

IV EuroAsian Logistics Conference

Trans-EuroAsian Logistics Platform: Practice, Products and Markets

Venue: Moscow, CCI RF, Ilyinka str. 6/1

Date: 24.03.2016 09.00 – 18.00

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IV EuroAsian Logistics Conference

Trans-EuroAsian Logistics Platform: Practices, Products and Markets

Goal of the Conference is to discover effects of the Trans-EuroAsian Logistics Platform as a space of network cooperation among companies that are united by a common process of creating added value, single (based on common standards) technology for managing business network, which encompasses participants of the integrated supply chains on the EuroAsian economic space; to define connection points between the Eurasian Economic Union and the Silk Road Economic Belt; to analyze which new products the network cooperation generates, what markets are to be developed in the EuroAsian Economic Space; to suggest, how a trans-logistics partnership could be formed so that Russian companies could participate in the integrated supply chains

Program of the Conference

Room Time	Congress hall	Minor hall (room 324)	Library (room 310)	President hall
09.00-10.00	Registration			
10.00-12.00	Plenary meeting Trans-EuroAsian Logistics Platform: Network Cooperation to Connect Eurasian Economic Union and the Silk Road Economic Belt			
12.15-14.00	Plenary discussion A Strategic Logistics Management for Trade and Industry Cooperation	Expert discussion B Logistics and EuroAsian Air Transportation Links	Expert discussion C Developing Transportation and Logistics System of the Moscow Agglomeration	Expert discussion D Developing Core Logistics and Supply Chain Management Competences of the Russian companies personnel
14.00-14.45	Coffee-break			
14.45-16.30	Plenary discussion E Transportation and Logistics Route Network in Global Supply Chains	Expert discussion F Logistics and E-commerce	Expert discussion G Regional Network of Terminals and Logistics Centers: New Products and Markets	Expert discussion H Multimodal Passenger Transportation: Mobility and New Business Processes
16.30-17.30	Final Cocktail			

PROGRAM

Plenary meeting

Trans-EuroAsian Logistics Platform: Network Cooperation to Connect Eurasian Economic Union and the Silk Road Economic Belt

10.00 – 12.00 Congress hall

Welcome message: Georgiy Petrov, Vice –president, Chamber of Commerce and Industry of the Russian Federation

Questions:

What potential does the Trans-EuroAsian Logistics platform as a space of network cooperation among companies possess to implement the import substitution strategy and to develop exports (apart from raw materials) from firms and regions?
When forming regional strategies, how does an innovative activity need to be organized to participate in global supply chains (GSC), global value creation chains (GVC) and global product chains, as well as to optimize corporate costs in the regions?
What are the instruments/ technologies to connect the Eurasian Economic Union and the Silk Road Economic Belt? New geography and structure of the flows of goods. What big regional transportation and logistics centers can be attractive in order to connect the transportation and logistics infrastructures? According to what criteria can they be defined? Options for the new design of logistics supply chains: Arctic - Ural – Kazakhstan – China – India.

Moderator: Oleg Dunaev, Chairman of the Logistics Committee, Chamber of Commerce and Industry of the Russian Federation

Speakers:

- Salman Babaev, Vice-president, Russian Railways JSC
- Oleg Bukin, General director, First Cargo Company JSC
- Vladimir Gorodetskiy, governor, Novosibirsk region
- Alexander Isurin, President, FESCO
- Dietrich Moeller, President in Russia and Central Asia, Siemens *
- Alexander Moiseev, Deputy Plenipotentiary representative of the President of the Russian Federation in the Ural Federal District
- Alexander Morozov, Deputy Minister of industry and trade of the Russian Federation
- Alexey Sitnikov, First deputy governor, Yamalo-Nenets Autonomous District
- Alexey Tsydenov, deputy Minister of Transport of the Russian Federation *
- Dmitry Tchelstov, Head of the IRU representative office in Eurasia
- Stefan Schröder, Head of the Logistics Alliance Germany

* to be confirmed

Languages: English

Plenary discussion A:

Strategic Logistics Management for Trade and Industry Cooperation

12.15 – 14.00 Congress hall

Goal of the discussion: to define directions and mechanisms, how we can tap potential of logistics as a modern technology to manage a global business network in order to minimize costs and implement an efficient pricing pattern, as well as to safeguard corporate economic profit with the help of strategic supply chain management.

Questions:

In which direction do we need to reengineer logistics business processes in order to safeguard trade and industry cooperation? Strategies to develop supply chains that would open borders, let companies into the global supply and value creation chains, as well as increase a customer value.

