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- Over 27 years of experience in Supply Chain Management and Applied Business Solutions
- Founding member of the American Logistics Aid Network (ALAN)
- Graduate Degree in Industrial Engineering from Georgia Institute of Technology;
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Creating Agile Supply Chain Networks in Today's Fast-Changing World

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Competitive *insights* ADVANTAGE

Integrated Business Planning (IBP)

Patented Technology + Methodology for Smart Growth



Software as a Service (SaaS)
Technology Platform



Visibility for Smart Growth

Traditional Approach for Defining Supply Chain Operating Networks

The Realities of Today's World

Supply Chain Operating Networks in the Future

Traditional Approach for Defining Supply Chain Operating Networks

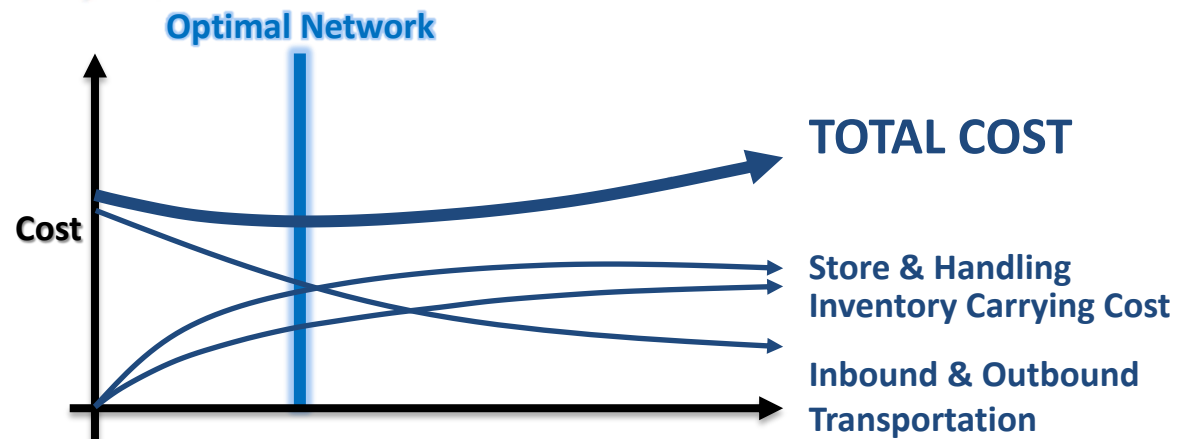
But there are a lot of choices in deciding how to design Supply Chain Operating Networks



