

DESCARTES™
VIRTUAL
Evolution 2020

AGENDA AND OVERVIEW



EMERGING STRONGER

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V I R T U A L

Evolution 2020

We are thrilled to announce that the online event is starting on July 15th. This year's theme is **Emerging Stronger**. In support of this theme, we have put together an event that addresses the current market dynamics and provides solid guidance for future success. The goal with Virtual Evolution is to bring the best of the physical conference online. We are committed to making sure you come away with at least one great idea to improve the productivity, performance and security of your business. Attendees will:

- Learn about Descartes' vision for the solutions and industries it serves
- Discover new strategies, tactics and best practices
- Hear from customers how they are meeting today's challenges
- Learn how Descartes is innovating its solutions and the business value they can deliver
- Get your questions answered by customers and Descartes' experts

There is no charge for Descartes customers to participate, so please invite any of your associates who may benefit from the event. The initial sessions will be live and will also be available on-demand for several weeks after the event.

We look forward to "seeing" you at Descartes Virtual Evolution 2020!



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SESSIONS BY TRACK



DESCARTES VIRTUAL EVOLUTION 2020

Program Track Legend and Descriptions

Sessions are both industry- and solution-focused, and are organized into the following tracks:



Ecommerce

Topical industry presentations and customer success stories designed to help organizations drive new revenue opportunities, achieve a higher level of customer service, and improve cost savings amid complex supply chains and changing sales patterns.



Fleet and Home Delivery

Topical industry presentations and customer success stories designed to help businesses employing private and/or dedicated fleets maximize the potential of fleet operations and optimize home delivery with flexible delivery choice.



Forwarder / Broker and Customs

Topical industry presentations and customer success stories designed to help freight forwarders and customs brokers accelerate supply chain speed in the face of intense competitive pressure, demanding ecommerce requirements, and constant regulatory changes.



Global Trade Intelligence

Topical industry presentations and customer success stories designed to help organizations with international shipping operations increase the informational value of trade data and the productivity of staff to reduce operating costs, improve compliance, and accelerate supply chain speed.



Transportation for 3PLs and Freight Brokers

Topical industry presentations and customer success stories designed to help third party logistics providers and freight brokers serve customers with greater agility and better source and track carriers to drive down costs.



Transportation for Shippers

Topical industry presentations and customer success stories designed to help shippers optimize multimodal transportation with added visibility to exceed customer expectations and drive up operational excellence.

DESCARTES VIRTUAL EVOLUTION 2020

Track Session Overview



ECOMMERCE

- **Descartes End-to-end Vision for Ecommerce**

Presented by: Johannes Panzer, Descartes. Ecommerce is in hyperdrive putting tremendous pressure on companies to keep up demand while keeping fulfillment costs in line. Hear Descartes' ecommerce vision for better service and more productive fulfillment and shipping operations.

- **Integrating Parcel Shipping Automation into Ecommerce**

Presented by: Richard McNish, Descartes. Parcel shipping is the cornerstone of many ecommerce operations. Learn how automating shipping operations can reduce costs and shipping times and enhance the customer experience.

- **Top 10 Tips for the Ultimate Direct to Consumer Fulfillment**

Presented by: Jonathan Bellwood, Descartes. From hard lessons learned across more than 1,000 companies selling directly to consumers, Descartes will share the common mistakes to avoid and global best practices that need to be adopted.

- **Mountain Khakis Customer Session**

Moderator: Troy Graham, Descartes. Hear the stories from those who have successfully built direct to consumer businesses and are even thriving during the pandemic.

Ecommerce Product Update:

Presented by: Zachary Secrest, Descartes. Learn how Descartes' ecommerce solutions are evolving to meet the future of ecommerce.

Please note that content is subject to change.

DESCARTES VIRTUAL EVOLUTION 2020

Track Session Overview



FLEET AND HOME DELIVERY

- **Descartes End-to-end Vision for Routing, Mobile and Telematics**

Presented by: Chris Jones, Descartes. Fleets have never been more important and challenged at the same time. Hear Descartes' vision for how fleets can contribute more to top and bottom line growth and serve customers better in the new normal.

