

# DESCARTES™

## Evolution 2020

Global User & Partner Conference

*This Year's Theme:*

***Harnessing the Power of Logistics Analytics***

### AGENDA PREVIEW



FORT LAUDERDALE, FLORIDA  
MARCH 17-19, 2020

# GLOBAL USER & PARTNER CONFERENCE

## Join Us in Fort Lauderdale, Florida from March 17-19

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Evolution, Descartes' Global User & Partner Conference, is the pinnacle event where Descartes customers and partners from around the world get together to network with other Descartes users, meet the Descartes product management team, provide input on Descartes' product development plans, and learn more about Descartes solutions and how to improve their operations.

Descartes Evolution 2020 will take place in Fort Lauderdale, Florida, March 17-19, 2020 at The Diplomat Beach Resort.

### Learn

- See product demonstrations at the Descartes Technology Fair and learn more about the breadth and depth of Descartes solutions.
- Attend in-depth user training sessions and learn how to get more from your Descartes solutions.
- Learn about future logistics and supply chain trends and how Descartes solutions can help you capitalize on them.

### Network

- Network and share best practices with other Descartes users.
- Connect with our United by Design partner community, see product demonstrations and learn how our combined solutions deliver results.

### Share

- Meet with Descartes product management and provide input on future product development plans.

We look forward to seeing you in Fort Lauderdale!

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*Descartes Evolution 2020 will take place in  
Fort Lauderdale, Florida from March 17-19, 2020  
at The Diplomat Beach Resort.*

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# GLOBAL USER & PARTNER CONFERENCE

## Registration Desk Hours

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The hours of operation for the conference Registration Desk are listed below. Located on the second level of the Convention Center near the Grand Ballroom West, the Registration Desk serves as a central resource for questions and directions during the event:

- **Monday, March 16:** 11:00 am – 6:00 pm
- **Tuesday, March 17:** 7:00 am – 6:00 pm
- **Wednesday, March 18:** 7:00 am – 6:00 pm
- **Thursday, March 19:** 7:30 am – 1:30 pm

## Join us for an Oceanside Networking Event

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On Monday afternoon, we hope you'll be able to join us as we kick off this year's event with a drop in oceanside networking event, right at The Diplomat. Meet your peers and the Descartes team over light refreshments and snacks between 3 pm and 6 pm!

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*Thank you to our Diamond Sponsor:*



**Microsoft**

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# GLOBAL USER & PARTNER CONFERENCE

## Agenda At-a-Glance

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	Monday, March 16	Tuesday, March 17	Wednesday, March 18	Thursday, March 19
7 am				
8 am		Breakfast	Breakfast	Breakfast
9 am		General Session	General Session	Roadmap Sessions
10 am				
11 am		Vision Sessions & Training Workshops	Breakout Sessions	
12 pm				
1 pm		Lunch	Lunch	Lunch
2 pm				
3 pm	Pre-conference Meetings & Networking Events	Breakouts & Training Workshops	Breakout & Roadmap Sessions	
4 pm				
5 pm				
6 pm				
7 pm		Dinner & Awards Reception	Technology Fair & Networking Reception	
8 pm				
9 pm				

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*The theme for Evolution 2020 is  
Harnessing the Power of Logistics Analytics!*

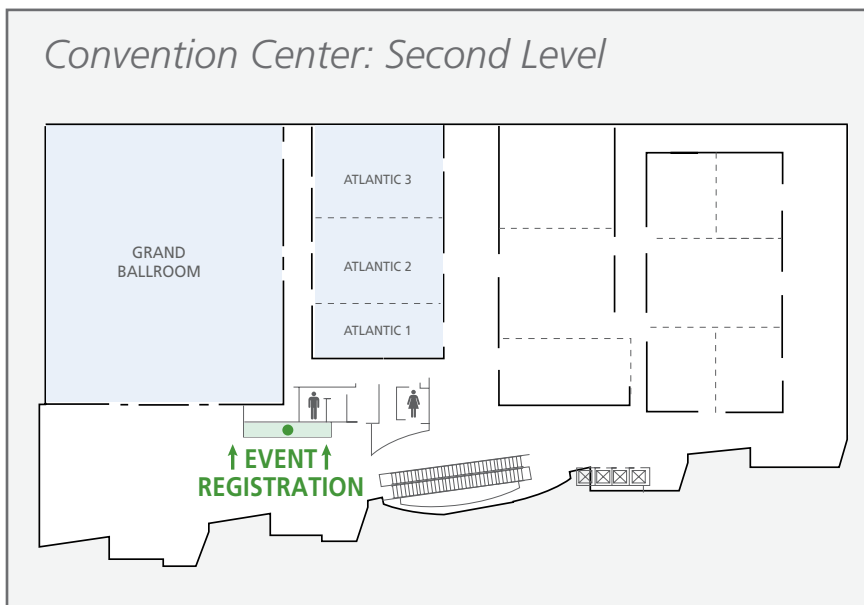
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# GLOBAL USER & PARTNER CONFERENCE