Traditional Approach for Defining Supply Chain Operating Networks

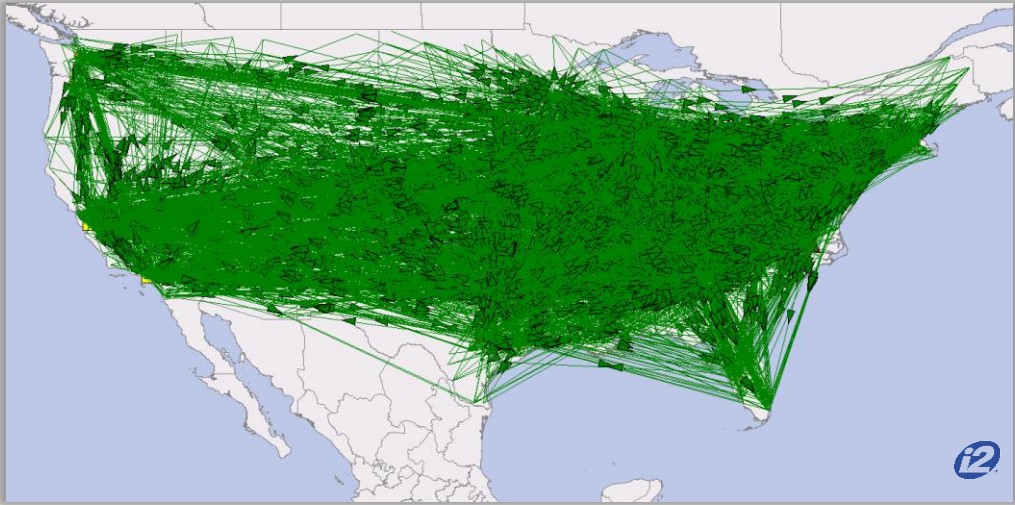


Strategy Objective: Minimize Costs while maintaining service levels



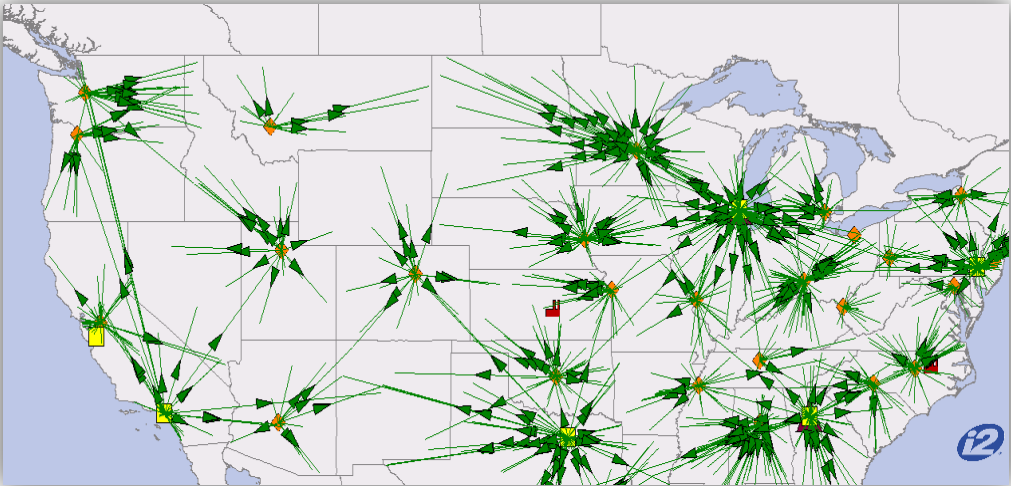
This is under the big assumption that things will stay the same for 3 to 5 years when it is time to re-evaluate the Operating Network!

Traditional Approach for Defining Supply Chain Operating Networks



Before

After





Visibility for Smart Growth

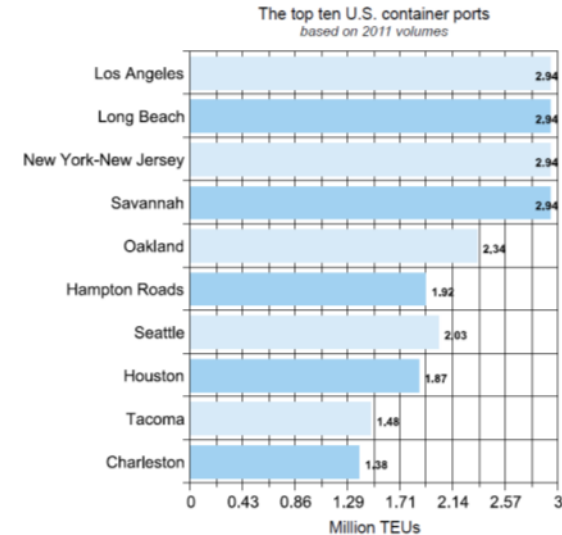
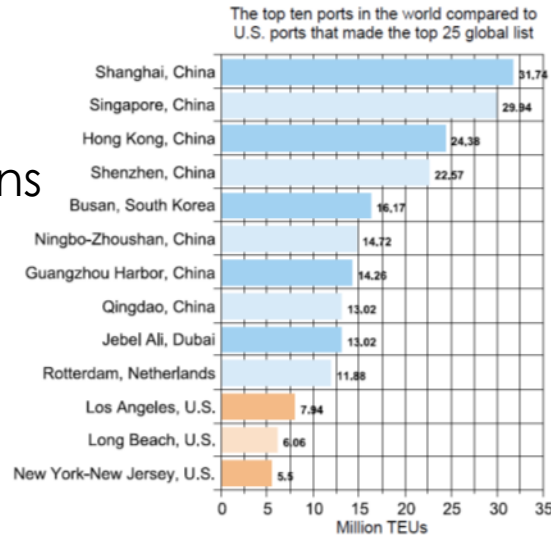
Traditional Approach for Defining Supply Chain Operating Networks

