

Manufacturing Supply Chain Officer Summit 2012

2012全球制造业供应链高峰论坛



如何管理动荡的全球供应链，打造高效敏捷的价值链？
How to manage supply chain complexity in today's global volatility?

March 22-23, 2012
Jumeirah Himalayas Hotel Shanghai, China
2012年3月22-23日 中国 上海卓美亚喜马拉雅酒店

Conference Organizer
主办方

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☎ 86 021 3639 7572

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Thanks to All Distinguished Speakers



John Gattorna
Author and "Thought Leader",
Executive Chairman
作者, "思想领袖"
Gattorna Alignment P/L
执行主席



Erik Uyttendaele
Vice President Material Planning &
Logistics
物流与物料计划全球副总裁
Volvo Car
沃尔沃汽车



Bo-Inge Stensson
Senior Vice President Group
Purchasing
全球采购高级副总裁
AB SKF
斯凯孚



Joseph Francis
Executive Director
执行理事
Supply Chain Council
美国供应链协会



Roger Bhalla
VP, Pan-HP Supply Chain Process
and IT Systems
供应链流程及信息系统副总裁
Hewlett-Packard
惠普



Karen Xia 夏之戡
VP, Supply Chain & Customer Service
供应链和客户服务副总裁
BlueScope Steel
博思格钢铁



Mark Shandley
Vice President, Supply Chain
Management
供应链副总监
Flextronics
伟创力



Tom Cho
Managing Director of AGS Global
Sourcing Head
全球采购总监
Applied Materials
应用材料



Mel Davies
Director, Global Logistics
全球物流总监
Intel
英特尔



Mehran Ravanpay
Executive Director,
Global Logistics
全球物流总监
Dell
戴尔



Thomas Callarman
Professor of Operations
Management,
运营管理学教授并兼任中欧全
球运营管理和价值链中心主任
CEIBS
中欧国际工商学院



Tiffany Yun
Director, OEM Supply Chain, Asia
Pacific Japan
OEM供应链总监
Microsoft
微软



Joerg Biesemann
Director Logistic Automotive
Asia/Pacific
亚太区物流总监
Continental
大陆汽车



Greg Henninger
Director of Global Logistics
全球物流总监
Tesla Motors
特斯拉汽车



Thomas Dhalluin
Procurement & Supply Chain
Director - Asia Pacific
亚太区采购及供应链总监
Aerolia
Aerolia



Kenith Poon
Director, Purchasing & SCM
Building Efficiency
采购及供应链总监
Johnson Controls
江森自控



Patrick Lynch
Director of Materials
物料总监
Obalon Therapeutics
Obalon Therapeutics



Toby Brzoznowski
Vice President of Sales
销售副总裁
LLamasoft
LLamasoft



Ramki Ramakrishnan
Director, Purchasing and
Demand Chain
采购及供应链总监
SKF Asia
斯凯孚



Darren Plested
Vice President Engineering,
Manufacturing & Energy
工程、制造、能源副总裁
DHL
DHL



Kirk Williams 柯昊廷
GM
总经理
Dell Services China; Solution Leader,
Dell Manufacturing
戴尔服务(中国)



Lee Hochberg
Domain Expert, Business Process
and Supply Chain
业务发展及供应链领域领袖
SolveIT Software
SolveIT软件



Paul Matthews
VP Lead of Operations Practice
运营副总裁
L.E.K. Consulting
艾意凯咨询



Main Conference Day 1 Thursday March 22, 2012

- 0800** VIP Meeting
0830 Morning Tea & Registration
0900 Opening Remarks

Session 1 *Moving towards Global Value Chain Network Integration*

In today's complex business environment, manufacturers must engage with suppliers, partners and other key stakeholders on a multi-tier level, in turn reducing visibility and control. This session focuses on how businesses can maintain transparency levels, increased collaboration and visibility; effective communication across the supplier base to respond quickly to disruptions; and monitoring real-time performance of partners across the supply network.

