest increase, at 16%, and non-EU European countries second at 13%. The focal point of global trade may shift to Asia, away from the US. This would see Asia's portion of global trade flow increase from 36% in 2016 to 38% by 2020, while US-based trade flow would fall from 9.2% to 8.7%. Trade routes in Asia would grow between 4-9% annually to 2026. How can Oman benefit from these changes.

0955 – 1020

### Development & Management of Key Trade Related Infrastructure, Especially SEZ's, Gateways and Multi modal Facilities for Improving Logistics Efficiencies & National Logistics Performance Index

Logistics and transport increasingly play a pivotal role in international trade relations. The Logistics Performance Index (LPI) analyses differences between countries in terms of customs procedures, logistics costs and the quality of the infrastructure for overland and maritime transport. How can Oman improve its LPI by developing robust infrastructure

1020 – 1045

### The Impact of Port Infrastructure and Logistics Performance on Economic Growth

Today, over 80% of all trade is seaborne. The history of urban development also reveals that economic advancement is especially apparent in cities with seaports. Globalisation of complex industrial production processes has increased the importance of seaports in the global supply chain. Port activity is no longer limited to just cargo handling; logistics service provision in an international context has become a core part of the business. In this situation, the most imperative aspects of logistics performance are logistics costs and reliability of supply chains. Poor logistics

1045 – 1110

### Air Cargo as the Driving Engine of Economy and Untapped Potential in Saudi Arabia

The global air cargo market valued at US\$ 105.00 Bn in 2019 and is expected to grow at a CAGR of 4.1% during the forecast period 2020 – 2027, to account to US\$ 145.20 Bn by 2027. In 2019, Asia-Pacific dominated the global air cargo market with more than one-third of the market share surpassing Europe, with China and Japan being the leading countries in this region. How can Saudi Arabia leverage the air cargo opportunity.

# LOGISTICS AND SUPPLY CHAIN SUMMIT SAUDI ARABIA

CONFERENCE DAY 1 | 19 APRIL 2020

1110 – 1130 Refreshment & Networking Break

## DEVELOPING ECOMMERCE IN SAUDI ARABIA

1130 – 1155

### Ecommerce in MENA the Untapped Potential for Saudi Arabia

The MENA region is on track to be the next big growth market for e-commerce. The Gulf region especially is being touted as the market that's set to grow exponentially within the next couple of years. According to Pay Fort, the Middle East e-commerce market would grow to US\$69 billion by 2020, almost doubling in size in just a few years. According to Statista, overall growth across the Middle East and Africa would be at a CAGR of 11% between 2018-2022. However at the same time an oft-quoted Gartner study stated that, in 2016, only 15% business in the Middle East had any online commerce presence. Saudi Arabia has the potential to play the cross border advantage in the region.

1155 – 1220

### Strategies for Implementing an Omnichannel Business Model

A true omnichannel experience is defined as a multichannel sales approach that focuses on providing an integrated sales experience to a customer whether they are buying through a desktop application, a mobile app or physically in a brick-and-mortar store. The critical thing to focus on here is the integrated experience, which differentiates a multichannel approach from an omnichannel strategy.

1220 – 1245

### Selling On Marketplaces: How Marketplaces Have Changed The Face Of Retail And How To Leverage This Opportunity

In today's world, where ecommerce giants like Amazon, Jet.com and Shopify boast huge third-party marketplaces online, just about anyone can become an entrepreneur. For sellers, starting up on an online marketplace is easy:

There's no storefront, no need to buy tons of inventory right away and they reap the benefits of an already established online infrastructure. The consumer demand for these marketplaces is also skyrocketing.

