



The Changing Logistics Ecosystem: *Complexity Drives Data Use*

A photograph of a row of white semi-trucks parked in a lot, viewed from a low angle. The trucks are white with chrome grilles and orange marker lights on their hoods. The background is a clear blue sky.

Page Siplon
Chief Executive Officer

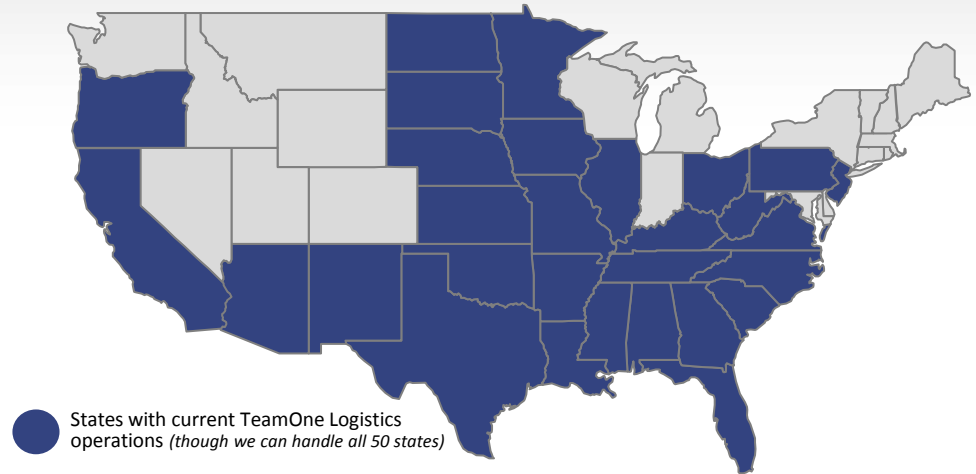
TeamOne Logistics Overview

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.

National presence with **850 employees** currently operating with **clients in 87 locations across 29 states.**



- **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.

Every Supply Chain is unique



Bottom Line

**How are you going to
double your business
this year?**

Supply Chain Priorities:

1) Faster

Supply Chain Priorities:

1) Faster

1) Better

Supply Chain Priorities:

1) Faster

1) Better

1) Cheaper

Supply Chain Priorities:

1) Reliable

2) Faster

2) Better

2) Cheaper



**CHANGE
AHEAD**



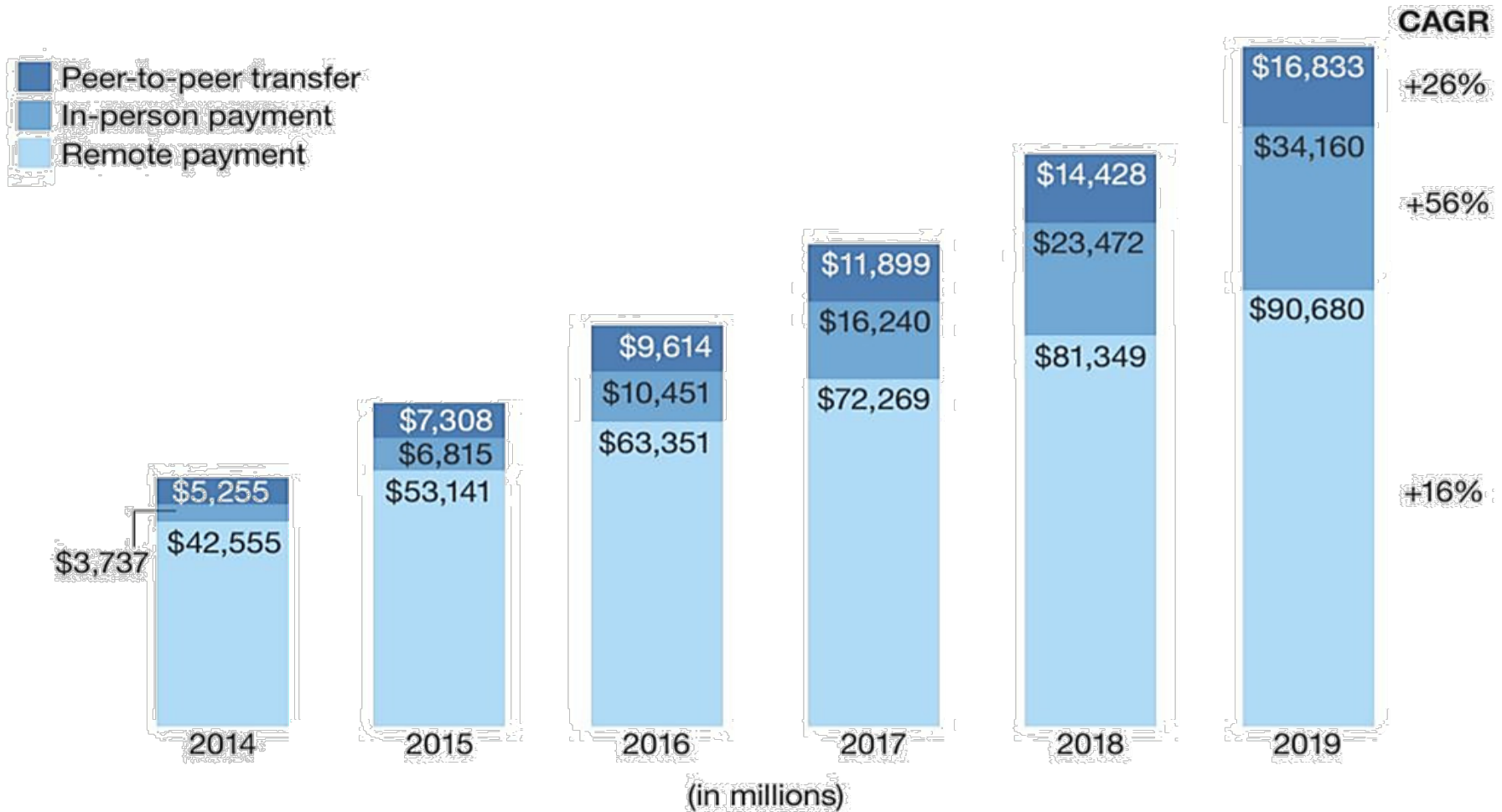


PLEASE TELL ME
YOU'RE EXPECTING
A PACKAGE
FROM AMAZON...

At the end of 2013 there were
more mobile devices on planet
earth than
HUMANS!



Mobile Payments Will Reach \$142 Billion in USA by 2019



Source: Forrester Research Mobile Payments Forecast 2014 – 2019 (USA)

Innovation in Payment Processing Technology?

Bank of America



**WELLS
FARGO**

CHASE 



Pay



\$150 Billion
in
Transactions
in 2013



支付宝™
Alipay.com





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Custom Shoes / Style



POST TO GALLERY

PRINT



\$65.00

SLIP-ON MEN

1. START CUSTOMIZING:



VAMP (ZEBRA BLACK/WHITE)



QUARTER (POLKA DOTS AQUA)



HEEL COUNTER (SUNFLOWER)



VAMP BINDING (SOLID CYBER YELLOW)



FOXING (SOLID TRUE WHITE)



FOXING STRIPE (SOLID FORMULA ONE)



ELASTIC GORE (SOLID BLACK)



COLLAR LINING (SOLID TRUE WHITE)

2. SIZE:

--

Live Chat



DESIGN STUDIO

\$219 USD ⓘ + 365 DAY RETURN OR REMAKE

SAVE

ADD TO CART

MATERIALS

STYLE

HEEL

EXTRAS

Select a panel (or click the part of the shoe):