- **Best Practices for Optimizing the Fleet**

Presented by: Shaki Kodi, Descartes. Whether your business is bursting with additional sales or experiencing reduced demand, increasing productivity is the name of the game for fleet operators. Learn new ways to get more from your fleet.

- **Home Delivery Best Practices**

Presented by: Chris Jones, Descartes. The combination of dramatic volume increases and the need for safer operations has changed the game for home delivery. Learn the best practices Descartes customers are using to meet today's challenges.

- **Wimsatt Customer Session**

Moderator: Bill Nadeau, Descartes. Learn how Wimsatt is taking advantage of integrated routing and telematics to maximize performance and adapt to today's fluid customer demands.

Fleet and Home Delivery Product Update:

Presented by: Sergio Torres, Descartes. Learn how Descartes is evolving its routing, mobile and telematics solutions to meet tomorrow's challenge

DESCARTES VIRTUAL EVOLUTION 2020

Track Session Overview



FORWARDER / BROKER AND CUSTOMS

- **Descartes End-to-end Vision for Forwarder/Broker and Customs Compliance Solutions**

Presented by: Scott Sangster, Descartes. Shifting trade, tariffs and technology are causing forwarders and brokers to rethink their strategies. Hear Descartes' vision for the future of successful LSP operations.

- **Digital Forwarding**

Presented by: Graham Parker, Descartes. Increasing customer service expectations and distributed operations are accelerating the drive to digitizing LSP operations. Hear how Descartes is leading the digital transformation.

- **Customs House Broker and Compliance Trends**

Presented by: Eric Bossdorf, Jos Nuijten, and Martin Meacock, Descartes. Trade and security regulations continue to evolve across the globe. Join Descartes experts as they discuss the upcoming regulatory changes and their impact on global logistics and supply chains.

- **Air City and Everson Customhouse Brokers Customer Session**

Moderator: Chad Singiser, Descartes. Learn how Air City and Everson are taking advantage of the explosive growth of low value ecommerce shipments and governments focus on them.

Forwarder/Broker and Customs Product Update

Presented by: George Manolis and Martin Meacock, Descartes. Learn how Descartes is evolving its forwarding and brokerage and customs solutions to enable digital operations and superior customer service.

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DESCARTES VIRTUAL EVOLUTION 2020

Track Session Overview



GLOBAL TRADE INTELLIGENCE

- **Descartes End-to-end Vision for Global Trade Intelligence**

Presented by: Jackson Wood, Descartes. Global Trade is complex and always evolving – especially in times of disruption and systemic change. Join us to hear Descartes' vision on the opportunities to unify compliance, technology and strategic insight to drive value across your organization.

- **Digitizing Trade Compliance Operations**

Presented by: Marc Roy, Descartes. Compliance programs are facing unprecedented demands, both internally and externally. Learn how technology can be better leveraged to streamline and strengthen your operations.

- **Alternate Sourcing Trends and Best Practices**

Presented by: Jackson Wood and Mark Segner, Descartes. Disrupted trade flows, increasing competition and pressure to reduce costs are placing extreme demands on sourcing operations. Learn how the right tools can help your team identify, analyze and vet new suppliers in a volatile global marketplace.

- **Reliance Steel Customer Session**

Moderator: Preston Barton, Descartes. The value of automating the restricted party screening process.

Global Trade Intelligence Product Update:

Presented by: Anne Van de Heetkamp, Descartes. Learn how Descartes is evolving its global trade intelligence solutions to allow companies to make smarter trade decisions.

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DESCARTES VIRTUAL EVOLUTION 2020

Track Session Overview



TRANSPORTATION FOR 3PLS AND FREIGHT BROKERS

- **Descartes Vision for Freight Brokers**

Presented by: Dan Cicerchi, Descartes. Freight markets are more volatile than ever. Hear Descartes' vision for how freight brokers can scale and serve customers with greater agility.