Session Chairman

John Gattorna, Author and "Thought Leader"; Executive Chairman Gattorna Alignment P/L

0910 Supply Chain Transformation

- Company background
- Why and the need for transformation
- Where to start and desired outcome
- Process of transformation: "The journey"

Mehran Ravanpay, Executive Director, Global Logistics
Dell

0935 Panel Discussion: Brainstorm on how to find a significantly lower cost optimum for the entire global supply chain network

Moderator :

John Gattorna, Author and "Thought Leader"

Panelists :

Roger Bhalla, VP, Pan-HP Supply Chain Process and IT Systems

Hewlett-Packard

Tom Cho, Managing Director of AGS Global Sourcing Head

Applied Materials

Greg Henninger, Global Logistics Director

Tesla Motors

Tiffany Yun, Director, OEM Supply Chain, Asia Pacific Japan

Microsoft

1025 Tea Break ☕

1055 Driving Supply Chain Process and IT System standardization and transformation

- HP operates the largest supply chain in the computing industry, and one of the largest in the world.
- Since 2010, HP has made major progress in supply chain consolidation, process optimization, capability enhancement, and supply chain IT flexibility enablement through a broad supply chain transformation program.
- Share some key opportunities, lessons learned, and best practices in the consolidation and leverage of best practices across a large and diverse supply chain.

Roger Bhalla, VP, Pan-HP Supply Chain Process and IT Systems
Hewlett-Packard

1120 Experience-sharing Panel: Risk and opportunity management of the entire supply chain—from demand planning to expansion of manufacturing capacity and to the supply chains of key partners

Moderator :

To be announced

Panelists :

Karen Xia, VP, Supply Chain & Customer Service

BlueScope Steel

Paul Matthews, VP Lead of Operations Practice

L.E.K. Consulting

1210 Luncheon 🍴

Session 2 *Delivering Excellence through End-to-End Supply Chain Management*

A truly cross-functional approach helped integrate key stakeholders across the supply chain: supply network management, brand planning, site planning, warehouse and distribution management, customer service logistics, operations management, product launch management, and work system management.

In this session we discuss strategies, tools and techniques to drive responsiveness, innovation, flexibility and visibility right across your end to end supply chain.

Session Chairman

Thomas Callarman, Professor of Operations Management
China Europe International Business School

1350 Designing and Operating Dynamic Supply Chains

- Persist with a flawed organization design made up of a collection of functional specialties that is unresponsive to customer demands;
- New business model, dynamic alignment is multi-disciplinary and capable of handling the new dynamism in markets;
- A combination of up to 4 generic types of supply chains Companies in India, China and Brazil introduce innovations not seen elsewhere in the US and Europe- they are 'leap-frogging' so called best practices elsewhere.

John Gattorna

Author and "Thought Leader"; Executive Chairman

Gattorna Alignment P/L

1425 Facilitating Growth and Managing Risks in your Manufacturing Supply Chain

Darren Plested

Vice President Engineering, Manufacturing & Energy

DHL

1450 Industry Debate: Debate which other countries are ready to meet your needs – and how to get a holistic comparison of end-to-end costs

Moderator :

Joseph Francis

Executive Director

Supply Chain Council

Panelists :

Mark Shandley

Vice President Supply Chain Management

Flextronics

1525 Tea Break ☕

1555 Supply Chain collaboration, how to build a roadmap for internal, vertical, horizontal collaboration or all....

Lee Hochberg

Domain Expert, Business Process and Supply Chain

SolveIT Software

1620 A Case Study Sharing Intel's Experience in Distributing Bonded Goods across China

- Over the course of the past two years, Intel's primary customers in China have spread their locations from the coastal areas around Shanghai and Shenzhen to many more dispersed inland points.
- This case study talks about Intel's approach in how to supporting this diversification in an effective and efficient manner.

Mel Davies

Global Logistics Director

Intel Corporation

1645 Roundtable Discussion: Discuss how a company can operationalize innovation to prioritize end-to-end transformation

1745 End of Day One



Main Conference Day 2 Friday March 23, 2012

Session 3 *Aligning People, Processes and IT Tools in Volatile Marketplaces*

This new world of volatile and increasingly unpredictable demand and supply requires a brand new perspective and reinvigorated strategy to align people, business processes and technology strategy.