T-bar

View by texture

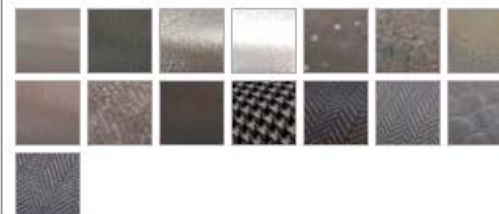
View by color

NEW Tropical Punch ⓘ



T-bar: Soft leather - Pink

NEW 15 Shades of Prey ⓘ



Soft leather ⓘ

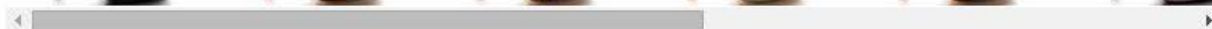


FEEDBACK

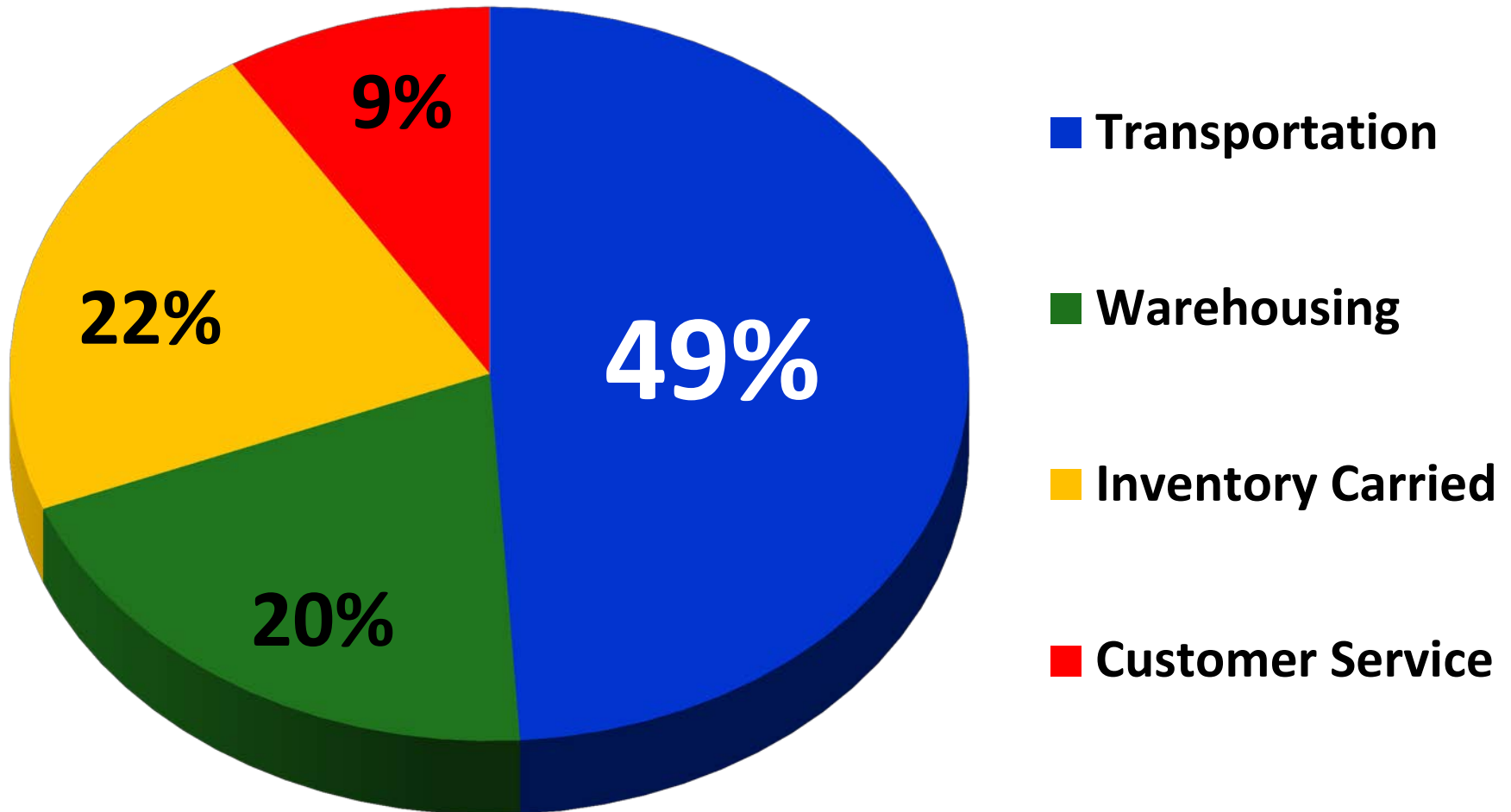


undo

rotate



10% of TOTAL sales revenue for any company goes to “Logistics”



Innovation in Material Handling and Last Mile Delivery?



amazon

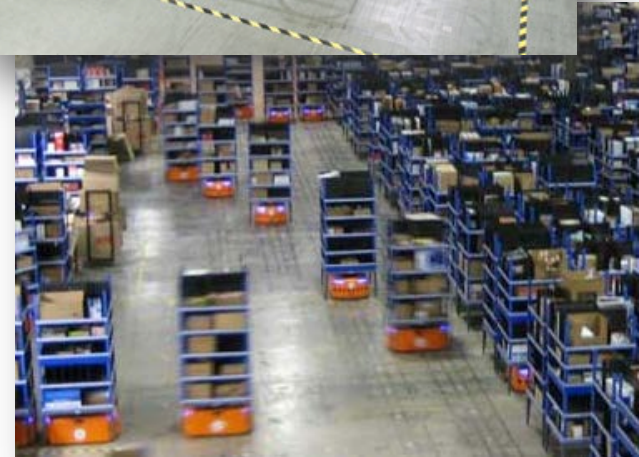


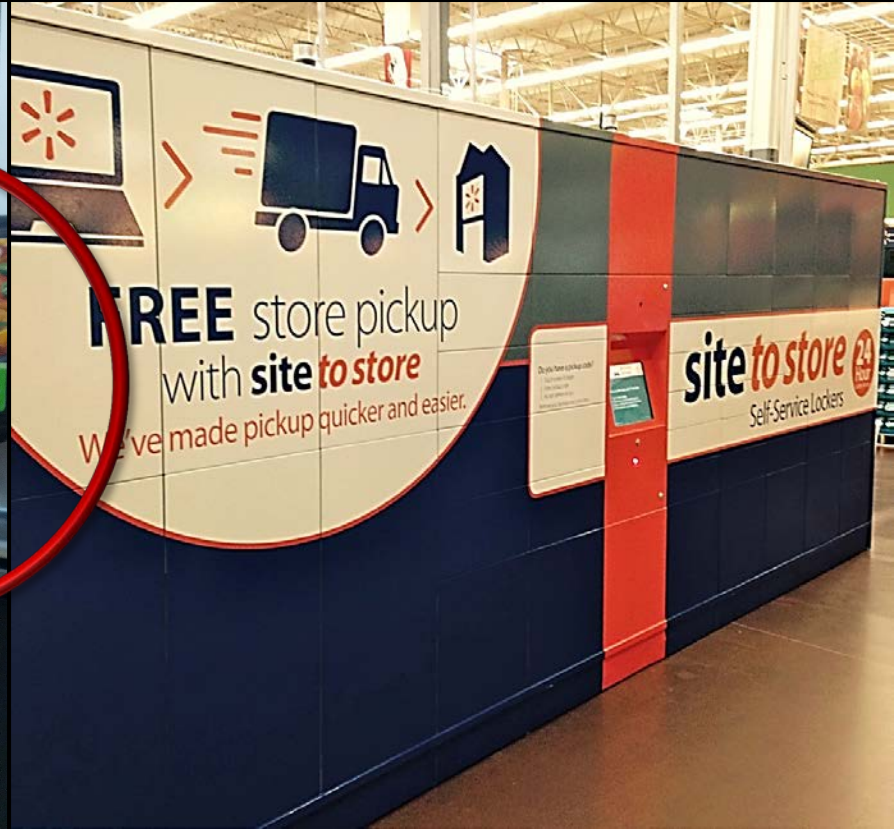
KIVA Systems®

\$775 MILLION

The Washington Post

\$250 MILLION





Innovation in Autonomous Vehicle Research?