1245 – 1310

### Grocery Omnichannel - Implementing Click and Collect and Other Delivery Services

For decades, food retailers and brands have lagged those in other categories when it comes to online commerce. Whereas online penetration of books and magazines, mobiles, consumer electronics, is high. Meanwhile, click and collect, in which consumers buy online and then pick up their purchases at the store, is surging in popularity. How can GCC players leverage AI, machine learning and robots in the food delivery supply chain

1310-1400

Networking Lunch

## DIGITISING LOGISTICS & SUPPLY CHAINS IN SAUDI ARABIA

1400 – 1425

### Digital as a Pivotal Force in Business Transformation

Companies face strategic challenges in their growth path whether its process streamlining or formulating future goals. Threat of disruption and failure are making deployment of digital technologies an imperative for the smooth functioning of business and to drive business performance improvement goals. New supply chain technology can power up existing operations, streamline inventory, and increase revenue-if implemented correctly.

# LOGISTICS AND SUPPLY CHAIN SUMMIT SAUDI ARABIA

## CONFERENCE DAY 1 | 19 APRIL 2020

**1425 – 1450**

### **Can Artificial Intelligence help Improve Logistics & Supply Chains Efficiencies?**

The artificial intelligence in supply chain market is expected to reach USD 10,110.2 million by 2025 from USD 730.6 million in 2018, at a CAGR of 45.55%. Growth in this market can largely be attributed to factors such as growing big data, demand for greater visibility and transparency into supply chain data and processes, and adoption of AI for improving consumer services and their satisfaction. What are the potential applications in the Saudi Arabia context

**1450 – 1515**

### **End to End Supply Chain Visibility using Cloud and IOT for Optimising Inventory, Costs, Distribution Networks and Improve Logistics Efficiencies**

End-to-end supply chain visibility empowers supply chain and logistics managers to make educated decisions. It helps companies to decrease the impact of disruptions on the supply chain by providing actionable data. Supply chain leaders recognize the importance of visibility as it streamlines operations, reduces business risk, increases efficiencies and enables better decision making and forecasting based on insights offered by real-time data.

**1515 – 1540**

### **Transportation and Warehousing Technology for Better First Mile and Last Mile Operations**

In the last few years Warehousing and Transportation Industry has witnessed significant transformation supported by ever increasing demands, new consumption patterns, digital age of commerce and global trade growth. The “first mile” facilities are expanding with e-Commerce boom and the “last mile” facilities are becoming highly localized to support quick deliveries to consumers. Moving forward experts are looking forward to second generation of IoT, Big Data and Cloud based products to further revolutionise the space.

**1540 – 1600 Refreshment & Networking Break**

**1600 – 1625**

### **IoT and Mobile Applications for Enhanced Supply Chain visibility**

One of the biggest trends poised to change supply chain management is asset tracking, which gives companies a way to totally overhaul their supply chain and logistics operations by giving them the tools to make better decisions and save time and money. Asset tracking is not new by any means. Freight and shipping companies have used barcode scanners to track and manage their inventory. But new developments are making these scanners obsolete, as they can only collect data on broad types of items, rather than the location or condition of specific items. Similarly, IoT will impact warehousing, fleet management, inventory operations in significant ways.

**1625 – 1650**

### **Transport Spend Optimization**

Transportation and shipping costs represent one of the largest spend categories for companies. Sourcing and managing this category is very complex for many reasons, including effectively managing various modes of transportation, inbound shipments from suppliers, outbound to customers, ongoing volatility in fuel costs and a dynamic supplier base, to name a few.

**1650 – 1715**

### **Blockchain Applications to Enhance the Security, Transparency and Efficiency of Exim Trade**

Blockchain enhanced by electronic tracking technology can help speed up supply chains, while adding greater intelligence along the way. It could be especially powerful when combined with smart contracts, in which contractual rights and obligations, including the terms for payment and delivery of goods and services, can be automatically executed by an autonomous system that's trusted by all signatories.”

**1715 Closing remarks and end of day 1**

# LOGISTICS AND SUPPLY CHAIN SUMMIT SAUDI ARABIA

CONFERENCE DAY 2 | 20 APRIL 2020

0800 Registration & Coffee

0825 Welcome Remarks by Conference Convenor

## WAREHOUSING IN SAUDI ARABIA THE GROWTH OPPORTUNITIES

0830 – 0930

### Designing Your Warehouse & Distribution Chain Around the Digital Consumer

Mrs. Ali has gone digital, and she expects her grocer to deliver exciting and frictionless experiences that match her other shopping engagements, regardless of the pressure this puts on your existing infrastructure and processes. However, actively engaging with your digital shoppers can deliver insights into what they want before they arrive at your store (or you arrive at their door). These insights will have far reaching effects on your entire supply chain, from your supplier to your shopper's pantry.