During this session time, start rethinking your supply chain; moving from inside-out to outside-in to meet the changing demands of your customers & your business; Integration of people, processes & IT to ensure availability for customers in the extended supply chain.

Session Chairman

Joseph Francis, Executive Director
Supply Chain Council

0900 To be announced

Joseph Francis
Executive Director
Supply Chain Council

0935 Delivering assured capacity aligned planning & ordering processes --How to approach the mismatch between demand and supply in a global and volatile automotive market place?

Erik Uyttendaele
Vice President Material Planning & Logistics
Volvo Car

1000 Winning Through Better Supply Chain Design

-What is the limit to how well your existing supply chain can perform? How much can IT planning systems and multi-million dollar ERP applications really optimize your operations? The answer may surprise you, and not in a good way. The reality is, a supply chain's true potential is set by its design.

- This presentation will discuss how the leading global companies are using "Supply Chain Design" as a means to compete and win by engineering their supply chain across a range of metrics including cost, service, structure, sustainability, and risk.

Toby Brzozowski
Vice President of Sales
LLamasoft

1035 Tea Break

1105 Demand driven sourcing in a 2 speed world reducing risk and volatility

Co-presenters:
Bo-Inge Stensson
Senior Vice President Group Purchasing
AB SKF
Ramki Ramakrishnan
Director, Purchasing and Demand Chain
AB SKF

1145 Roundtable Discussions: Strategies Sharing for finding, developing and retaining key supply chain executives from local and international pools of talent

1225 Luncheon

Session 4 *Moving towards Global Value Chain Network Integration*

Today's global marketplace is going to become, if anything, even more competitive over the next few years. As enterprises seek to optimize their supply chains and respond to constant demand variance, adopting new rules to restore stability to supply chain operations is critical.

This session analyses the challenges and their solutions of supply chain management for new millennium.

Session Chairman

Thomas Callarman, Executive Director
China Europe International Business School

1340 Building a world-wide Supply Chain based on high performances and long-term vision

- AEROLIA identity
- Procurement Dynamic & Sourcing vision
- Integrated Industrial Park & WorkPackages Center Concepts
- Asian Expansion and Development

Thomas Dhalluin
Procurement & Supply Chain Director - Asia Pacific
AEROLIA

1430 Experience Sharing: Proven approaches for making sustainability efforts and lean initiatives work together to create supply chain value

Moderator :
Thomas Callarman
China Europe International Business School

Panelists :
Joerg Biesemann
Director Logistic Automotive Asia/Pacific
Continental
Kirk Williams
GM, Dell Services China; Solution Leader, Dell
Manufacturing Practice
Kenith Poon
Director, Purchasing & SCM Building Efficiency
Johnson Controls
Patrick Lynch
Director of Materials
Obalon Therapeutics

1510 Closing Remarks

1530 Business Card Exchange

Site Tour March 24, 2012

- | | |
|-------------|--|
| 8:15 | Gather at the gate of Jumeirah Himalayas Hotel Shanghai |
| 8:30~9:30 | Head for Shanghai Lingang Industrial Park |
| 9:30~9:55 | Get the overview of the industrial park by watching movie & Q&A |
| 9:55~10:20 | Head for Sany Group and look around Equipment Manufacturing Area on the way |
| 10:20~11:00 | Visit Sany Group |
| 11:00~11:30 | Head for Lingang New City and tour Logistics Park on the way |
| 11:30~12:30 | Return to the hotel |



会议日程 第一天 2012年 3月 22日 周四

0800 VIP嘉宾会面

0830 早茶及签到

0900 大会主席开幕致辞

议程一 供应链纵横网络的整合

在新的全球性市场中，不确定性是永恒不变的。竞争压力和变化无常的客户需求已迫使制造商放弃脆弱的生产销售方式，而是采取敏捷、重视伙伴关系的新策略。通过外包和全球采购，以及基于拉动的需求驱动策略来降低成本和提高响应能力。