CHEVROLET®



Google™



Annual Sales by 2035 = 95 Million

**$\frac{3}{4}$ of All Cars Sold in 2035
Will Have Autonomous Capability**

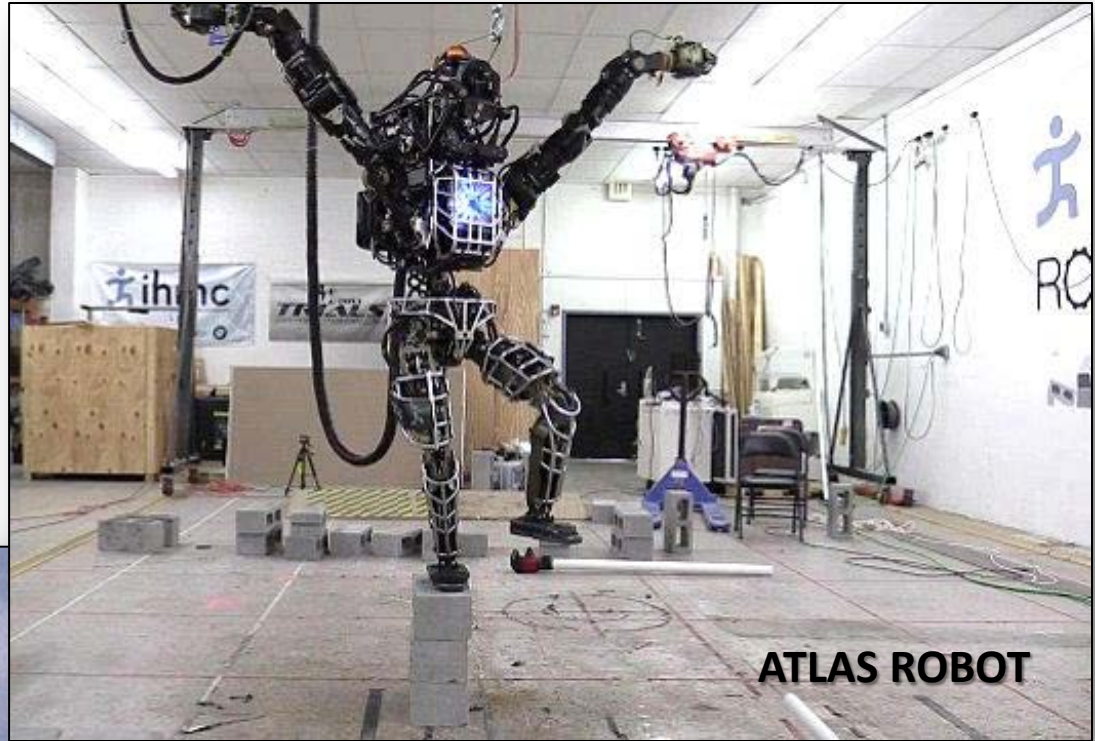




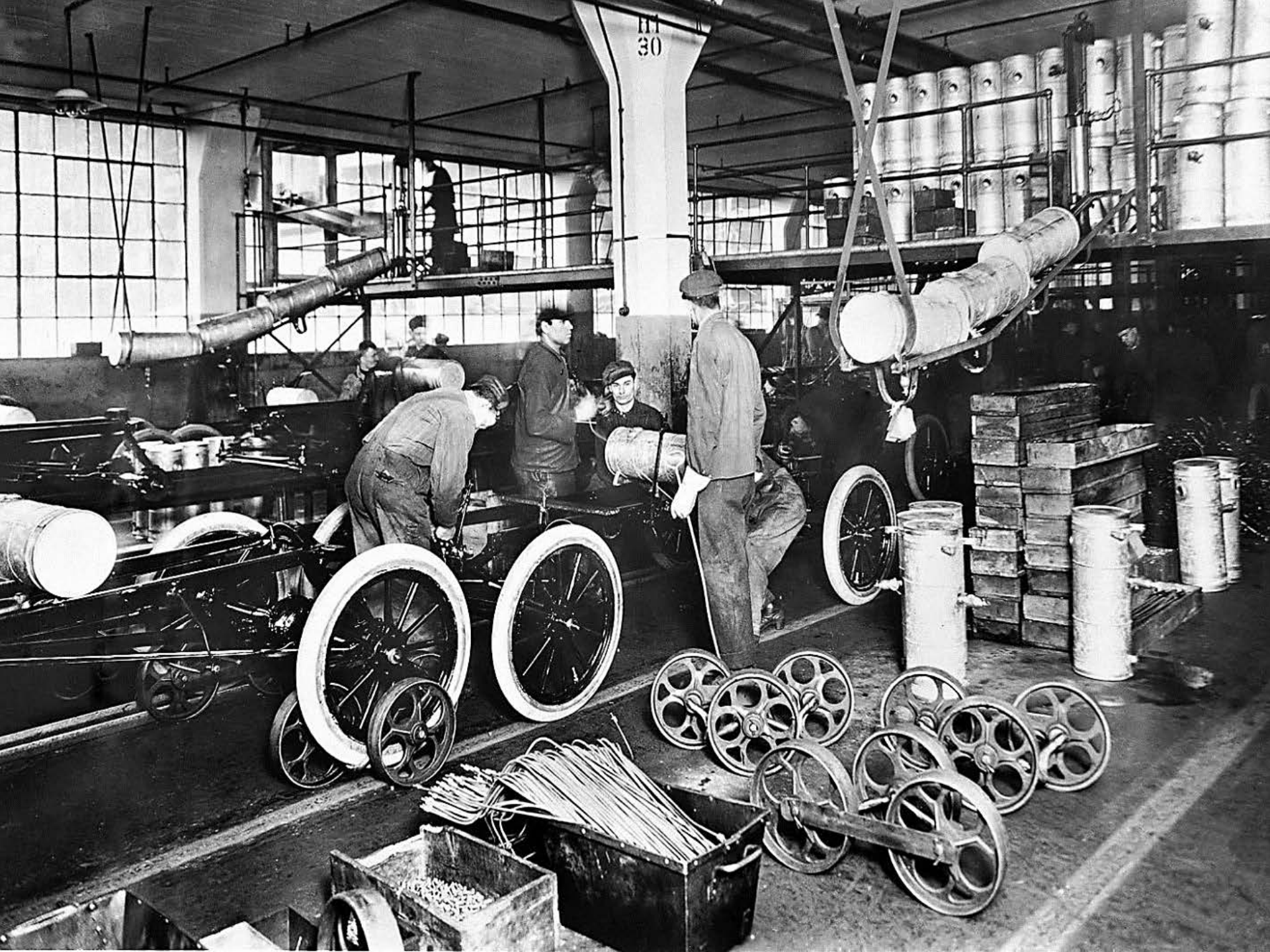
Robotics Acquisitions:

- Boston Dynamics
- Industrial Perception
- DeepMind Technologies
- Titan Aerospace

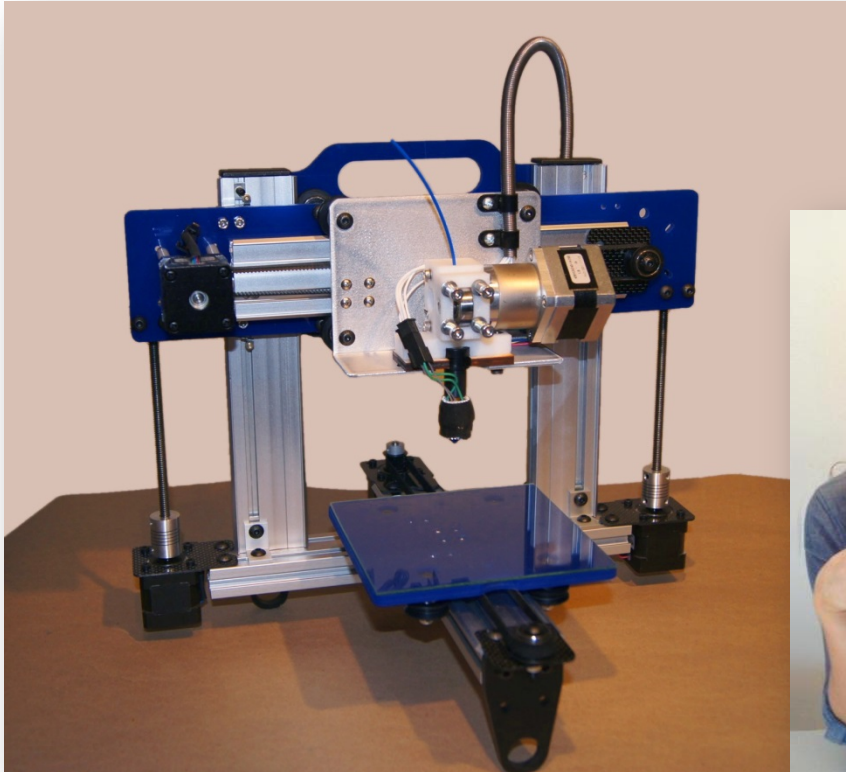
50 total acquisitions since 2013, 172 since 2001!