How can we transform an infrastructural logistics network in the regions to promote inter-industrial, cross-industrial and cross-regional cooperation? Integrated logistics as a factor for developing territorial production clusters in the regions, forging competitive advantages.
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What are the opportunities to tap potential of strategic supply chain management in order to develop partnership at Russia's logistics services market? What logistics products contribute to long-term cooperation among companies? New target model for the market of rail cargo transportation, its opportunities and limits regarding cargo base, lower costs within supply chains, client oriented approaches.

Moderator: Fedor Pekhterev, CEO, Institute of Economics and Transport Development JSC
**Uwe Leuschner, Vice-president Business Development, DB Cargo AG and
CFO Wirtschaftsclub Russland e.V.**

Panelists:

- Mikhail Anenkov, deputy CEO for logistics, TMK JSC
- Igor Egorov, Chairman, Russian Business Council, SCM Director, Chrysler Fiat (Dubai, UAE)
- Vadim Morozov, advisor to the President, Russian Railways JSC
- Andrey Pavlovich, Director for Supply and Service, Coca Cola HBC
- Olga Smirnova, Head of the department for macroeconomic forecasts, strategic planning and territorial development, Council for Analysis of Productive Forces (Ministry of economic development of the Russian Federation, Russian Academy of Sciences)
- Anatoly Sobolev, Deputy governor, Novosibirsk region
- Dmitry Tvardovskiy, Director, Strategic Planning Department, State Company Avtodor
- Rolf Epstein, director for complex transport solutions, Siemens, member of the Board, Russian – German Foreign Trade Chamber
- Yuri Yuriev, Deputy General director, TransContainer

Expert discussion B:

Logistics and EuroAsian Air Transportation Links

12.15 – 14.00 Minor hall (room 324, 3rd floor)

Goal: to find out opportunities for Russia's air transportation market in the EuroAsian economic cooperation; to define managerial solutions for Russian air space in order to develop cargo transportation by air on the route Asia – Europe – Asia; to suggest instruments/technologies to minimize total costs for customers, air companies, airports and logistics services providers with the help of network cooperation.

Questions:

What are the main trends on the Russian air transportation market? What does logistics in air transportation look like?
How can we increase the efficiency of logistical business processes in Russian airports and air transportation hubs? What is a priority: foreign hubs, Domodedovo, Koltsovo, Tolmachevo or Vladivostok airports' projects?
How does Russia need to develop logistics of business networks for air cargo transportation China – Russia - Europe; Asia- Pacific- Russia - EU- America? "Open sky" issues.

Moderator: Oleg Dunaev, Chairman of the Logistics Committee, Chamber of Commerce and Industry of the Russian Federation
Miroslav Zolotarev, Board Chair, The First Russian Worldwide Logistics Alliance ACEX, member of the Logistics Committee of the CCI of Russia

Panelists:

- Patrick Bazelot, Director Central and Eastern Europe, Air France KLM MartinAir Cargo
- Sergey Dotsenko, Director, aviation business development, Koltsovo Airport JSC (Yekaterinburg)
- Elena Konkina, Commercial Director, Moscow Cargo LLC, Sheremetyevo airport
- Oleg Korolev, Director, Cargo Department, Aeroflot Russian Airlines
- Igor Kravchuk, CEO, Vnukovo Cargo LLC, Vnukovo airport
- Oleg Makushkin, Sales Director Russia and CIS, Air Bridge Cargo Airlines
- Natalia Pirozhenko, Manager, Cargo services, IATA Russia
- Vladimir Tasun, President, Association of Air Transport Operators
- Arnold Khizhnyak, PhD Economics, Professor, Riga, Latvia

Expert discussion C:
***Developing Transportation and Logistics System
of Moscow Agglomeration***
12.30 – 14.15 Library (room 310, 3rd floor)

Goal: to discuss the practice of creating efficient transportation and logistics products in Moscow agglomeration; to demonstrate instruments/ technologies, how to increase the efficiency of network cooperation management at the level of big agglomeration during the process of EAEU – Silk Road Economic Belt connection; to suggest business approaches for the development of the infrastructural logistics network in Moscow agglomeration.

Questions:

How can we increase the efficiency of transportation and logistics products of Moscow Agglomeration?
What investment means are going to be used to create a logistics center in the New Moscow district “Kievskoe 22” together with Chinese partners?
How can we overcome the weaknesses of internal and external connections between industry and logistics centers?
To what extent is public- private cooperation efficient, while planning and implementing infrastructural projects for transportation and logistics?