## Conference Floor Plan

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Located on the second level of the Convention Center near the Grand Ballroom West, the Registration Desk serves as a central resource for questions and directions during the event.



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*Please stop by the Registration Desk on the second level of the Convention Center to collect your name badge and Descartes Evolution 2020 conference materials.*

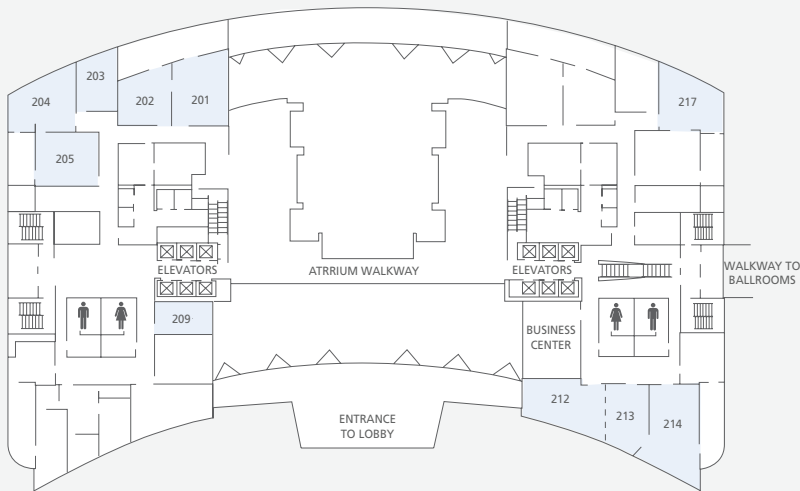
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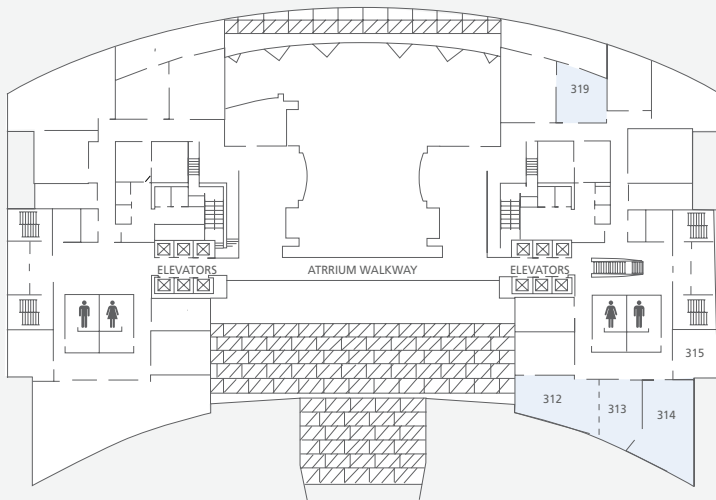
# GLOBAL USER & PARTNER CONFERENCE

## Conference Floor Plan

### *The Diplomat: Second Level Meeting Space*



### *The Diplomat: Third Level Meeting Space*



# GLOBAL USER & PARTNER CONFERENCE

## Program Track Legend and Descriptions

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



### **Private/Dedicated Fleet**

Topical industry presentations, panel discussions, and customer success stories designed to help businesses employing private and/or dedicated fleets gain deeper insight and new perspectives on unleashing the potential of their fleet operations.

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### **Forwarder/Broker & Customs**

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

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### **Purchased Transportation**

Topical industry presentations, panel discussions, and customer success stories designed to help businesses more effectively manage the purchased transportation process across all modes to reduce complexity, improve control and reduce costs.

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### **Global Trade Content**

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

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### **Air Industry**

Topical industry presentations, panel discussions, and customer success stories designed to help air cargo carriers reduce operating costs and accelerate supply chain speed with Descartes' cargo, mail and parcel solutions. Sessions also cover the increasing importance of cargo security filings for both international cargo and mail solutions.