这个议程将关注企业如何保持透明度、提高可见度、加深战略合作；面对危机时与供应商之间的有效沟通；供应网络中所有合作伙伴的实时性管理等。

主席：

John Gattorna, 作者, “思想领袖”
Gattorna Alignment P/L 执行主席

0910 供应链变革

- 介绍公司背景
- 供应链变革的需求
- 如何开始变革以及预期结果
- 供应链变革的过程

Mehran Ravanpay 全球物流总监 戴尔

0935 头脑风暴：如何为全球供应链网络寻找最佳低成本采购

主持人：

John Gattorna, 作者, “思想领袖”
Gattorna Alignment P/L 执行主席

讨论组成员：

Roger Bhalla 供应链流程及信息系统副总裁 惠普

Tom Cho 全球采购总监 应用材料

Greg Henninger 全球物流总监 特斯拉汽车

Tiffany Yun OEM供应链总监 微软

1025 茶歇与交流 ☕

1055 实现供应链流程及信息系统的标准化和变革

- 惠普是全球计算机行业内供应链最庞大的公司之一
- 自2010年起惠普在供应链改革、流程最优化、信息系统标准化等方面有着瞩目的进步
- 这个演讲惠普将分享过往在全球供应链中的重要机遇、教训以及重要实践

Roger Bhalla 供应链流程及信息系统副总裁 惠普

1120 经验分享：供应链的风险与机遇管理—从需求计划到生产能力再到供应链的重要合作伙伴

主持人：

讨论组成员：

夏之斌 供应链和客户服务副总裁 博思格钢铁

Paul Matthews 运营副总裁 艾意凯咨询

1210 午餐(西餐) 🍴

议程二 全球化的端到端供应链管理

领先的企业认识到，除非优化所有供应链职能的决策制定流程，否则不可能实现突破性的改进。一些企业现在已经采取措施来整合和授权其供应链组织。这些企业根据连带责任将供应链的所有职能作为单一资源进行管理，从而确保组织关注端到端的优化，并整合上游和下游的供应链合作伙伴。

这个议程将涵盖整个端到端供应链，从订单管理、外包和制造，到物流和运输的严格成本优化与控制管理。

主席：

Thomas Callarman, 运营管理学教授并兼任中欧全球运营管理和价值链中心主任 中欧国际工商学院

1350 设计并实现动态供应链

John Gattorna

作者, “思想领袖”

Gattorna Alignment P/L

执行主席

1425 制造业供应链的良性成长和危机管理

Darren Plested

工程、制造、能源副总裁

DHL

1450 端对端的供应链管理

Mark Shandley

供应链副总监

伟创力

1525 茶歇与交流 ☕

1555 题目待定

Lee Hochberg

业务发展及供应链领域领袖

SolveIT软件

1620 案例分享—英特尔在中国配送保税货物的经验分享

- 在过去两年中，英特尔在华主要客户已把他们的沿海航区从上海深圳扩充到了许多分散的内陆点
- 这个案例将分享英特尔如何高效地支持他们分散内陆点

Mel Davies

全球物流总监

英特尔

1645 圆桌讨论：如何通过创新运营实现端到端的供应链变革

1745 第一天会议结束



会议日程 第二天 2012年 3月 23日 周五

议程三 在多变的环境下，流程、人力、技术的动态协调与优化

在当今动荡与不稳定的全球局势下，供应链的运作需要流程、人员与技术多方面的协调与优化。这个议程让你重新审视公司供应链体系；把从内部到外部的思维转换为从外部到内部，以契合客户和业务不断变化的需求；调整库存风险管理政策和公司发展战略，实现营运资本最大化；整合供应链环节中人员配置、流程管理和技术运用以确保满足用户需求；在延伸性供应链中优化采购、生产、分销、客服等各战略。

主席：
Joseph Francis, 执行董事
供应链管理委员会

0900 题目待定

Joseph Francis
执行董事
供应链管理委员会

0935 保证计划和采购流程一致性，确保充沛的生产量——如何在全球多变的汽车生产环境下做到供与需的平衡

Erik Uyttendaele
副总裁 物料计划与物流
沃尔沃汽车

1000 制胜于更优化的供应链设计

- 是什么限制了现存的供应链更好的表现？如何让IT计划编制系统和数百万美元EPR应用真正优化运营？答案也许使您颇为震惊。实际上，一个供应链真正的潜力依赖于它的设计。
- 接下来这段陈述将会讨论全球知名企业如何运用“供应链设计”作为一种竞争和取胜的方式。他们用一系列的衡量方式（包括成本，服务，组织，可持续性和风险）来设计他们的供应链。