- **Best Practices for Real-time Visibility and Capacity Sourcing**

Presented by: Mark Carroll, Descartes. Strong carrier networks and visibility are fundamental to freight brokers' growth and profit. Learn how to source and track carriers and exceed customers' expectations.

- **Scaling Up and Creating Agility in Your Freight Brokerage Operation**

Presented by: Jesse Carmichael, Descartes. Speed and flexibility are key ingredients to growth. Learn how cloud-based TMS and integrated applications deliver margin productivity.

- **Crane Freight and Sunset Transportation Customer Session**

Moderator: Mark Carroll, Descartes. Using digital freight brokerage solutions to strengthen the carrier network and operational agility.

3PL and Freight Brokerage Product Update:

Presented by: Mark Carroll and Jesse Carmichael, Descartes. Learn how Descartes is evolving its 3PL and freight brokerage solutions to streamline operations and increase network reach and customer service.

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DESCARTES VIRTUAL EVOLUTION 2020

Track Session Overview



TRANSPORTATION FOR SHIPPERS

- **Descartes Vision for Shippers**

Presented by: Brian Hodgson, Descartes. Customers' expectations and transportation flows are shifting rapidly. Hear Descartes' vision for multimodal transportation to deliver on the new market demands.

- **Best Practices for Real-time Visibility**

Presented by: Dave Marshall, Descartes. Visibility is more critical than ever. Learn how you can use visibility to exceed customer expectations and drive operational excellence.

- **Multimodal Transportation Management**

Presented by: Mona McFadden, Descartes. Learn how transportation teams are bringing together transportation operations on a single platform to meet growing service, cost, and control requirements.

- **Albertsons and The Vollrath Company Customer Session**

Moderator: Brian Hodgson, Descartes. Using advanced transportation management and real-time visibility to meet today's challenges.

Shipper Transportation Product Update:

Presented by: Alan Dunkerley and Pete Currie, Descartes. Learn how Descartes is evolving its transportation solutions to enable shippers to manage modes more holistically.

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SESSION DATES AND TIMES






DESCARTES VIRTUAL EVOLUTION 2020

Session Dates and Times

Wednesday, July 15

Time	Description	Track
11:00 am <i>Length: 45 minutes</i>	Descartes Vision and Corporate Update <i>Presented by: Ed Ryan, Descartes.</i> Hear how Descartes is using its successful past to guide it into the future.	General
11:45 am <i>Length: 45 minutes</i>	Descartes Innovation Update <i>Presented by: Ken Wood, Descartes.</i> Learn how Descartes is using new technologies such as AI, analytics, and cloud-native architectures to power Descartes' solutions for the future.	General

Thursday, July 16







Time	Description	Track
11:00 am <i>Length: 45 minutes</i>	Descartes End-to-end Vision for Ecommerce <i>Presented by: Johannes Panzer, Descartes.</i> Ecommerce is in hyperdrive putting tremendous pressure on companies to keep up demand while keeping fulfillment costs in line. Hear Descartes' ecommerce vision for better service and more productive fulfillment and shipping operations.	
11:00 am <i>Length: 45 minutes</i>	Descartes End-to-end Vision for Routing, Mobile and Telematics <i>Presented by: Chris Jones, Descartes.</i> Fleets have never been more important and challenged at the same time. Hear Descartes' vision for how fleets can contribute more to top and bottom line growth and serve customers better in the new normal.	
11:00 am <i>Length: 45 minutes</i>	Descartes End-to-end Vision for Forwarder/Broker and Customs Compliance Solutions <i>Presented by: Scott Sangster, Descartes.</i> Shifting trade, tariffs and technology are causing forwarders and brokers to rethink their strategies. Hear Descartes' vision for the future of successful LSP operations.	