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# GLOBAL USER & PARTNER CONFERENCE

## Session Type Descriptions

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**User Training Sessions** are geared for customers already using Descartes solutions. These application-specific workshops will help you learn how to derive maximum value from the solutions.

*1 hour*

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**Roadmap/Peer Group Sessions** are developed from customer input provided to Descartes' product management team at previous conferences. These sessions include an overview of solution roadmaps, interactive discussions on future capabilities and peer group topics of interest.

*1 hour*

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**Breakout Sessions** include in-depth analysis and perspectives on key industry themes. These sessions are open to anyone who would like to enhance their knowledge base and gain insight into critical logistics-related topics.

*50 minutes*

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**Breakout Super Sessions** provide an overview of Descartes' end-to-end solution vision for that particular track. Super sessions are designed to enhance understanding of the comprehensive solution portfolio Descartes offers in each key business area.

*50 minutes*

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# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### Private/Dedicated Fleet

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#### *Breakout Sessions:*

- **Arctic Glacier, DiCarlo Food Service & MedSpeed Panel: Attaining & Maintaining Quality Data for Route Optimization**  
Understand real world techniques to identify, implement and maintain quality data to effectively use route optimization to drive operational efficiencies.
- **Best Practices for Telematics & Fleet Management**  
Learn more about how leading companies are using telematics to improve driver delivery performance, better manage their assets and comply with government regulations.
- **Best Practices for Warehousing & Home Delivery**  
Learn more about the impact of ecommerce trends on shippers and how to stay ahead of competitors by leveraging supply chain best practices and the latest technologies for connecting business partners to warehousing and advanced home delivery services.
- **Buy Sod, IWC Food Service & Stericycle Panel: Leveraging Telematics Analytics to Manage Fleet Operations**  
Learn how telematics analytics can improve fleet productivity, reliability and safety.
- **Customer Case Study: Addressing Customer Demands in Real-time**  
Discover strategies, tactics and technologies for responding in real-time to new customer orders as well as changes to existing orders.
- **Industry Roundtable: Routing, Mobile & Telematics**  
Join this new session that allows you to collaborate with industry peers to share trends, best practices and advancements with your field operations.

*Please note that content is subject to change.*

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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- **US Foods & Michael Lewis Company: How Mobile Data Can Improve Business Processes**

Learn how fleet operators are using mobile data analytics to improve business processes with customers, operations and finance.

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

Understand how to leverage analytics throughout the routing, mobile and telematics lifecycle to drive operational efficiency, better manage the customer experience and improve productivity.

### *Roadmaps/Peer Groups:*

- **Descartes Mobile™**

Join other users and Descartes product management to review recent enhancements and development priorities for the next two years.

- **Descartes Perform™ Mobile Portfolio**

Join other Descartes Perform mobile users and Descartes product management to review the latest capabilities and enhanced integration with Descartes' routing and scheduling applications, and to collaborate on development plans for these products over the next two years.

- **Descartes Route Planner™**

Join Descartes product management and other users to discuss the latest capabilities and shape development priorities for the next two years.

- **Descartes Route Planner™ On-demand**

Join other Descartes Route Planner On-demand users and Descartes product management to discuss review new capabilities and future development priorities.

- **Descartes Telematics and Compliance™**

Join other solution users and Descartes product management to review the latest capabilities and to shape future development priorities for the next two years.

- **Descartes WinRoute™ - Strategic Route Planning**

Work with other users and Descartes product management to discuss new capabilities and future development priorities for the next two years.

*Please note that content is subject to change.*

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### *User Training Sessions:*

- **Descartes Mobile™ & Descartes wGLN™**

Enhance proficiency with Descartes Mobile using the latest configuration capabilities to support fleet operations processes, exchange information in real-time with Descartes and third-party applications, and use notifications to support customer engagement.

- **Descartes Perform™ for Food**

Enhance proficiency with Descartes Perform for Food by working through practical examples and scenarios that demonstrate the latest solution capabilities.

- **Descartes Route Planner™ - Dispatch & Execution**

Learn the latest best practices, tips and shortcuts to improve Descartes Route Planner dispatcher productivity and vehicle tracking.