Toby Brzozowski
销售副总裁
LLamasoft

1035 茶歇与交流 ☕

1105 以需求带动采购，在快速发展的市场中降低多变的风险

联合发言人：
Bo-Inge Stensson
全球采购高级副总裁
斯凯孚
Ramki Ramakrishnan
采购供应链总监
斯凯孚

1145 圆桌讨论：战略分享——如何寻找、培养、留住来自本地与全球的供应链高端人才

1225 午餐(中餐) 🍽️

议程四 全球危机下的供应链再设计

全球市场将在未来几年面临前所未有的竞争与危机，企业必须能够应对许多不同的供应链挑战——需求波动、复杂度增加和全球化、更高的成本压力，以及更为广泛的供应链风险。因此，为了更好地适应不断变化的供应链需求并保持供应链稳定性，供应链的再设计就变得尤为重要。

这个议题将探讨在新经济形势下供应链管理将面临的挑战，并共同探索可行性解决方案。

主席：
Thomas Callarman, 运营管理学教授并兼任中欧全球运营管理和价值链中心主任 中欧国际工商学院

1340 通过优异的表现和长远的目光，建立全球化供应链

- AEROLIA认定
- 采购的活力和洞察力
- 综合工厂和包装中心的概念
- 亚洲的扩张和发展

Thomas Dhalluin
亚太区采购及供应链总监
Aerolia

1430 实践经验分享：如何通过可持续供应链管理与精益计划创造供应链价值

主持人：
Thomas Callarman
运营管理学教授并兼任中欧全球运营管理和价值链中心主任 中欧国际工商学院

讨论组成员：
Joerg Biesemann
亚太区物流总监
大陆汽车
Kirk Williams
总经理
戴尔服务（中国）

1510 大会主席致闭幕词

1530 会议结束 交换名片

2012年3月24日 工厂参观

- 8:15 在上海卓美亚喜马拉雅酒店门口集合
- 8:30~9:30 驻车前往上海临港产业区
- 9:30~9:55 到达产业区 了解产业区概况
- 9:55~10:20 前往三一重工
- 10:20~11:00 参观三一重工
- 11:00~11:30 前往临港新城并参观物流园区
- 11:30~12:30 返回酒店



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DHL作为物流行业的翘楚，有志于成为全球第一。DHL致力于在快递，国际空运和海运，公路和铁路运输，合同物流，以及国际邮政业务的领域，为客户提供专业的服务队伍。全球网络覆盖220个国家及区域，雇员员工数超过30万，旨在为客户提供优质的服务和符合当地实情的专业建议来满足客户有关供应链的各种要求。DHL乐意承担社会责任，为控制全球气候变暖等环境问题，自然灾害的应急管理和教育援助积极做出贡献。

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SolveIT软件责任有限公司是一家澳大利亚公司，专门提供供应和需求优化方案和企业整体企划方案。几位世界享有盛名的计算机领域科学家和科研机构共同的领先研究成立了该公司，我们提供以下企业软件：• 高级的计划和调度排程 • 供应链网络优化 • 需求计划及预报 • 预测模型。我们屡获殊荣的应用程序是基于专有平台，用于先进的优化，预测和假设分析，并优化生产和供应链活动，从本地（厂）到全球（网络）的级别。我们的客户包括Rio Tinto（力拓），BHP Billiton（必和必拓），Viterro, Visy, Fortescue Metals Group（福蒂斯丘金属集团），Incitec Pivot, Foster's Group, Xstrata, PFD Food Services（PFD 食品服务，Liquor Marketing Group（酒营销集团），Hills Industries, Pernod Ricard Pacific, ETSA Utilities（ETSA公用事业），BMA Coal（BMA 煤炭），Amcor, Newfarm, Dentsu Corporation（电通公司），and the Australian Defense Science and Technology Organisation（DSTO，澳大利亚国防科学与技术组织）。

Improving supply chain network operations is accomplished through efficient modeling and analysis of elements and policies governing flows of materials in entire supply chains. LLamasoft provides software and expertise to design and improve end-to-end global networks for manufacturing operations, capacity and throughput initiatives. LLamasoft's Supply Chain Guru® is the leading supply chain strategic planning application available in the world today. It enables companies to model, optimize and simulate supply chain operations, leading to major improvements in transportation, inventory, sourcing, and production. LLamasoft, based in Ann Arbor, Michigan USA, counts many Global companies, government/military agencies, and global public health organizations as customers.