**\$1 Billion, 60-year lease
of NASA hangar**



\$3.4 Billion in 2014
Grow 500% by 2018



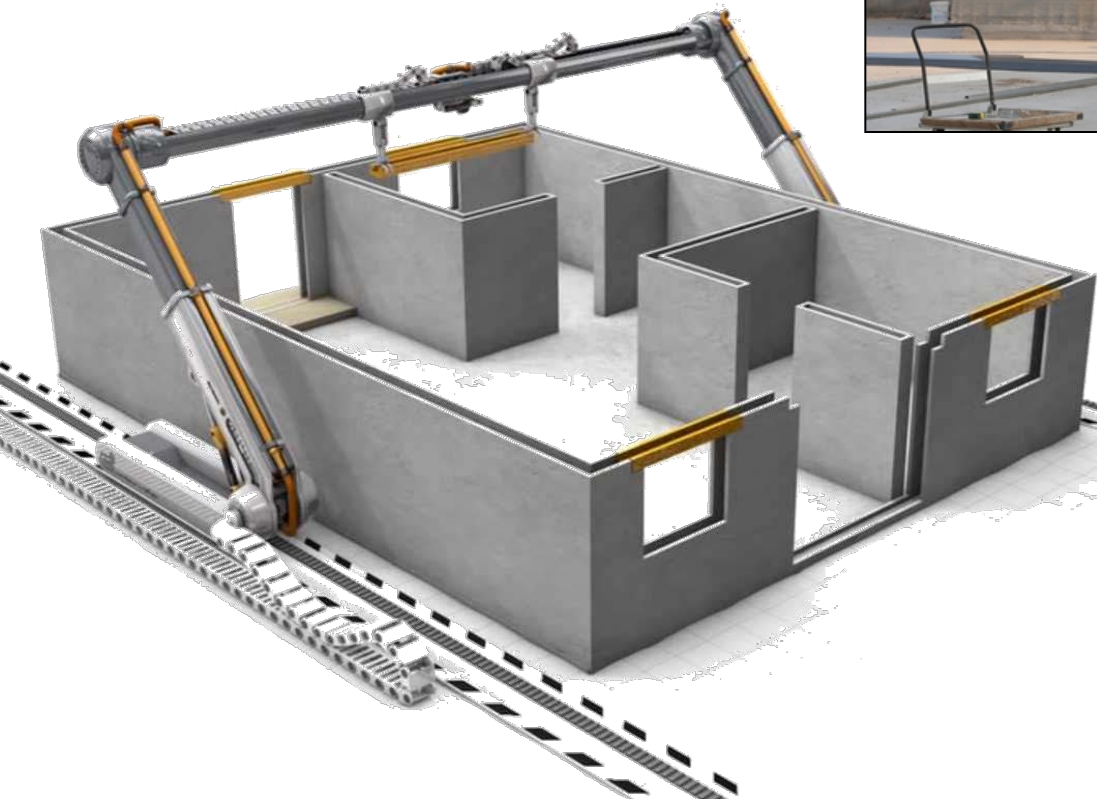


teamOne

NOW...



- **10 Homes**
- **24 Hours**
- **\$5,000 Each**



... SOON

The US population is currently over

325 Million People

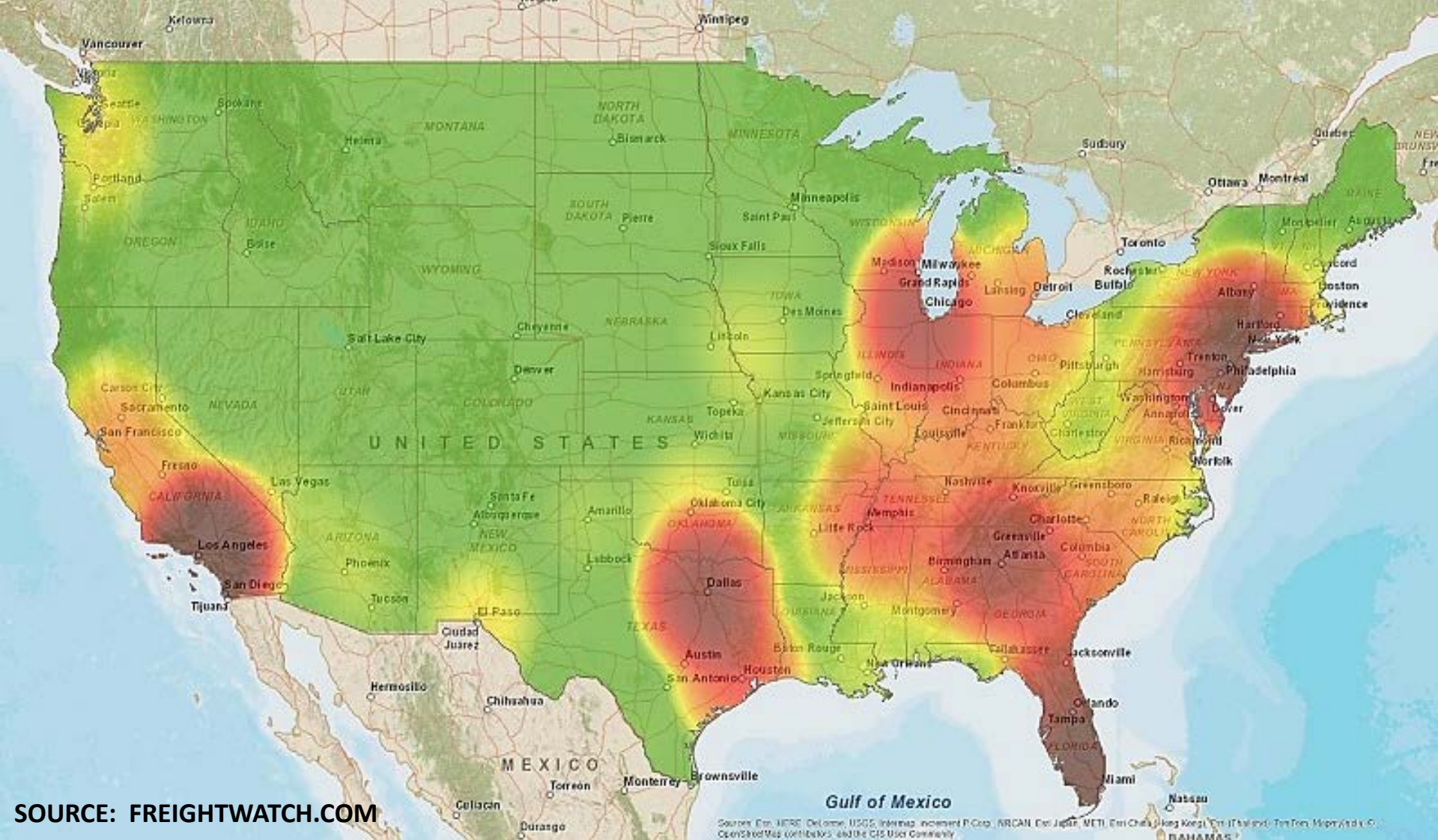


70% of consumers live east
of Dallas and Chicago



Stuff Happens...