- **Descartes Route Planner™ - Planning & Optimization**

Enhance proficiency with Descartes Route Planner by learning the latest best practices, tips and shortcuts to improve planning productivity.

- **Descartes Route Planner™ On-demand - Dispatch & Execution**

Learn about the latest best practices, tips and shortcuts to improve Descartes Route Planner On-demand dispatch user productivity.

- **Descartes Route Planner™ On-demand - Planning & Optimization**

Enhance proficiency with Descartes Route Planner On-Demand using best practices, tips and shortcuts to improve planner productivity, as well as the latest workflow integration with other Descartes solutions.

- **Descartes Telematics and Compliance™ & Geotab**

Improve solution proficiency with Descartes Telematics and Compliance using practical examples and scenarios that demonstrate the latest telematics capabilities.

- **Descartes WinRoute™**

Understand the latest Descartes WinRoute enhancements for analyzing and planning routes to develop the most cost-effective transportation strategy for your business.

*Please note that content is subject to change.*

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### Forwarder/Broker & Customs

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#### *Breakout Sessions:*

- **5th Annual Forwarder & Customs Broker Benchmark Survey**

Discuss the findings from our fifth annual benchmark study that explores current insights from freight forwarders and customs brokers on the key trends affecting the industry's strategies, tactics and use of technology.

- **A Customs Brokerage & Pegasus Maritime Panel: Digitizing Forwarding & Brokerage Operations**

Join ACB and Pegasus Maritime for insights into successful strategies and tactics for getting to paperless, streamlined operations and engaging customers and trading partners through the integration between Descartes OneView solutions and other key technologies.

- **Customer Case Study or Panel: Analytics**

- **Customer Case Study or Panel: Ecommerce**

- **Customer Case Study or Panel: Lead Generation Solutions**

- **Growing Ecommerce for LSPs**

- **Industry Roundtable: Forwarder/Broker & Customs**

This new session provides a forum for customers to discuss key subjects that matter to their business, such as the impact of industry trends and regulatory changes on forwarding and brokerage operations.

- **John S. James & Roanoke Insurance Group Panel: Maximize Your Service Offering Using Trade Data/Analytics**

Join these two customers for insights into best practices with Descartes Datamyne that help them understand the competitive landscape, bring them closer to evaluating new opportunities, and support the need to effectively gauge risks in their business.

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# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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- **Update on Global Cargo Security Compliance**

Join us for an update on recent and potential changes taking place in global cargo security, their impact on the movement of goods across borders and the requirements placed on forwarders and customs brokers.

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

Descartes' vision for enabling forwarders and brokers to compete in a more complex, cost-sensitive and electronic world.

### *Roadmaps/Peer Groups:*

- **Descartes Canadian Customs Brokerage™ & Descartes Visual Importer™**

Join Descartes product management and other users to review the latest capabilities and current integrations with other Descartes customs solutions, and to discuss future plans over the next two years to support evolving Advanced Trade Data requirements.

- **Descartes Editrade™ Customs Link & Descartes Shipment Portal™**

Meet other users and Descartes product management to review the latest development for these solutions and to collaborate on product direction for the next two years.

- **Descartes OneView™ Forwarder Enterprise & Descartes OneView™ Customs House Broker**

Join other users and Descartes product management to review Automated Commercial Environment (ACE) and Partner Government Agencies (PGA) enhancements, and to discuss future development plans for these products over the next two years.

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### *User Training Sessions:*

- **Descartes Canadian Customs Brokerage™**

Learn how to leverage recent solution enhancements to support a wide range of customs brokerage, freight forwarding and accounting workflows.

- **Descartes Editrade™ Customs Link**

Understand Descartes Editrade best practices and the latest capabilities for Automated Commercial Environment (ACE) compliance, filing with PGAs and more.

- **Descartes OneView™ Forwarder Enterprise/Customs House Broker/Accounting**

Get more from your Descartes OneView solutions by leveraging the latest capabilities for bookings, security filings, customs entries, shipment and financial management, and Automated Commercial Environment (ACE) compliance.

- **Descartes Shipment Portal™**

Learn how to better manage shipper and forwarder visibility across multiple products, aggregate data from logistics service providers and build performance dashboards using the Descartes Shipment Portal.

- **Descartes Visual Importer™**

Learn more about Descartes Visual Importer with a solution overview and demo of its capabilities. Understand how it can be used in different environments: self-filer, broker and collaborative (hybrid). This session also includes an introduction and demo of the ARL system for reviewing CBSA ARL statements.

