

1<sup>st</sup> Announcement



# Express, Logistics & Supply Chain Conclave

21<sup>st</sup>-22<sup>nd</sup> September 2011,  
Taj Lands End, Mumbai, India

LEAN, INNOVATIVE & SUSTAINABLE



Platinum Partner



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VOTED THE BEST SCM EVENT IN ASIA FOR 4 CONSECUTIVE YEARS

## Presenting India's Most Prestigious and Largest Gathering of Supply Chain and Logistics Professionals

The 5th Express, Logistics & Supply Chain Conclave - will reveal how you can adapt your business to meet the requirements of the new economic era, drive renewed growth and gain market share. Learn how the world's most prominent LSPs & 3PLs are positioning themselves in a time of growth, change, and fierce competition. The 2010 event & exhibition sold out with over 450 attendees and 30 booths, making it the most dynamic and highest level industry strategy and benchmarking event to date.

### A few quick facts about the meeting in 2010 :

- Over **450 people** attended
- **85% of attendees** were from Management Cadre
- Every "**top 20**" logistics company sent a group to attend
- **45 speakers** shared knowledge over 2 days
- **30 solution providers** exhibited & demonstrated the latest solutions in the market
- **89% of last years'** attendees advised they would highly recommend the event & plan to attend again

### Gold Partners



KUEHNE + NAGEL



### Attend the 2011 edition and you're guaranteed :

- **Over 75 Speakers** - the most prestigious names in the industry, including CEOs of LSPs / 3PLs and senior supply chain executives
- **12 Presentations & Case Studies** with proven strategies
- **20 Panel Debates** going in-depth to give you the know how to lead your business towards an era of unparalleled success
- **18 Hours of Dedicated Networking time** to ensure you make the connections you need
- **4 Industry Forums** revealing the secrets guaranteed to change the way you do business

Exploit Industry Megatrends to Fortify Key Relationships  
and Maximize Profits

# 5th Express, Logistics & Supply Chain Conclave AT A GLANCE

## Conference Day 1 - Wednesday, 21st September 2011

### ► Master Class 1 - Logistics Leaders Executive Panel

Developing the “State of the Art” Logistics Network to overcome complexity & drive value

### ► Master Class 2 - Chief Supply Chain Officers Panel

Strategies tools & techniques to drive responsiveness, innovation & visibility right across your end-to-end Supply Chain

### ► Master Class 3 - CEO’s Round Table

Supply Chain Agenda : A Boardroom perspective

## Conference Day 2 - Thursday, 22nd September 2011

### Master Class 1 - Supply Chain Leaders Panel

Demand driven supply chain 2011

### Master Class 2 - The CIO Supply Chain Panel

Meeting the challenges of 21st century supply chain management

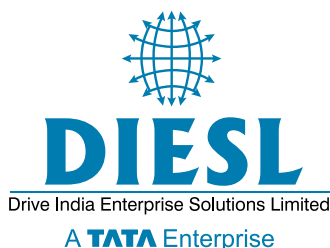
### Master Class 3 - Reverse Logistics Panel