- Every **4-5 years** a majority of companies will face a crisis.
- Of those companies that do, almost **75% will close** or suffer a significant long-term impact.
- **43% never fully recover**, and just **29%** will be in business two years later.



- Dollar value lost per cargo theft incident rose 36% percent in 2014
- Average value lost per load in 2014 was \$232,924
- Cargo theft threat level for 2015 remains high

Xiralllic?



Xiralllic



Brilliant Black, Blackberry Pearl, Deep Cherry Red, Red Line, Inferno Red, Bronze Star, Rugged Brown, Hunter Green, Ivory and Billet Silver

...by the year 2050

+ 100 Million People in USA
X 40 Tons/Person

4 BILLION TONS IN USA

^
More

\$7 Billion in added costs because of shallow harbors in 2010, *\$14 Billion by 2040*

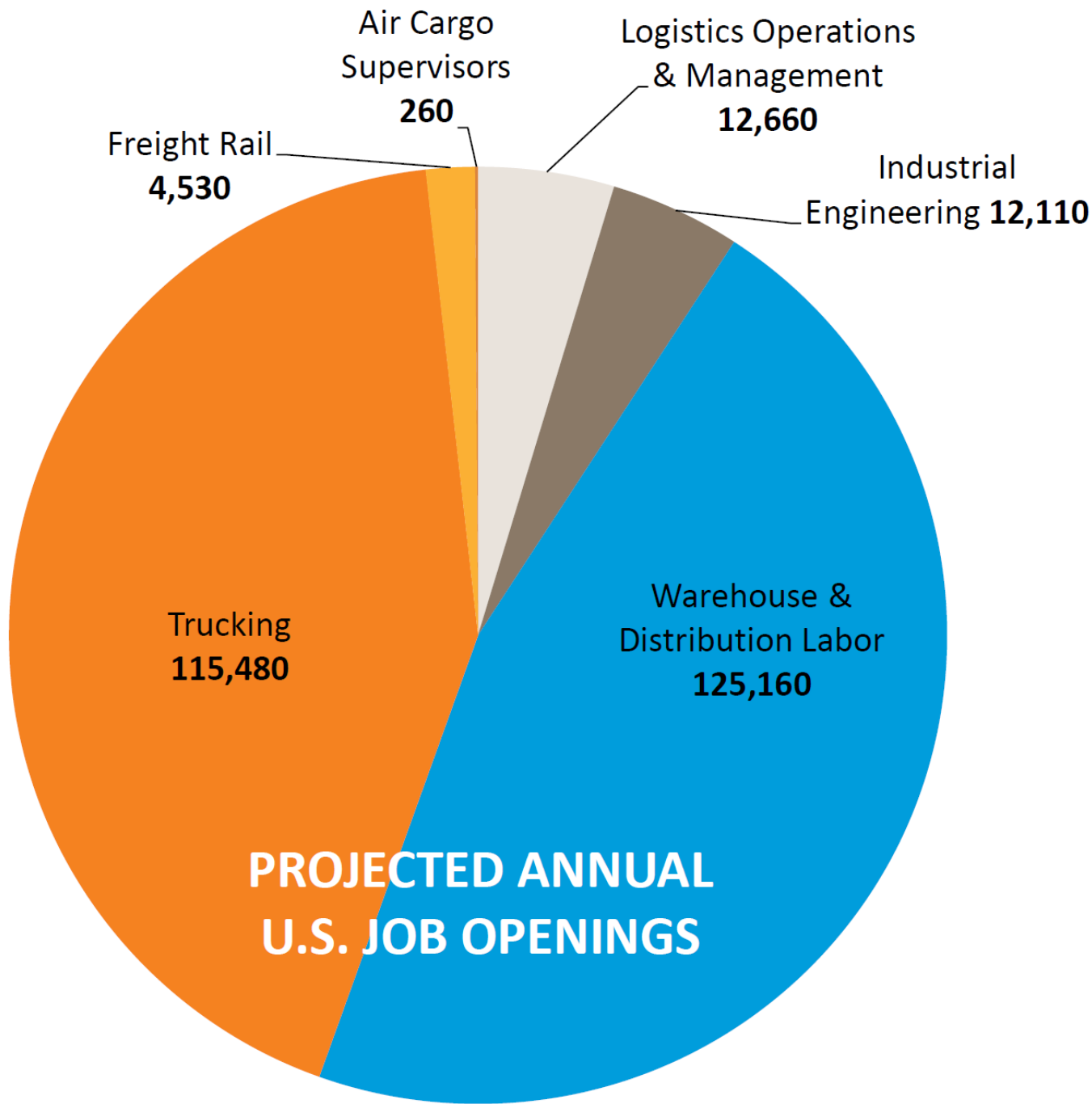
\$20 Billion spent annually by private freight railroads