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*Thank you to our Evolution 2020 sponsors.  
Please visit our sponsors in the Second Level of the  
Convention Center outside of the Grand Ballroom.*

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*Please note that content is subject to change.*

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### Purchased Transportation

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#### *Breakout Sessions:*

- **4th Annual Transportation Management Benchmark Survey**  
How are transportation management organizations grappling with capacity volatility and demands for real-time freight visibility? Join us for the findings from our fourth annual study to understand how top performers' strategies, tactics and technology decisions are helping to better run transportation operations and enhance customer service.
- **Automated Logistics Systems, Circle Logistics & TransCorr National Logistics: Building Carriers Networks that Drive Growth**  
With increased volatility in freight markets, freight brokers and 3PLs are increasing investment in building out more strategic relationships with carriers. High quality carrier networks and strong relationships are key to enabling growth and delivering on heightened customer expectations. Learn more about trends, processes and technologies that result in a competitive advantage.
- **Descartes Vision & Solution Footprint for Freight Brokers**  
Understand how an expanded view of transportation management for freight brokers can significantly enhance operations and the customer experience. Descartes explains its vision and solution footprint across freight broker operations to support greater efficiency, more diverse business requirements and sales growth.
- **DSW, Michael Kors & Tapestry Panel: Real-time Supply Chain Visibility & Retail Distribution**  
Learn more about how top performing retailers are reducing transportation costs and improving store replenishment by tracking shipments more efficiently, improving inventory control, and optimizing labor planning for receiving, floor preparation and store merchandising.

*Please note that content is subject to change.*

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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- **GAF Roofing & Echo Global Logistics Panel: Embracing Visibility to Create Differentiation & Drive Efficiencies**

In the past few years, real-time freight visibility has moved to the forefront as a strategy for transportation teams to better serve internal and external customers. Gain insights into how these customers have implemented Descartes MacroPoint to improve internal operations and ultimately deliver better customer service.

- **Capital Logistics & Giltner Logistics Panel: How TMS & Extensions Can Support Growth**

Transportation management systems (TMS) are the most critical technology investment to make to ensure a profitable and growing freight brokerage business. With the right TMS, you can improve how you serve customers, create tight integrations with carriers and increase margin from efficient operations as you grow. Learn how Giltner has leveraged Descartes Aljex, Descartes MacroPoint and other extensions to improve the performance of its teams and operations.

- **Industry Roundtable: Transportation Management**

Discuss trends impacting transportation including heightened customer expectations, carrier relationships and capacity volatility. Share best practices and use of technology to drive continuous improvement.

- **KAG Logistics Case Study: Elevating Customer Service with Real-time Freight Visibility**

Retailers have rising expectations for greater visibility, performance efficiencies and maximizing sales. Learn how KAG Logistics implemented Descartes MacroPoint to provide unmatched customer service, visibility and precise ETAs, particularly for one of its big box retail customers with 800,000+ shipments/year to over 5,000 locations.

- **Worthington Industries Case Study: Managing Transportation in Industrial Manufacturing**

Dynamics in industrial manufacturing are changing with JIT methodologies and escalating customer expectations. Furthermore, manufacturing locations are often spread across the country, making visibility and control of transportation more challenging. Finally, with heavy and non-standard shaped products, flatbed assets and special equipment are often required. Learn how Worthington Industries is successfully controlling freight costs and serving customers with Descartes.

*Please note that content is subject to change.*



# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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- **Descartes End-to-end Vision for Transportation Management**

Learn about Descartes' end-to-end vision for transportation management solutions, including planning/optimization, real-time visibility, reporting and analytics, dock appointment scheduling and yard management, as well as how the Descartes GLN™ is a key component of transforming to a digital supply chain.

### *Roadmaps/Peer Groups:*

- **Descartes MacroPoint™ for Capacity Matching**

Descartes explains its vision for advanced capacity matching to help logistics services providers source more carriers, cover more loads, build strong carrier relationships and reduce costs, which empowers them to be more effective with their own network and extends their reach to other carriers.

- **Descartes Retail Distribution Solutions**

Join other users and Descartes product management to review the latest capabilities for different retail distribution solutions and to help set development priorities for releases over the next two years.