提高供应链的网络运作是透过控制在整个供应链中物料流动的元素和策略做有效率的模块建构及分析。LLamasoft提供软件和专业设计来提高点对点全球网络的制造过程、产能及产量能动性。LLamasoft的 Supply Chain Guru®是全球领先的供应链策略规划且适用在现今全球的应用软件。Supply Chain Guru®可以让企业做模型建构、最佳化及模拟供应链的运作来引导在运输、库存、采购和生产上做重大的改善。LLamasoft的总部是设在美国密歇根州，安阿伯，且有许多全球企业、政府/军事机构以及全球公共健康组织的客户。

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From steel in the 19th century, to electrical distribution and automation in the 20th and energy management in the 21st, Schneider Electric has always been driven by an international, innovative and responsible mindset to shape the transformation of the industry it was evolving in. Between energy generation and its usage, Schneider Electric provides technology and integrated solutions to optimise energy usage in markets like energy & infrastructure, industry, data centres, buildings and residential. With a unique portfolio in electrical distribution, industrial automation, critical power & cooling, building management and security, Schneider Electric is the only global specialist in energy management and a world leader in energy efficiency.



施耐德电气是法国的工业先锋之一。世界500强企业，全球顶级电工企业。施耐德19世纪，施耐德电气从事钢铁工业、重型机械工业、轮船建造业；20世纪，从事电力与自动化管理业。在成立的170多年里，施耐德电气遇到过无数次挑战，也做过数次重大战略选择，现在集团已经成长为行业领导者。现今世界，能源问题已成为制约经济高速发展和环境保护的核心因素，施耐德电气一直致力于改善客户在电力领域的绩效和日常生活水平。作为能源优化领域的世界领先企业，施耐德电气集团业务包括5大市场：能源和基础设施、工业、数据中心和网络、楼宇以及住宅等领域提供产品和服务。

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For more than 27 years, Dell has played a critical role in transforming computing, enabling more affordable and more pervasive access to technology worldwide. Today, the computer industry is at a critical inflection point that will redefine the types of products and services customers demand from their technology providers, including greater mobility, virtualization, cloud computing and ubiquitous data capacity and access. Dell is addressing this industry change, listening to customers and using that insight to create innovative technology solutions that help them succeed. At Dell, technology has always been about enabling human potential. The company is relentlessly focused on delivering technology that works harder for its customers and is more accessible to people and organizations around the world.

在过去的27年里，戴尔在计算机产业的转型中贡献卓著；为世界带来更多、高性价比和更简便的技术资源。当今是计算机产业的拐点，将重新界定客户期望技术供应商提供的产品和服务类型，包括更大的移动性、虚拟化、云计算，以及无处不在的数据和接入能力。戴尔正在积极应对行业变化，聆听客户需求，把真知灼见转化成创新技术解决方案，助力客户成功。戴尔认为技术的力量在于释放人类的潜能。我们始终坚定不移地专注于为客户提供更高效的技术，为全球更多的消费者和机构带来更便捷的技术。



Pantos logistics is a 3PL provider with a wholly owned global network. Current customers span various industries, such as: Low- to High-end Electronics; Specialty- and Petro-Chemical; Machinery; Construction; Food and Beverage and more. Products include: International sea-freight and air-freight forwarding; Inventory and Purchase Order Management Software; Warehousing and Distribution Solutions; Niche services like Trans-Siberian Rail and bi-weekly charter flights ex Asia to Europe and USA. We also specialize in Value-Added Logistics such as Software Flashing and Reverse Logistics. Pantos Logistics – your Precision Planning Partner.