Moderators: Suren Vardanyan, Vice-president, Moscow Chamber of Commerce and Industry
Svetlana Domnina, Chair of the Board, Guild of the Logistics Service Providers,
Moscow CCI

Panelists:

- Ansar Arifullin, first deputy CEO, state enterprise Center for Organization of Road Traffic
- Alexander Boreiko, General director, Intellectual Transport Technologies
- Vladimir Zhidkin, Head, Department for the Development of New Territories in Moscow
- Alexander Kakhidze, deputy CEO, Directorate Moscow Transport Hub
- Petr Kuzin, Deputy Minister of transport of Moscow region
- Andrey Tokarev, Vice-president Logistics, Freight Village Kaluga North LLC
- Olga Yanchevskaya, President, RTK Logistics LLC

Expert discussion D: ***Developing Logistics Core Competences***

12.15 – 14.00 President hall (room 204, 2nd floor)

Goal: to discuss current trends in Russia's logistics development and supply chain management, to identify problems and bottlenecks, when training logistics experts for industry, trade or service sector (including for logistics services providers); to exchange experience regarding higher education programs (bachelors and masters in logistics and SCM); to discuss professional standards in the spheres of logistics and SCM.

Questions:

What are the current trends at the logistical services market regarding insourcing/outsourcing? What is the dynamics of organizational structures within companies from different sectors? How does logistics' and SCM functionality develop in Russian business?
What is the correlation between operational and coordinating logistics in companies from different business areas? How is SCM functionality being developed in Russia, how does it correspond with logistics?
What competences do logistics departments lack in the companies? How can universities and education centers close the gap between business demands and availability of experts with the necessary competences?
What are the prospects to develop education programs in the universities for specialists in logistics and SCM? What is the current stage in developing professional standards in logistics and SCM?

Moderators: Victor Sergeev, professor, Higher School of Economics

Yulia Rokotyanskaya, HR Director, Russian Railways Logistics JSC

Panelists:

- Adam Albekov, Rector of the Rostov state economic University
- Galina Bubnova, Head, Chair for Economics, Production and Management, Management and IT Institute, Moscow Railway Engineers University
- Valentina Dybskaya, Head, Logistics School, Higher School of Economics
- Thomas Krupp, Head, Chair for Logistics, Cologne University of applied sciences (Cologne, Germany)
- Valery Lukinskiy, Head of the Logistics and SCM Department, Saint-Petersburg branch, Higher School of Economics
- Vyacheslav Nikonovich, VP Logistics, Eldorado
- Vladimir Novikov, technical director, FIT Company
- Oleg Protsenko, Director, Institute for Management and Marketing, Russian Academy of National Economy and Public Administration under the President of the Russian Federation
- Alexander Sapronov, Executive Director, First Cargo Company JSC
- **Dr. Karin von Bismarck, Partner Stanton Chase International and CEO Wirtschaftsclub Russland e.V. (Berlin, Germany)**
- Gebhard Hafer, President, bbw High School (Berlin, Germany)

Plenary discussion E:

Transportation and Logistics Route Network in Global Supply Chains

14.45 – 16.30 Congress hall

Goal: to reveal the main cooperation areas, barriers and limits for cooperation among industrial, transport and logistics companies, as well as the opportunities, how the constraints can be jointly overcome; to show efficient practices in the sphere of intermodal transportation for Russian and German companies; to suggest technologies for network cooperation in order to create added value in the global supply chains.

Questions:

What are the prospects of cooperation between Russia and Germany in the sphere of East - West intermodal transportation? Evaluating the situation and the barriers.
Corporate logistics. How can new logistics solutions / products be jointly created and be efficient for both Germany and Russia?
How can cooperation be put into practice in such spheres as automotive logistics, perishables and e-commerce?
Challenges for Russian and German logistics. How can we build a future together?

Moderators: Stefan Schröder, Head of the Logistics Alliance Germany

Gennady Bessonov, General secretary, Trans-siberian transportation coordinating committee

Panelists:

- Erkhat Iskaliev, first Vice-president, United Transportation and Logistics Company JSC, member of the Board of Trustees, Silk Road Institute
- Bernd Kortschak, professor, Erfurt University of Applied Sciences (Germany)
- Mirko Nowak, Board Chair, LUNO Group, Head of the BVL (Germany) in Russia
- Pavel Sokolov, CEO, Russian Railways Logistics JSC
- Sergey Shavzis, President, Ural Logistics Association
- Nina Scherbina, Director Supply Chain Management, Siemens

Expert discussion F: **Logistics and E-commerce**

14.45 – 16.30 Minor hall (room 324, 3rd floor)

Goal: to assist in implementing newest logistics technologies into the development of e-commerce in the Russian regions; to analyze the cooperation prospects between Russia and China in e-commerce; to suggest mechanisms, how the markets of e-commerce and express delivery could be developed.