- **Descartes Transportation Manager™, Descartes Carrier Portal™, Descartes Order Express™ & Descartes Supplier Portal™**

Join other users and Descartes product management to review the latest capabilities for these solutions and help shape priorities for the next two years, including functional enhancements and integration with other Descartes solutions.

- **Descartes Visibility™ (Shippers, Brokers & 3PLs)**

Join other users and Descartes product management to review the latest developments for Descartes' visibility solutions, learn how Descartes is providing multimodal and global visibility and how capabilities are integrated with Descartes MacroPoint.

- **Updates on Descartes Solutions for Aljex**

Meet other users and Descartes product management to review new freight broker solution capabilities and the planned features to discuss development priorities for releases over the next two years.

*Please note that content is subject to change.*

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### *User Training Sessions:*

- **Descartes Aljex™**

Enhance application proficiency with practical examples and scenarios that demonstrate the latest solution capabilities.

- **Descartes Dock Appointment Scheduling™ & Descartes Yard Management™**

Advance solution proficiency with the latest capabilities for greater visibility into managing dock appointments, trailer contents and trailer movements; in addition, review and collaborate on the roadmaps for both applications.

- **Descartes MacroPoint™**

Enhance application proficiency with practical examples and scenarios that demonstrate the latest freight visibility and capacity matching capabilities.

- **Descartes Transportation Manager™, Descartes Carrier Portal™ & Descartes Supplier Portal™ - Basic**

For new users and interested non-users, gain a deeper understanding of solution capabilities for managing the flow of freight, optimizing shipments across modes, simplifying carrier communications, auditing freight invoices and more.

- **Descartes Transportation Manager™, Descartes Carrier Portal™ & Descartes Supplier Portal™ - Advanced**

For advanced users, understand how to leverage new capabilities and the latest enhancements to improve transportation performance.

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*Each year, Evolution includes the Descartes Vision and Corporate Update, presented by Edward J. Ryan, Chief Executive Officer from Descartes; and Descartes Innovation Update presented by Ken Wood, Executive Vice President, Product Management from Descartes.*

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*Please note that content is subject to change.*

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### Global Trade Content

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#### *Breakout Sessions:*

- **Industry Roundtable: Compliance & Global Trade Content**

Join this new session that provides a forum for customers to discuss the impact of key industry trends on trade compliance practices and best practices for managing sanctions, taxes and alternative sourcing.

- **Best Practices for New Duty Recovery**

With over \$2.6B in potential unclaimed duty refunds in North America each year, understand how to leverage Descartes technology to review dutiable HS codes in both Canada and the U.S. for refund opportunities, and to secure those refunds through the proper and compliant government channels.

- **John S. James & Roanoke Insurance Group Panel: Maximize Your Service Offering Using Trade Data/Analytics**

Join these two customers for insights into best practices with Descartes Datamyne that help them understand the competitive landscape, bring them closer to evaluating new opportunities, and support the need to effectively gauge risks in their business.

- **Customer Case Study or Panel: Integrating Landed Costs & Trade Compliance to Support Ecommerce**

Learn more about the key trends and challenges in trade compliance and how to use technology to unlock potential business growth, navigate denied party screening, manage duty calculations and landed costs, and more.

- **Reliance Steel & Aluminum Case Study: How Denied Party Screening Benefits Compliance & The Bottom Line**

Join Reliance Steel & Aluminum for a discussion on the importance of restricted party screening to remain compliant with U.S. and international export and trade laws, and the significant benefits Descartes Visual Compliance has made not only to the organization's compliance efforts but also to its bottom line.

- **PWC Case Study**

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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

Learn the forward vision for Descartes' Global Trade Content solution area as we continue to thread our technologies together into the desktop solutions used by international trade and transport professionals.

### *Roadmaps/Peer Groups:*

- **Descartes Visual Importer™**

Join Descartes product management and other users to review the latest capabilities and discuss future plans for the next two years.

- **Descartes Global Trade Content Solutions - Part I**

Join Descartes for an overview of where we are taking the products to help you make more efficient compliance decisions globally. See the new landed cost estimator functionality and understand how to manage items and identify new leads or sources for products.

- **Descartes Global Trade Content Solutions - Part II**

Join Descartes' Denied Party Screening teams for an overview of where we are going with managing sanctions, whether from a data content offering, a workflow solution or data being managed through your CRM.

### *User Training Sessions:*

- **Descartes Datamyne™ & Descartes Analytics™**

Learn how to use analytics to determine better sourcing opportunities and mitigate duty spend.