Integrating Reverse Logistics across your supply chain

### Master Class 4 - CEO’s Round Table

Leadership in a New Economy

## Silver Partners



# Detailed Schedule Day 1 - Wednesday, 21st September 2011

08:00 am-09:25 am	Registration with Tea / Coffee
09:25 am-09:30 am	Lamp lighting ceremony & welcome note
09:30 am-10:45 am	<b>Keynote : Supply Chain Strategy in the Board Room</b>
10:45 am-11:15 am	Tea / Coffee & Networking Break
<b>11:15 am-01:00 pm</b>	<b>Master Class 1: Logistics Leaders Executive Panel</b> <b>Developing the “State of the Art” logistics network to overcome complexity &amp; drive value</b> <ul style="list-style-type: none"><li>• Navigating Logistics Strategy : Sustaining profit margin &amp; customer service level</li><li>• Redefining Business Strategy : Focusing more on delivery of your product to generate greater value</li><li>• Unlock your growth markets with end-to-end sales &amp; distribution solutions</li><li>• Innovation in logistics practice and effectiveness of information systems in the extended supply chain</li></ul>
01:00 pm-02:00 pm	Lunch & Networking Break
<b>02:00 pm-04:00 pm</b>	<b>Master Class 2 : Chief Supply Chain Officers Panel</b> <b>Strategies, tools &amp; techniques to drive responsiveness, innovation &amp; visibility right across your end-to-end supply chain</b> <ul style="list-style-type: none"><li>• Aligning people, processes &amp; business strategy through S&amp;OP</li><li>• Building in flexibility to remain agile to respond to dynamic patterns of demand</li><li>• Matching supply chain strategy to specific customer segments</li><li>• Delivering real business value through your people internally and externally</li><li>• Achieving excellence across your entire end-to-end Supply Chain</li></ul>
04:00 pm-04:30 pm	Tea / Coffee & Networking Break
<b>04:30 pm-06:15 pm</b>	<b>Master Class 3 : CEO’s Round Table</b> <b>Supply Chain Agenda : A boardroom perspective</b> <ul style="list-style-type: none"><li>• Outlining industry’s priorities over the next 5 years</li><li>• Delivering business value through supply chain optimisation</li><li>• Utilising your supply chain as a strategic lever to ensure competitive advantage</li><li>• Aligning supply chain strategy with the overall business strategy</li><li>• Building a global supply chain organisation</li></ul>
<b>07.00 pm onwards</b>	<b>5th Express, Logistics &amp; Supply Chain Awards 2011</b>

**In Partnership with**



# Detailed Schedule Day 2 - Thursday, 22nd September 2011

08:30 am–09:45 am

Registration with Tea / Coffee

09:45 am–11:15 am

## Master Class 1 : Supply Chain Leaders Panel

### Demand driven supply chain 2011

- Rethinking your supply chain : Moving from inside-out to outside-in to meet the changing demands of your customers & your business
- Maximising working capital for the business through risk - optimised inventory strategies and development policies
- Integration of people, processes & IT to ensure availability
- Best practice planning processes that integrate your sourcing, production, distribution, inventory & service strategies
- Overcome operational silos and engage the extended supply chain

11:15 am–11:45 am

Tea / Coffee & Networking Break

11:45 am–01:15 pm

## Master Class 2 : The CIO Supply Chain Panel

### Meeting the challenges of 21st century supply chain management

- \* Business Intelligence
- \* Change management
- \* Seamless implementation
- \* Collaboration with Operations
- \* ERP v/s best of breed
- \* Supply chain software
- \* Cloud based solutions for supply chain

01:15 pm–02:00 pm

Lunch & Networking Break

02:00 pm–03:45 pm

## Master Class 3 : Private Equity Executive Panel

### The overall Investment outlook via the PE route for Transportation & Logistics sector in India

- Investment in the sector : The Evolving thesis
- The Sub - Sectors of logistics that have the maximum potential to see PE activity in the next years
- Promoters & Investors : Building and navigating a high performance partnership
- Building a efficient project team to manage Reverse Logistics and Returns
- M&A in Transportation & Logistics : Domestic, Inbound, Outbound, Abound
- The wider concept of private equity, valuation assessments and the processes that encircle an investment

03:45 pm–04:15 pm

Tea / Coffee & Networking Break

04:15 pm–06:00 pm

## Master Class 4 : CEO's Round Table

### Leadership in a New Economy

- Stretching the boundaries : Creative growth strategies in new markets
- Developing a culture of innovation : Disseminate best practices across the business and foster operational excellence
- Rebuilding the key infrastructures in supply chain that differentiates from competitors, drives demand, uncovers opportunities & drives bottom line
- Gaining real time supply chain visibility and transparency in the new decade