Questions:

What barriers constrain the development of logistics in the e-commerce (technological, organizational, infrastructural, financial, institutional)?
What cooperation/integration forms contribute to lower costs and increased values added for the clients (e-commerce and express delivery)?
How could one evaluate the prospects of Russia- China cooperation in the regions?

Moderators: Alexander Ivanov, President, National Association of Distance Trade
Kirill Tolmachev, General director, ConceptLogic, Deputy Chairman, Logistics Committee (CCI RF)

Panelists:

- Marat Artuganov, Head of the network managing department, Boxberry
- Ivan Balakin, KNAPP company, Austria
- Alex Vasiliev, CEO, JD.com Russia
- Denis Ivannikov, General director, API-Ship
- Anton Kozhankov, legal advisor to General Manager, Customs Broker Center LLC
- Sergey Malyshev, deputy General Manager, Russian Post
- Artem Ostrovskiy, Executive director, SDEK
- Vladimir Puchenkov, Director Warehouse Management Practices, Columbus Russia
- César Daniel Paredes, Mostoles Industrial S.A. (Spain)
- Vlad Shyrobokov, cofounder, senior expert East-West Digital News agency (EWDN)

Expert discussion G:

Regional Network of Terminals and Logistics Centers: New Products and Markets

14.45 – 16.30 Library (room 310, 3rd floor)

Goal: to discuss and create approaches toward the management of terminals and logistics infrastructure; to analyze best practices for warehouse management; to suggest new products and markets in the spheres of material handling, packaging and stocks management.

Questions:

Analysis of the existing terminals and logistics infrastructure. Plans and forecasts.
TOP-5 global trends in the warehousing logistics management
Logistics infrastructure for big industrial holdings, federal trade groups, and distributors
New forms of and requirements for warehouses
Best practices of organizing logistics infrastructure

Moderators: Vasiliy Demin, Deputy Director, Logistics Coordination Council, deputy Chairman, Logistics Committee (CCI RF), PhD
Alexander Lisin, deputy Chairman, Logistics Committee (CCI RF), Executive Director, Russian Intermodal Logistics Association, PhD

Panelists:

- Dmitry Blinov, technical director, LogistiX
- Kirill Vlasov, General director, STS-Logistics
- Alexander Zverev, Project Manager, Science and Education Center of Innovative Technologies in Logistics
- Alexander Kraus, Director, National Association of the racking and warehousing equipment
- Sergey Maximov, President, Siberian Union of transport specialists, freight forwarders and logistics services providers
- Alexander Perfiliev, Partner, Director warehousing and industrial estate department, ILM, Russia and CIS
- Alexey Sapon, Director, Department of logistics development and support, Eldorado
- Alexey Tanaev, Founder, Foodbuyer
- Alexey Tsatsulin, CEO, PiR Logistics

Expert discussion H:

Multimodal Passenger Transportation: Mobility and New Business Processes

14.45 – 16.30 President hall (room 204, 2nd floor)

Goal: to define, how combined passenger transportation can increase the quality of life for people; to reveal development trends in combined passenger (suburban) transportation; to suggest technologies that would safeguard a new quality of customer service with the help of IT, growing productivity, optimization of costs in business processes.

Questions:

What legislation is to be adopted regarding multimodal passenger transportation? Do we need regional laws?
Single passenger ticket. Are the unified form, unified rules for return and exchange possible?
Clearing payments between different carriers (transport modes): can aviation experience be useful, or do we need a new platform?
Carriers' responsibility.
How can Russian logistics create new products, technologies and markets for combined passenger transportation? Transfer zones: who is responsible for them, and how can they be convenient?
Multimodal luggage transportation.

Moderators: Kirill Yankov, President, "Passengers' Union"

Panelists:

- Mikhail Akulov, Vice-president, Russian Railways JSC
- Vitaly Votolevskiy, head, Directorate of Railway Terminals, Russian Railways JSC
- Aleksey Guts, Deputy Head Economics and Finance, West-Siberian branch, Federal Passenger Company JSC , Siberian Union of transport specialists, freight forwarders and logistics services providers
- Pavel Ishanov, Director Intellectual Payments JSC
- Mikhail Khromov, CEO, Central Suburban Passenger Company JSC