The Realities of Today's World

Supply Chain Operating Networks in the Future

Pressures for Ports

- Shifting trade routes
- Labor contracts
- Environmental regulations
- Global security threats
- Bigger ships
- Commuter traffic
- Bridges
- Rail Lines
- Channel depth
- Community response
- Other pressures



and what about your customers?

The Realities of Today's World



**Trade Route Economics
– Panama Canal Expansion**



Supply Chain Risk



Emerging Markets



E-Commerce



Profitability

Given the financial volatility in various markets and rapidly changing needs for the supply chain to support global commerce,



**can companies rely on
an operating design
that is only reviewed
every 3 – 5 years?**



Visibility for Smart Growth

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Supply Chain Operating Networks in the Future

Ongoing Operating Network Adjustments

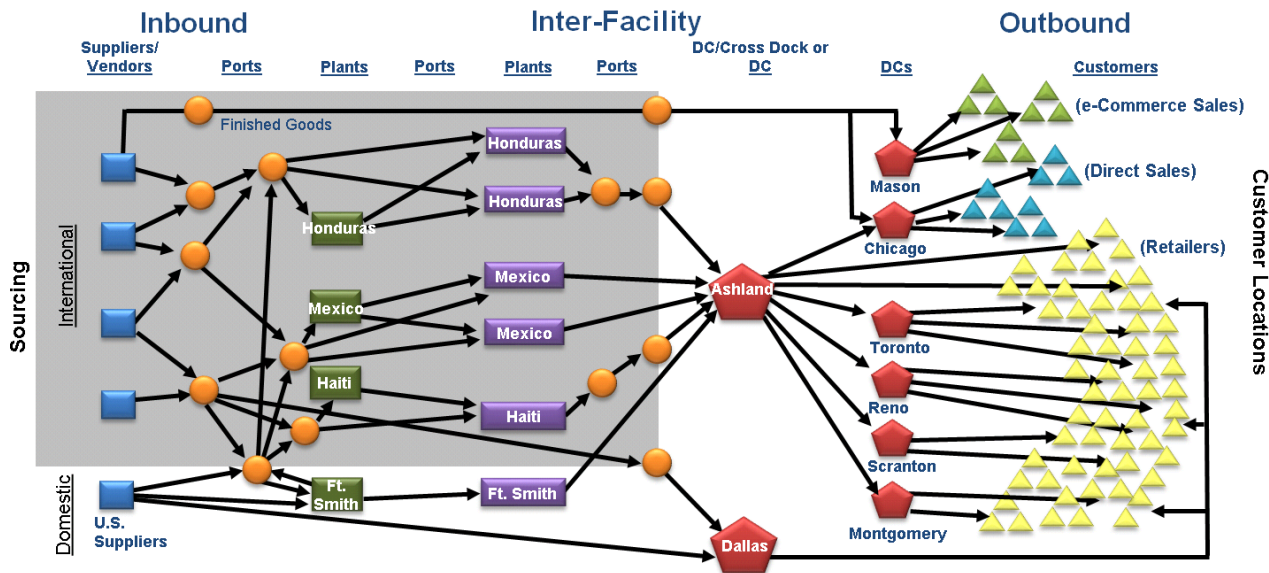
Balancing :

- Costs
- Customer Service
- Risks

to drive profit



Realizing that “One Supply Chain Structure May Not Fit All Needs”



By Continuously Adapting to a Changing World,



**Companies will Win
Ongoing Competitive Advantage**

It will not be easy, but . . .



it can happen.



Visibility for Smart Growth

Thank You

If you have further questions or comments,
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Turning Big Data into Smart Growth