06:00 pm

Closing Remarks

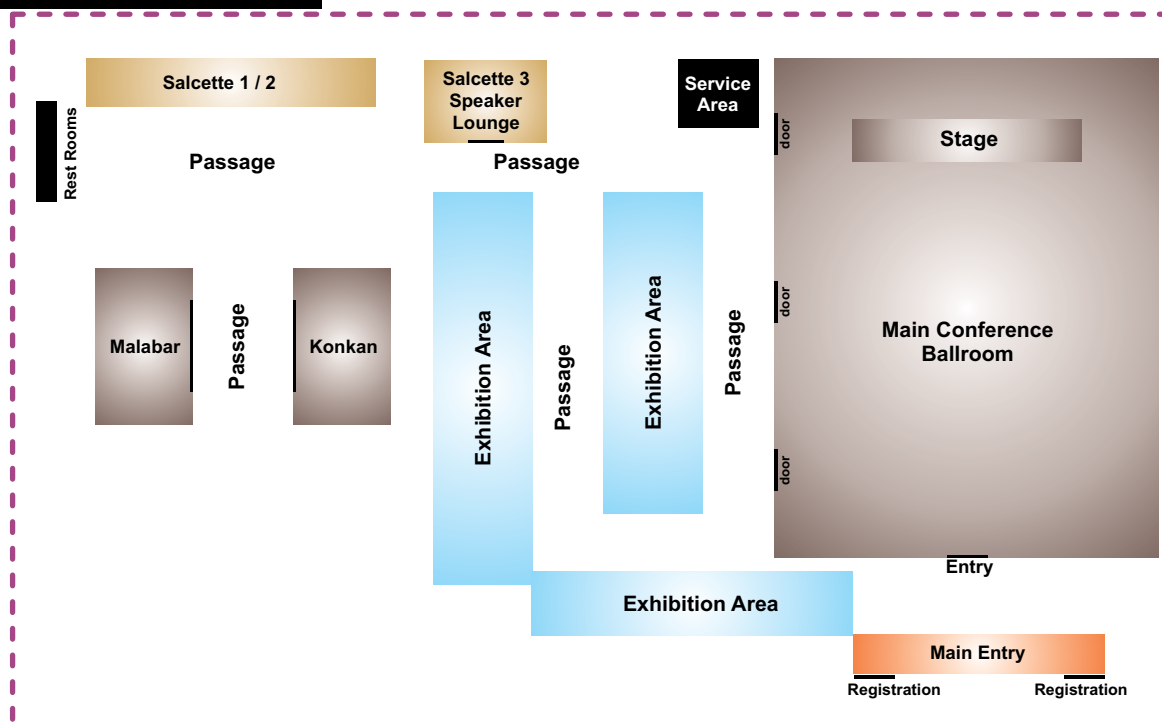
## Associate Partners



# Advisory Council

- # **Mr. Volkmar Mueller**, MD - Kuehne + Nagel Pvt. Ltd.
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- # **Mr. Nimish Desai**, Director Sales - SCM, Infor India
- # **Mr. Vivek Sarbhai**, VP - Logistics & Customer Operations, Cadbury India Ltd.
- # **Mr. Mark Khambatta**, MD / Area Manager India, Bangladesh, Sri Lanka, UPS India
- # **Mr. Sumeet Nadkar**, MD & CEO, Kale Logistics Solutions Pvt. Ltd.
- # **Mr. Siddharth Adya**, Managing Director - South Asia Region, APL Logistics (India) Pvt. Ltd.
- # **Ms. Bhairavi Jani**, Director, SCA Group

