The Changing Logistics Ecosystem: Complexity Drives Data Use

Page Siplon
Chief Executive Officer
TeamOne Logistics designs and manages workforce solutions to minimize the risk, cost, and complexity of your logistics enabled business.

TeamOne Logistics has two primary solution models:

1) **Integrated Workforce Solutions**: We take on all employment related risks through a unique long-term “employer of record” model designed for your specific needs.

2) **Temp-to Hire**: We recruit and on-board safe, qualified individuals to fill fulltime positions.

- **Founded in 2003 by logistics executives** and is headquartered in Alpharetta, Georgia (metro-Atlanta)
- Expert recruiters and trainers located throughout the US, with a combined **300 years of logistics industry experience**.
- **Current clients range** from operators of private truck fleets to 3PL’s, carriers, distributors, manufacturers, and transportation companies.
- Proud to **never have lost a client** in over a decade.
10% of TOTAL sales revenue for any company goes to “Logistics”

- **49%** for Transportation
- **22%** for Inventory Carried
- **9%** for Warehousing
- **20%** for Customer Service
CHANGE AHEAD
What’s Changing?
Infrastructure
Investment
The US population is currently over 325 Million People.
70% of consumers live east of Dallas and Chicago.
...by the year 2050

+ 100 Million People in USA

X 40 Tons/Person

4 BILLION TONS IN USA

More
Cargo Origin = CHINA
Cargo Destination = ATLANTA

ALL WATER ROUTES TO E.C.

LAND BRIDGE FROM W.C.
$7 Billion in added costs because of shallow harbors in 2010, $14 Billion by 2040

$20 Billion spent annually by private freight railroads

$27 Billion in cost to U.S. businesses due to deficient highways in 2010, $1.3 Trillion by 2040

$4 Trillion projected loss to U.S. GDP by 2040 due to lack of investment in infrastructure
What’s Changing?

Consumers
I’ll have a venti triple-shot, half-caff, no whip mocha... extra hot.

Consumers Expect Personalization
$65.00
SLIP-ON MEN
1. START CUSTOMIZING:
VAMP (ZEBRA BLACK/WHITE)
QUARTER (POLKA DOTS AQUA)
HEEL COUNTER (SUNFLOWER)
VAMP BINDING (SOLID CYBERYELLOW)
FOXING (SOLID TRUE WHITE)
FOXING STRIPE (SOLID FORMULA ONE)
ELASTIC GORE (SOLID BLACK)
COLLAR LINING (SOLID TRUE WHITE)
2. SIZE:
At the end of **2013** there were more mobile devices on planet earth than HUMANS!
What’s Changing?
Manufacturing
• 10 Homes
• 24 Hours
• $5,000 Each

... SOON
What’s Changing?
Workforce Supply & Demand
270,000 JOB OPENINGS PER YEAR

1 MILLION JOB OPENINGS BY 2018

PROJECTED ANNUAL U.S. JOB OPENINGS

- Trucking: 115,480
- Warehouse & Distribution Labor: 125,160
- Logistics Operations & Management: 12,660
- Industrial Engineering: 12,110
- Air Cargo Supervisors: 260
- Freight Rail: 4,530
Truck Driver Age Shift

SOURCE: ATRI
FOUR PILLARS OF A RESILIENT SUPPLY CHAIN

1) Visibility: Being able to track and monitor supply chain events and patterns as they happen, or even before they happen.

2) Flexibility: Being able to adapt quickly in response to problems without significantly increasing operational costs.

3) Collaboration: Ability to work effectively with supply chain partners, and share common best practices.

4) Control: Having robust policies, monitoring, and control mechanisms to help ensure proper procedures and processes are actually followed.