Pantos Logistics是拥有广泛的国际网络的第三方物流公司。我们现有的顾客群横跨于各种各样的产业，比如，从低到高科技、石油化学、机械、建设、食品和饮料等产业。我们的商品包括国际海运和空运、货存和采购订单管理软件、仓储与配送、还有一些利基服务，像西伯利亚铁路、周期性的包机航班（如：从亚洲到欧洲和美洲）等。我们还专长于增值物流，像软件升级和逆向物流等。Pantos Logistics——您忠实的商业合作伙伴。



As one of the Asian region's leading provider of integrated logistics services, Toll Global Logistics ("Toll") is a division under the Toll Group, and is the partner of choice for several world's best known brands. Established in Australia since 1888 and listed on the ASX (Australian Stock Exchange) in 1993, the Group now generates annual revenue of over A\$8.2 billion and employs around 40,000 staff in 55 countries today. Toll's capabilities include the provision of fully integrated end-to-end logistics solutions, incorporating the critical components of operational expertise, scale, diversity of services, asset ownership and technology solutions. Toll leverages its global presence and industry expertise to support many leading domestic heroes and multinationals, providing bespoke logistics solutions across a range of key market sectors including automotive, consumer, hi-tech, industrial and chemical, retail and fashion, government, defence and humanitarian logistics sectors, as well as project logistics and specialised logistics services.

拓领环球物流作为许多世界顶尖品牌的合作伙伴，隶属拓领集团，是亚洲地区提供综合物流服务供应商中处于领先地位的公司。拓领集团在澳大利亚成立于1888年，1993年在澳大利亚证券交易所挂牌上市。如今整个集团年收益超过82亿澳元、拥有约4万名雇员，遍布世界各地55个国家。拓领环球物流拥有众多的物流专家，全球网络规模，自有资产，多样化的服务以及技术等关键要素，致力于为客户提供全面整体的供应链解决方案。拓领环球物流利用全球业务和专业知识，在一系列关键市场领域为许多国内领先的企业和跨国公司提供量身定制的物流解决方案，其中包括汽车类，消费品类，高新技术类，工业及化工品类，零售和时尚类，政府及国防和人道主义后勤部门，以及项目物流和专用物流服务。



As an Asia-based total logistics service provider with over 40 years of experience, Dimerco Express Group has broadened its expertise from Greater China, East and South-East Asia into the United States, Europe and Oceania; now our self-owned offices have expanded to more than 150 in 17 countries. Our e-commerce platform, the Dimerco Value Plus System, not only consolidate internal data and information, but also provide external data integration and real-time information visibility for effective supply chain management.

中菲行国际物流集团成立于1971年，专注于国际运输及相关服务之经营；目前于亚洲、美洲、欧洲及澳洲等17个国家，拥有超过150个营运据点，建构全球的服务网络。中菲行整合性的电子商务服务平台及全球实时信息——中菲行增值讯息系统（Dimerco Value Plus System）不仅能提供客户创新的IT解决方案，并可即使传递及整合信息，并依客户的要求为客户提供更有效率的管理。



Emptoris, an IBM Company, is a world leader in delivering strategic supply and contract management solutions that enable companies to maximize financial performance and optimize commercial risk. The company's award-winning sourcing, contract management, spend analysis, supplier lifecycle management, service procurement and telecom expense management solutions are leveraged by more than 350 Fortune 1000 and Global 2000 companies: American Express, Boeing, Cigna, ConocoPhillips, GlaxoSmithKline, Kraft, Motorola, United Healthcare, Syngenta, Vodafone, CNOOC and YUM! China.

Emptoris (IBM旗下公司)是全球领先的战略采购管理与企业合同管理解决方案的供应商，其解决方案致力于帮助全球企业降低商业风险、实现最大化价值。Emptoris解决方案套件连续多年获得独立分析机构最高评价，并得到全球2000强企业的广泛采用和高度认可，这套解决方案包括采购寻源、合同管理、支出分析、供应商管理、服务采购管理和电信支出管理。Emptoris在全球拥有客户超过350家，主要包括美国运通、波音公司、信诺保险公司、康菲石油公司、葛兰素史克公司、卡夫食品公司、摩托罗拉公司、先正达、美国医疗保健公司、沃达丰、中国海洋石油总公司、百胜中国等。