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DESCARTES VIRTUAL EVOLUTION 2020

Session Dates & Times

Thursday, July 16




Time	Description	Track
11:00 am <i>Length: 45 minutes</i>	Descartes End-to-end Vision for Global Trade Intelligence <i>Presented by: Jackson Wood, Descartes.</i> Global Trade is complex and always evolving – especially in times of disruption and systemic change. Join us to hear Descartes' vision on the opportunities to unify compliance, technology and strategic insight to drive value across your organization.	
11:00 am <i>Length: 45 minutes</i>	Descartes Vision for Freight Brokers <i>Presented by: Dan Cicerchi, Descartes.</i> Freight markets are more volatile than ever. Hear Descartes' vision for how freight brokers can scale and serve customers with greater agility.	
11:00 am <i>Length: 45 minutes</i>	Descartes Vision for Shippers <i>Presented by: Brian Hodgson, Descartes.</i> Customers expectations and transportation flows are shifting rapidly. Hear Descartes' vision for multi-mode transportation to deliver on the new market demands.	
11:45 am <i>Length: 45 minutes</i>	Integrating Parcel Shipping Automation into Ecommerce <i>Presented by: Richard McNish, Descartes.</i> Parcel shipping is the cornerstone of many ecommerce operations. Learn how automating shipping operations can reduce costs and shipping times and enhance the customer experience.	
11:45 am <i>Length: 45 minutes</i>	Best Practices for Optimizing the Fleet <i>Presented by: Shaki Kodi, Descartes.</i> Whether your business is bursting with additional sales or experiencing reduced demand, increasing productivity is the name of the game for fleet operators. Learn new ways to get more from your fleet.	
11:45 am <i>Length: 45 minutes</i>	Digital Forwarding <i>Presented by: Graham Parker, Descartes.</i> Increasing customer service expectations and distributed operations are accelerating the drive to digitizing LSP operations. Hear how Descartes is leading the digital transformation.	

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DESCARTES VIRTUAL EVOLUTION 2020

Session Dates & Times

Thursday, July 16

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11:45 am <i>Length:</i> 45 minutes	Digitizing Trade Compliance Operations <i>Presented by: Marc Roy, Descartes.</i> Compliance programs are facing unprecedented demands, both internally and externally. Learn how technology can be better leveraged to streamline and strengthen your operations.	
11:45 am <i>Length:</i> 45 minutes	Best Practices for Real-time Visibility and Capacity Sourcing <i>Presented by: Mark Carroll, Descartes.</i> Strong carrier networks and visibility are fundamental to freight brokers' growth and profit. Learn how to source and track carriers and exceed customers' expectations.	
11:45 am <i>Length:</i> 45 minutes	Best Practices for Real-time Visibility <i>Presented by: Dave Marshall, Descartes.</i> Visibility is more critical than ever. Learn how you can use visibility to exceed customer expectations and drive operational excellence.	

Wednesday, July 22







Time	Description	Track
11:00 am <i>Length:</i> 45 minutes	Top 10 Tips for the Ultimate Direct to Consumer Fulfillment <i>Presented by: Jonathan Bellwood, Descartes.</i> From hard lessons learned across more than 1,000 companies selling directly to consumers, Descartes will share the common mistakes to avoid and global best practices that need to be adopted.	
11:00 am <i>Length:</i> 45 minutes	Home Delivery Best Practices <i>Presented by: Chris Jones, Descartes.</i> The combination of dramatic volume increases and need for safer operations has changed the game home delivery. Learn the best practices Descartes customers are using to meet today's challenges.	

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DESCARTES VIRTUAL EVOLUTION 2020