0930 – 0955

### Maximizing Man and Machine In The Modern Warehouse

The impact of digital transformation and connected commerce are resounding across industries. Forward-thinking companies around the world are challenging themselves to serve more customers, more quickly, more directly and more personally. In other words, omnichannel distribution projects aren't just for retailers anymore, and warehouse technologies need to keep up. That's why cutting-edge WMS now features an embedded Warehouse Execution System (WES) and powerful, new Order Streaming capabilities.

0955 – 1020

### Best Practice in Automating the Data Collection Process in a Warehouse

Running a warehouse these days is all about data. Digital technology can take the guesswork out of inventory and warehouse management with employees scanning products every step of the way. Your facility should collect as much data on your products as possible, including where they're coming from, when they arrive, what condition they are in, where they're going and when they're set to leave.

1020 – 1045

### Leveraging Smart Warehousing to Increase Supply Chain Efficiencies

While automated picking, loading and replenishment systems are indeed smart by today's standards, a Smart Warehouse is one that operates as efficiently as possible, always with an eye for best practices, under ever changing demands and within the budget constraints put on by the business itself. These Key Attributes are "size neutral" and apply to anyone running a warehouse or distribution center that needs to stay responsive and competitive – no matter what the budget.

1045 – 1110

### How Can Lack of Inventory Visibility and Metrics Impact you DC Efficiency

In the world of omni-channel logistics, it's crucial that businesses know the status of their inventory and whether it's at a distribution center or retail location. The last thing a company wants is to promise next-day delivery to its customers and not be able to follow through. Inventory can be particularly challenging to keep track of during the holiday shopping season. To address this challenge, businesses must develop an efficient order fulfillment process through the use of a fine-tuned WMS.

1110 – 1130

### Refreshment & Networking Break

# LOGISTICS AND SUPPLY CHAIN SUMMIT SAUDI ARABIA

CONFERENCE DAY 2 | 20 APRIL 2020

## DEVELOPING ROBUST INFRASTRUCTURE & EFFICIENT PRACTICES FOR RESILIENT FOOD & PHARMA SUPPLY CHAINS

**1130 – 1155**

### Developing Digital Temperature Controlled Storage in MENA

GCC relies heavily on import of foods which account for 94% of its consumption. Whether it's finished frozen and chilled products or raw food ingredients, the food industry needs constant supply of product into the region. And in the case of medicine, patient safety could be at risk without necessary treatments available. Without ongoing access to foreign suppliers, they need sufficient storage on home soil to stay prepared for an interruption in the supply chain in a 'no-deal' scenario.

**1155 – 1220**

### Identifying and Controlling Risk in Temperature Sensitive Supply Chains

A key characteristic of transport operations is the number of 'touch-points', 'hand-offs' or process and service exchanges between the various organizations and individuals involved. The TTSP product is at the greatest risk of improper handling during these exchanges. For this reason they are defined as Critical Control Points in the transport supply chain. Identifying and mitigating the potential risks is critical for every supplier.

**1220 – 1245**

### Implementation of Block Chain in a Food & Pharma Logistics Organisation for Enhanced Integrity.

Both Food Processing and Pharma Manufacturing are sectors which have huge health impacts and follow stringent standards and guidelines. Temperature control in logistics is a key factor to ensure the integrity of supply chains. Global majors are looking to Blockchain for solutions. How can these be applied in GCC

**1245 – 1310**

### Building High-Velocity Supply Chains for Perishables

Providing the freshest products to customers remains a challenge for retailers, since doing so is not tied to a single business function; merchandising, store operations and the supply chain all play a collaborative role in managing and maintaining freshness and reducing shrinkage in the perishables cycle. While different approaches can help retailers achieve this goal, developing a high-velocity supply chain is one of the most straight-forward strategies for ensuring freshness and realizing top- and bottom-line improvements.