## Floor Plan



## Award Categories

- \* Best Air Express Provider of the Year
- \* Best Logistics Service Provider - Road
- \* Best Logistics Service Provider - Air Freight
- \* Best Logistics Service Provider - Sea Freight
- \* Best Freight Forwarder of the Year
- \* Best Air Cargo Carrier of the Year
- \* Best Shipping Line of the Year
- \* Best Supply Chain Management Solutions Provider of the Year
- \* Best 3PL / Supply Chain Company of the Year
- \* Rail Operator of the Year
- \* Supply Chain Suppliers Award of the Year
- \* Innovative Supply Chain Company of the Year
- \* Automotive Supply Chain Excellence
- \* FMCG Supply Chain Excellence
- \* Oil & Gas Supply Chain Excellence
- \* Retail Supply Chain Excellence
- \* Pharma / Life-Science Supply Chain Excellence
- \* Hi-tech & Electronics Supply Chain Excellence
- \* ELSC Face of the Year
- \* ELSC Professional of the Year
- \* ELSC CEO of the Year
- \* Lifetime Achievement



## ELSC Award Winners 2010

- **Best Express Provider of the Year**  
Domestic - Blue Dart Express Ltd.  
International - DHL Express (I) Pvt Ltd.
- **Best Logistics Provider of the Year**  
Safexpress Pvt Ltd.
- **Best Logistics Service Provider of the Year**  
Air Freight - DHL Global Forwarding  
Sea Freight - Schenker (I) Pvt Ltd.
- **Best Freight Forwarder of the Year**  
Kuehne + Nagel Pvt Ltd.
- **Best Air Cargo Carrier of the Year**  
FedEx Express
- **Best Shipping Line of the Year**  
Maersk Line (I) Pvt Ltd.
- **Best 3PL Company of the Year**  
Drive India Enterprise Solutions Ltd.
- **Best Supply Chain Company of the Year**  
Safexpress Pvt Ltd.  
TCI Supply Chain Solutions
- **Best Supply Chain Management Solutions Provider of the Year**  
eBizNET Solutions Pvt Ltd.  
Kale Consultants Ltd.
- **Best Logistics Park of the Year**  
Safexpress Pvt Ltd.
- **Emerging Rail Operator of the Year**  
Arshiya Rail Infrastructure Ltd.
- **Automotive Supply Chain Excellence**  
Maruti Suzuki India Ltd.  
Mahindra & Mahindra (I) Ltd.
- **FMCG Supply Chain Excellence**  
Cadbury India Ltd.
- **Oil & Gas Supply Chain Excellence**  
Indian Oil Corporation Ltd.
- **Hi-Tech Supply Chain Excellence**  
Dell India
- **Pharma / Life Science Supply Chain Excellence**  
Dr. Reddy's Laboratories Ltd.
- **Retail Supply Chain Excellence**  
Future Retail
- **ELSC Face of the Year**  
Mr. Shashi Kiran Shetty, Chairman & MD, Allcargo Global Logistics Ltd.
- **ELSC Professional of the Year**  
Mr. Indranil Sen, MD, Marketing - MEIA, FedEx Express  
Mr. Shubhendu Das, VP - Freight Management, Schenker India Pvt. Ltd
- **ELSC CEO of the Year**  
Mr. L. R. Sridhar, MD, Sical Logistics Ltd.  
Mr. Anil Khanna, MD, Blue Dart Express Ltd.  
Mr. Percy Avari, Country Manager, Aramex International,
- **Lifetime Achievement**  
Mr. Mahendra Agarwal, MD, Gati Ltd.