Session Dates & Times

Wednesday, July 22





Time	Description	Track
11:00 am <i>Length:</i> 45 minutes	Customs House Broker Compliance Trends <i>Presented by: Eric Bossdorf, Jos Nuijten and Martin Meacock, Descartes.</i> Trade and security regulations continue to evolve across the globe. Join Descartes experts as they discuss the upcoming regulatory changes and their impact on global logistics and supply chains.	
11:00 am <i>Length:</i> 45 minutes	Alternate Sourcing Trends and Best Practices <i>Presented by: Jackson Wood and Mark Segner, Descartes.</i> Disrupted trade flows, increasing competition and pressure to reduce costs are placing extreme demands on sourcing operations. Learn how the right tools can help your team identify, analyze and vet new suppliers in a volatile global marketplace.	
11:00 am <i>Length:</i> 45 minutes	Scaling Up and Creating Agility in Your Freight Brokerage Operation <i>Presented by: Jesse Carmichael, Descartes.</i> Speed and flexibility are key ingredients to growth. Learn how cloud-based TMS and integrated applications deliver margin productivity.	
11:00 am <i>Length:</i> 45 minutes	Multimodal Transportation Management <i>Presented by: Mona McFadden, Descartes.</i> Learn how transportation teams are bringing together transportation operations on a single platform to meet growing service, cost and control requirements.	
11:45 am <i>Length:</i> 45 minutes	Mountain Khakis Customer Session <i>Moderated by: Troy Graham, Descartes.</i> Hear the stories from those who have successfully built direct to consumer businesses and even thriving during the pandemic.	
11:45 am <i>Length:</i> 45 minutes	Wimsatt Customer Session <i>Moderated by: Bill Nadeau, Descartes.</i> Learn how Wimsatt is taking advantage of integrated routing and telematics to maximize performance and adapt to today's fluid customer demands.	

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Session Dates & Times

Wednesday, July 22

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11:45 am <i>Length:</i> 45 minutes	Reliance Steel Customer Session <i>Moderated by: Preston Barton, Descartes.</i> The value of automating the restricted party screening process.	
11:45 am <i>Length:</i> 45 minutes	Crane Freight and Sunset Transportation Customer Session <i>Moderated by: Mark Carroll, Descartes.</i> Using digital freight brokerage solutions to strengthen the carrier network and operational agility.	
11:45 am <i>Length:</i> 45 minutes	Albertsons and The Vollrath Company Customer Session <i>Moderated by: Brian Hodgson, Descartes.</i> Using advanced transportation management and real-time visibility to meet today's challenges.	

Thursday, July 23







Time	Description	Track
11:00 am <i>Length:</i> 45 minutes	B2B Collaboration and Digital Transformation Through APIs <i>Presented by: Tamara DeSwert, Descartes.</i> Learn how Descartes is unleashing its power through a vast array of APIs to accelerate the transformation to digital operations.	General
11:45 am <i>Length:</i> 45 minutes	Descartes Analytics™ Overview <i>Presented by: Jeremy Bruno, Descartes.</i> Learn how Descartes is using analytics to leverage the power of all of the logistics and supply chain data that exists in your Descartes solutions.	General

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DESCARTES VIRTUAL EVOLUTION 2020

Session Dates & Times

Thursday, July 23

Time	Description	Track
12:30 pm <i>Length:</i> 45 minutes	Ecommerce Product Update <i>Presented by: Zachary Secrest, Descartes.</i> Learn how Descartes' ecommerce solutions are evolving to meet the future of ecommerce.	
12:30 pm <i>Length:</i> 45 minutes	Fleet and Home Delivery Product Update <i>Presented by: Sergio Torres, Descartes.</i> Learn how Descartes is evolving its routing, mobile and telematics solutions to meet tomorrow's challenges.	
12:30 pm <i>Length:</i> 45 minutes	Forwarder/Broker and Customs Product Update <i>Presented by: George Manolis and Martin Meacock, Descartes.</i> Learn how Descartes is evolving its forwarding and brokerage and customs solutions to enable digital operations and superior customer service.	
12:30 pm <i>Length:</i> 45 minutes	Global Trade Intelligence Product Update <i>Presented by: Anne Van de Heetkamp, Descartes.</i> Learn how Descartes is evolving its global trade Intelligence solutions to allow companies to make smarter trade decisions.	
12:30 pm <i>Length:</i> 45 minutes	3PL and Freight Brokerage Product Update <i>Presented by: Jesse Carmichael and Mark Carroll, Descartes.</i> Learn how Descartes is evolving its 3PL and freight brokerage solutions to streamline operations and increase network reach and customer service.	
12:30 pm <i>Length:</i> 45 minutes	Shipper Transportation Product Update <i>Presented by: Alan Dunkerley and Pete Currie, Descartes.</i> Learn how Descartes is evolving its transportation solutions to enable shippers to manage modes more holistically.	

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