**1310-1400**

### Networking Lunch

## SUPPLY CHAIN MANAGEMENT

**1400 – 1425**

### Supply Chain Design Strategies

Forward-thinking businesses are continuously redesigning and improving their supply chains by using modelling technology to examine how their supply chains will perform under a wide range of market conditions and assumptions and analysing the trade-offs of cost, service and risk. Needless to say, it is the "design" of a supply chain that brings the maximum benefit across key metrics like cost, service, sustainability and risk.

**1425 – 1450**

### Supply Chain Optimization: Planning and Maximising Segmented Supply Chains

Parametric supply chains (ONE SIZE DOES NOT FIT ALL!) are becoming a necessity in today's rapidly changing retail climate, but what usually gets overlooked is the immense effort required to operationalize these segmented supply chains, including differentiated sourcing models. Many companies miss the end to end impact of trying to move to a differentiated or segmented supply chain model. What is the best practice in developing multi product, multi geography supply chains.

# LOGISTICS AND SUPPLY CHAIN SUMMIT SAUDI ARABIA

## CONFERENCE DAY 2 | 20 APRIL 2020

**1450 – 1515**

### **How Can Supply Planning Enable Cost and Inventory Optimization?**

Many cost optimization efforts adopt a functional approach which focuses on individual cost centers and categories. This session will provide insights on the critical role of supply planning to harmonize individual functions into a cost optimized network response that maximizes the value from assets and delivers efficient customer outcomes.

**1515 – 1540**

### **Collaboration Starts at Home – Orchestrating End-To-End Processes With Supply Chain Convergence**

The increasing complexity of technology, products, and network relationships are driving leading-edge supply chains to finally break down functional and application boundaries to drive greater levels value. This is what Gartner calls "supply-chain management (SCM) convergence". What are the key tenants of Convergence and how it can help improve maturity.

**1540 – 1600 Refreshment & Networking Break**

## **OPTIMISING PROCUREMENT CHAINS IN SAUDI ARABIA**

**1600 – 1625**

### **Preparing Procurement for Digital Disruption to the Supply Chain**

As the digital revolution impacts every industry it is vital to understand what the new changes mean to you and your procurement teams around the world. For example, how virtual can your team organisation be? How mobile and distributed can they be? Can you move faster to find and work with better suppliers? What efficiencies can you gain by employing more digital capabilities?

**1625 – 1650**

### **The Future of Procurement and Sourcing Applications**

Interest has grown in digitization of strategic sourcing and procure-to-pay (P2P) due to digital business initiatives using technologies like virtual assistants, embedded real-time analytics, APIs and zero-touch user interfaces (UIs). Its important to the future of P2P and strategic sourcing (e-sourcing, spend analysis, and contract management) software applications as they will be an integral part of the ecosystem.

**1650 – 1715**

### **E-Procurement Implementation Strategy: Streamlining Procurement Processes and Increasing Efficiency and Transparency**

With procurement functions across the region striving to enhance their role within their respective organisations, the need for matching technology and information systems is pivotal in transforming successfully. Having the e-procurement systems in place is not enough, they need to be fully utilized and implemented to achieve maximum efficiency and save employees time for more strategic activities

**1715 Closing remarks and end of Conference**

## About Organiser

Infinity Global Conferences is a specialised business media company that creates well researched, industry need based platforms where buyers and sellers come together to meet, interact, exchange ideas, collaborate and transact business. The interactions at such forums are much more diverse than just generating sales leads and help create long term strategic business associations.

The events organised by Infinity fit in well with the marketing plans providing the much needed sales lead generation interface via face-to-face marketing. With our extensive experience in organising business events and intensive research processes. We create content driven and meaningful networking platforms for your business. Presently, Infinity Expo has a diverse portfolio of events serving the logistics, rehabilitation, manufacturing, technology, supply chain, multi-modal sectors across Globe.

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