21st September 2011 | Taj Lands End, Mumbai, India

## Driving Through Supply Chain Optimisation

### Program Agenda

#### Session # 1 : Developing the "State of the Art" supply network to overcome complexity and drive value

- Value creating procurement, attaining & maintaining cost leadership
- Addressing complexity through Supply Chain flexibility & agility
- Realising supply chains new role as a driver of profitability and creating a network ready to generate value
- A view of global supply chains future ability to handle bio - pharma freight



#### Session # 2 : Developing an end - to - end cold chain infrastructure to ensure quality & safety of pharmaceutical products

- Setting up an efficient cold storage compliance system to meet international requirements
- Assessing new technologies, innovations & solutions available in the market to ensure optimal end - to - end Cold Chain Management
- Evaluating cost - effective strategies to optimise network agility & reach for cold chain distribution

#### Session #3 : Logistics self running vs. outsourcing : Find out the best solution for pharmaceutical companies

- Benefits & risks of outsourcing your backend SCM to a 3PL / 4PL
- Setting out clear partnership parameters & SLA to ensure consistently high levels of services

#### Session #4 : Identifying the key criteria that should drive the design and architecture of your warehousing network

- Integrating warehousing processes with the overall business process of the organisation using IT
- Global best practises to maintain a balance between demand and supply chain & achieve minimum inventory cost
- New technologies in pharmaceutical storage and distribution

## SPEAKERS

**Mr. Anand Misra**, VP & Cluster Head Production Procurement South Asia, GlaxoSmithKline Pharmaceutical Ltd.

**Mr. Ajay Varshney**, VP, Supply Chain Management, Glenmark Pharmaceuticals Ltd.

**Dr. Mark Goh**, Director (Industry Research), Logistics Institute - Asia Pacific, National University of Singapore

**Mr. Ravi Kumar**, VP, Logistics & Distribution, Intas Pharmaceutical Ltd.

**Mr. Harsh Babarkar**, Director, Asia Pacific Planning Team, Johnson & Johnson Medical Asia Pacific

**Ms Ashu Gupta**, Asso. VP, Distribution & Logistics, Wockhardt Ltd.

**Mr. Hemant Deshpande**, Head, International Logistics, Cipla Ltd.

**Mr. N Sundar**, GM, Neuland Laboratories Ltd.

**Mr. N V Chandramouli**, GM, Supply Chain, Thermo Fisher Scientific India Pvt. Ltd.

**Mr. Shrikant Gade**, Exec. VP, Supply Chain & Business Development, Microlabs Ltd.

**Mr. Chetan Kumria**, Director, Supply Chain, Baxter (India) Pvt. Ltd.

**Mr. Prashant Sharma**, Sr. VP, Global Demand Supply Organisation, Zydus Cadila Healthcare Ltd.

**Mr. Chandrakant Agrawal**, Dy. GM - Distributions, Sun Pharmaceuticals Industries

**Mr. Rajesh Pednekar**, Head - Distributions, Pfizer Ltd.

**Mr. Prasad Deshpande**, GM - Supply Chain, Biocon Ltd.

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## Fast Moving Supply Chains

### Program Agenda

#### Session #1 : Redesigning your supply chain strategy to address distribution challenges in India

- Overview on challenges faced when facilitating effective cold chain management for perishables in India
- Leveraging on effective 3PL Management to save the high costs of distribution on India
- Creating the blue print for optimal rural supply chain network
- Low cost logistics plan for effective direct distribution capabilities to customers

#### Session # 2 : Agile supply chain - Creating a highly visible integrated supply chain to gain market leadership & competitive advantage

- Aligning Supply Chain Strategy with Business Strategy
- Streamlining the Supply Chain Process to achieve Bottom Line Success

#### Key Strategies to design a Demand - Driven Supply Chain

- Identifying the core drivers of demand & designing your Supply Chain around it
- Reconstructing your internal processes to position your Supply Chain closer to your customer & supplier base

#### Global Sourcing & its impact on extended Supply Chain Operators

- Product development & working in collaboration with manufacturers to ensure consistency of Supply Chain
- Identifying & implementing innovative Solution for reducing lead times and cost in the end - to - end process

#### Logistics & Warehousing Enabling flow

#### Session #3 : Collaborative Supply Chain - Collaborating strengths to minimise wastage, ensure quality & drive growth

- Managing operational & logistics challenges with modern food retail
- Apprehension or opportunity : Investment in food distribution & cold chain infrastructure
- Role of warehousing & distribution in food retailing