\$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

HUMAN INFRASTRUCTURE





**270,000
JOB
OPENINGS
PER YEAR**

**1 MILLION
JOB
OPENINGS
BY 2018**

^{Your} WORKFORCE & ^{Your} CUSTOMERS



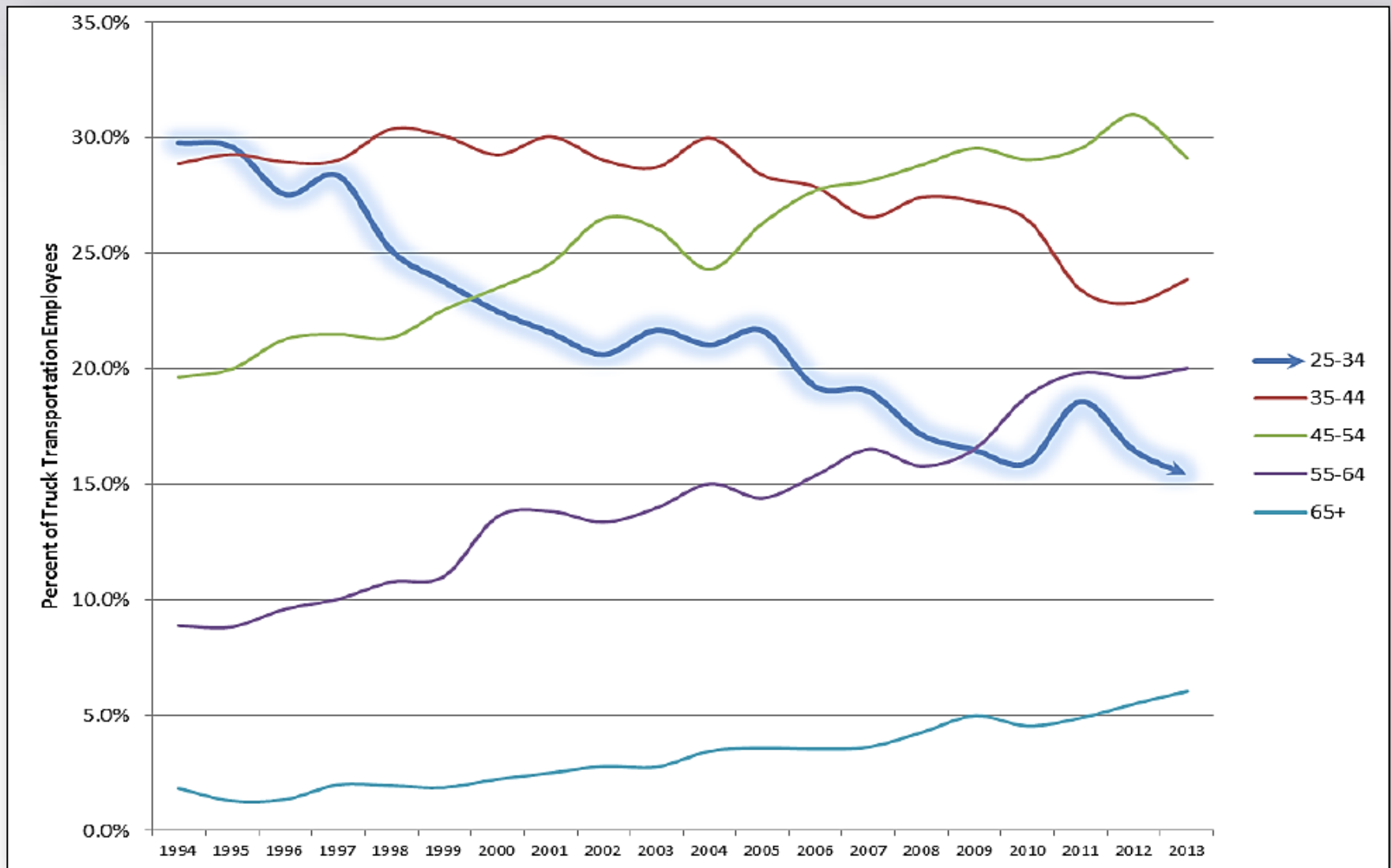
**By 2020, Millennials will make up
40% of the U.S. workforce**

Driver Shortage

- **ATA estimates ~100,000 new drivers needed per year for next ten years**
 - ◆ **36% as a result of industry growth**
 - ◆ **37% as a result of retirements**
 - ◆ **Remaining 27% due to drivers leaving the industry (voluntary/non-voluntary)**



Truck Driver Age Shift



SOURCE: ATRI

Top Issues Drivers vs. Carriers

Commercial Drivers



Motor Carrier Execs

1. Hours-of-Service
2. Truck Parking
3. ELD Mandate
4. CSA
5. Driver Retention
6. Driver Health/Wellness
7. Fuel Supply/Fuel Prices
8. Driver Distraction
9. Driver Shortage
10. Transportation Infrastructure /Congestion/Funding

1. Driver Shortage
2. Hours-of-Service
3. CSA
4. Driver Retention
5. ELD Mandate
6. Transportation Infrastructure /Congestion/Funding
7. Economy
8. Driver Health/Wellness
9. Tort Reform
10. Driver Distraction

Good Luck!





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Thank you!
Questions?

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