- **Exporting with Descartes Visual Compliance™**

Learn how adding efficiencies to the shipping documentation process can also incorporate export compliance to reduce risk exposure. While simplifying, automating and standardizing documentation and transmissions to AES, also ensure you are not doing business with denied parties, in sanctioned countries, or committing export license violations. Understand how to manage visitor and travel requests, material transfer agreements and I-129s to mitigate controlled technology compliance risks.

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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- **Importing with Descartes CustomsInfo™**

For Descartes CustomsInfo Reference, learn how to use new features and functionality within the Global Tariff module, duty rate comparison and Landed Cost Estimator. Also see improved global functionality in Descartes CustomsInfo Manager and Product Trade Manager.

- **Sanctioned Parties Screening with Descartes Visual Compliance™ & Descartes MK DPS™**

Understand all the changes and new features to help improve your efficiency for screening sanctioned parties globally, including expanded functionality to manage local languages.



## Air Industry

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### *Breakout Sessions:*

- **ACL Airshop & Delta Cargo Panel: Modernizing Real-time Air Cargo Asset Tracking**

Descartes has expanded its air cargo solution suite with the acquisition of COREInsight, a Bluetooth-enabled service that allows air carriers, GHAs, forwarders and airport operators to track unit load devices (ULD), cargo, mail and operational equipment within their facilities and around the world. Join us for insights into the solution and value it delivered to Delta Airlines.

- **Customer Case Study or Panel: Enhancing Road Transportation & Shipment Visibility**

The combination of Descartes Transportation Manager and Descartes MacroPoint helps air carriers to better manage road feeder services, as well as first and last mile delivery, to ensure cost-effective, on-time deliveries and monitor real-time visibility into shipments status and ETA. Join us for a case study on the combined solution and value it delivered to a Descartes customer.

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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- **Industry Roundtable: Air Cargo**

Air carrier participants are encouraged to join this interactive session with peers and the Descartes' air industry team to share best practices and insights on key industry issues such as upcoming security requirements for mail, the convergence of mail and cargo, and more.

- **Descartes End-to-end Vision for the Air Industry**

Descartes' air product management team sets out its vision for the air cargo industry, including cargo and mail offerings, the integration between solutions, as well as the increased importance of security filings for both international cargo and mail solutions.

### *Roadmap/Peer Group Session:*

- **Air Industry**

Join the air product management team to learn about and help shape future development initiatives for Descartes' air solutions, including mail and cargo security solutions.

### *User Training Sessions:*

- **Barcoding Support & Service Process**

Join Descartes and our United by Design partner Barcoding to discuss changes and enhancements to the sales, deployment and support of hardware and mobile software for Descartes' mail solutions, including some of the latest Android devices for Descartes CORE and Velocity Mail solutions.

- **Air Industry Workshop**

Airline customers collaborate with Descartes' product management, support and management team to review solution enhancements and future directions.

# GLOBAL USER & PARTNER CONFERENCE

## Track Session Overview

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### Additional Highlights

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#### *Specialized Breakout Sessions:*

- **Descartes Analytics™ Overview**

Hear Descartes' vision on leveraging big data, machine learning, and artificial intelligence to provide across the solution portfolio. With Descartes Analytics, customers gain insights more quickly, creating agility and competitive advantage.

- **Descartes GLN™ as a Building Block**

Better understand how the Descartes GLN™ powers Descartes' applications and data quality, in addition to providing physical network connectivity and routing supply chain and logistics data.

- **Digital Network and APIs**

Learn more about the importance of maintaining congruent connection types to establish and maintain effective ways to route, share and consume data, as well as key details on the evolution of the Descartes GLN™ and enhanced API connectivity.

- **Shipper PO Collaboration and Analytics**

Join us for a demonstration of the purchase-to-pay process from a shipper perspective, understand the proactive collaboration with all actors in the value chain, and learn more about scorecard visualization and shipment tracking by transportation mode.

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*We're excited to have Frank McGuigan, CEO of Transplace, deliver this year's Keynote Address!*

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# GLOBAL USER & PARTNER CONFERENCE

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## ADDITIONAL SPONSORS





# DESCARTES<sup>™</sup> **Evolution 2020**

Global User & Partner Conference  
March 17-19 | Fort Lauderdale, Florida  
[www.descartes.com/usergroup](http://www.descartes.com/usergroup)