### SPEAKERS

**Mr. Jagadeesh Kunchey**, Head, Logistics, ITC Ltd.  
**Mr. Hariharan Krishnan**, Head, Logistics, Reckitt Benckiser (India) Ltd.  
**Mr. Vivek Karwanyun**, GM, Supply Chain - DALDA, Bunge India Pvt. Ltd.  
**Mr. Shammi Dua**, Head, Logistics & Customer Operations, AkzoNobel India  
**Mr. Paul W. Bradley**, Chairman & CEO, Caprica International  
**Ms. Shalini Puchalapalli**, VP, Supply Chain, Pepsico India  
**Mr. S. Suresh**, VP, Supply Chain, Cavinkare Pvt. Ltd.  
**Mr. Ujjwal Mukhopadhyay**, Head, Supply Chain, Avon Beauty Products India Pvt. Ltd.

**Mr. Soumitro Ganguly**, GM, Supply Chain, Shalimar Paints Ltd.  
**Mr. Atanu Chakrabarti**, VP, Supply Chain, Ferrero India Pvt. Ltd.  
**Mr. Dharmesh Srivastava**, GM, Supply Chain & Purchase, Agro Tech Foods Ltd.  
**Mr. Dharmendra Gangrade**, Head, Logistics, Pidilite Industries Ltd.  
**Mr. Deepak Mittal**, Principal Quality Scientist, Mother Dairy Fruits & Vegetables Pvt. Ltd.  
**Mr. Ajay Chopra**, CEO - Drive (India) Enterprise Solutions Ltd. (TATA Enterprise)

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## Aligning People, Processes & Business Strategy

### Program Agenda

#### Session #1 : Achieving automotive supplier excellence

- Service Level as a key competitive differentiator for tiered suppliers
- Reviewing the standards of local tiered suppliers in supporting international automotive manufacturers
- Optimising supply chain visibility across the entire value Chain : Identifying the responsibilities of OEM's & tiered suppliers
- Importance of technology in achieving greater collaboration success

#### Session #2 : Outbound supply chain

- Challenges, opportunities & improvement areas in outbound logistics for passenger cars in India
- Developing & optimising transport modes

#### Session #3 : Inbound logistics & after markets parts

##### Tier suppliers - Managing the increase ?

- As vehicle production increases, how well - placed are tier suppliers to cope with growing volumes?

##### How are leading edge 3PL's delivering innovation & best practice to their OEM customers

##### Aftermarkets parts distribution getting closer to the customer

- How can LSP's help OEM's build relationships with dealers and customers ?

#### Session #4 : Collaboration & Practise

#### Session # 5 : Entering the age of responsible logistics

An Analysis of economic changes, market trends & regulatory factors that are influencing the need for a leaner & more sustainable automotive supply chain management industry



## SPEAKERS

**Mr. Alan G Waller**, VP, Supply Chain Innovation, Solving Efeso & International President, CILT

**Mr. S K Krishnan**, VP, Demand Chain Management, Mahindra & Mahindra Ltd.

**Mr. Ajay Chopra**, CEO, Drive (India) Enterprise Solutions Ltd. (TATA Enterprise)

**Mr. Rajesh Gupta**, Sr. GM, Logistics, JK Tyres & Industries Ltd.

**Mr. Thomas L Olsson**, Country Manager, India Logistics, Volvo India Pvt. Ltd.

**Mr. Joy Panda**, Head, Logistics, Behr India

**Mr. Ramesh Matkar**, VP, Supply Chain Management, NRB Bearings Ltd.

**Mr. Hitesh Athawasya**, Zonal Business Head, South, Drive (I) Enterprise Solutions Ltd.

**Mr. Srinivasan Sarangapani**, GM, Supply Chain Management, Timken India Ltd.

**Mr. Venkat Madhav**, VP - Group SCM, Amara Raja Batteries Ltd.

**Mr. Jitendra Goyal**, DGM - OEM & Vehicle Logistics, Toyota Kirloskar Motor Pvt. Ltd.

**Mr. Sanjiv Gupta**, Sr. VP, Materials, Piaggio Vehicles Pvt. Ltd.

**Mr. Sudhir Gupta**, Exe. VP - SCM & Chief of Central Purchase, Tata Auto Comp Systems Ltd.



# RETAIL

## supply chain forum

22nd September 2011 | Taj Lands End, Mumbai, India

### Agile, Customer – Centric Supply Chain

#### Program Agenda

##### Session #1 : Creating a lean supply chain from supplier to store

- Adapting lean principles to improve supply chain effectiveness and create value
- Developing a roadmap to extend lean management across the wider business & create a lean culture

##### Session #2 : Online & Multichannel strategies & impact on distribution centres and transportation Fulfilling your online channels:- Providing a range of delivery options that meets increased customer demand complexity.

- Ranging and stocking for multiple channels:- operating a customer - centric supply chain that doesn't break the bank.
- Solving the challenge of returns:- Cost effective reverse logistics making it work for the customer and business.

##### Session #3 : Warehouse Operations:- Changing your operations to respond to the new customer in fast paced and multichannel world

- Creating synergies between the needs in the store and in the warehouse
- Leveraging the benefits of automation in the warehouse
- Mitigation the risks of implementing new technology in your DC

##### Session #4 : Retail End-to-End Supply Chain

“Logistics -Vendors - Technology” the key to managing your end-to-end supply chain

“TOC application in Retail supply chain management”

Kaizen - Continuous Improvement in Supply Chain

Customer - Centric supply chains and store operations

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#### SPEAKERS

**Mr. Devadas Nair**, Customer Care Associate & Head, Supply Chain and Mission Control, Shopper's Stop Ltd.

**Mr. Derek Miller**, Head, Warehouse, Distribution & Logistics, Trent Ltd.

**Mr. Krishnakumar R**, Asst. VP, SCM, Mahindra Retail Pvt. Ltd.

**Mr. Sandeep Sharma**, VP, SCM & Product Development, Barista Coffee Company Ltd.

**Mr. Tejas Faldu**, VP, Supply Chain, Jubilant Retail

**Mr. Ram Srikanth**, GM, Supply Chain, ColorPlus Fashions Ltd.

**Mr. P Sukumaran**, Head, Supply Chain, Titan Industries Ltd.

**Col. Vijay Nair**, GM, Supply Chain, HyperCity Retail (I) Ltd.

**Mr. Srinivasan Sarangapani**, GM, Supply Chain Management, Timken India Ltd.

**Mr. Viresh Dayal**, Head - Commercial & Supply Chain, Bharti Walmart India

**Mr. Amit Mukherjee**, Exe. Director - Operations, Spencer's Retail Ltd.


**Mr. Vineet Jain**, Head - Distribution, Yum Restaurant Ltd.


**Mr. Ramnath S**, VP - Supply chain, Max Retail Division, Landmark Group


**Mr. J Michael Kilgore**, Founder & CEO, CHAINalytics LLC

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## Delegate Fees

- The cost of attending the 2 day ELSC Conclave is ₹ 15,000 + 10.30% service tax
- Delegate fee includes entry for both days to the ELSC Conclave with lunch, tea /coffee, invite to the ELSC Awards evening with cocktails & dinner and seminar kit
- Cheques / DD should be drawn in favour of 'Kamikaze B2B Media' payable Mumbai

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& Supply Chain World

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With all this, **5th Annual ELSC Conclave 2011** is not to be missed !  
This once-in-a-year opportunity to learn from industry leaders who not only represent top supply chain performing companies but are also experts with a great deal of experience, invaluable knowledge and proven skills

For more information log on to [www.elsconclave.com](http://www.elsconclave.com)

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