

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

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!

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

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Registration Desk Hours

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

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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Agenda At-a-Glance

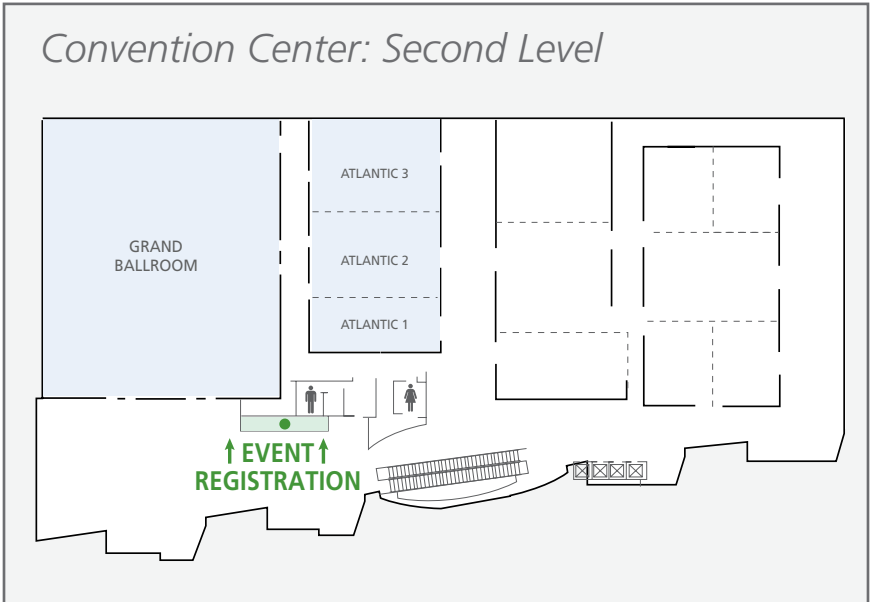
	Monday, March 16	Tuesday, March 17	Wednesday, March 18	Thursday, March 19
7 am				
8 am		Breakfast	Breakfast	Breakfast
9 am		General Session	General Session	Roadmap Sessions
10 am				
11 am		Vision Sessions & Training Workshops	Breakout Sessions	
12 pm				
1 pm		Lunch	Lunch	Lunch
2 pm				
3 pm	Pre-conference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

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Conference Floor Plan

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.

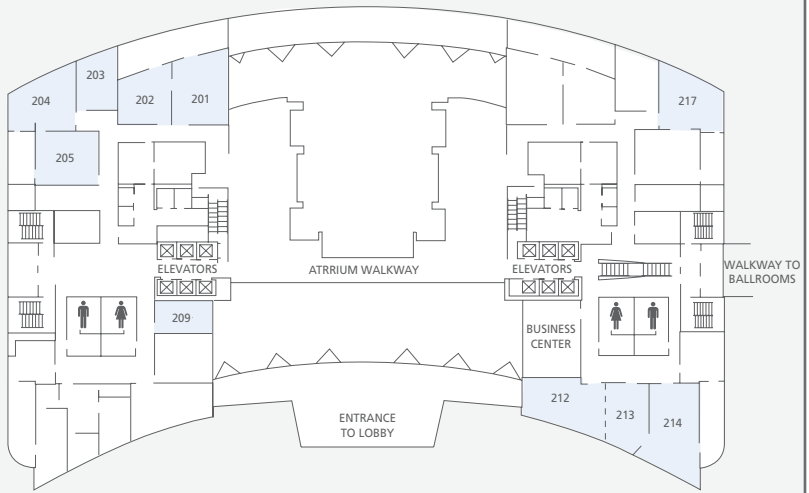


Please stop by the Registration Desk on the second level of the Convention Center to collect your name badge and Descartes Evolution 2020 conference materials.

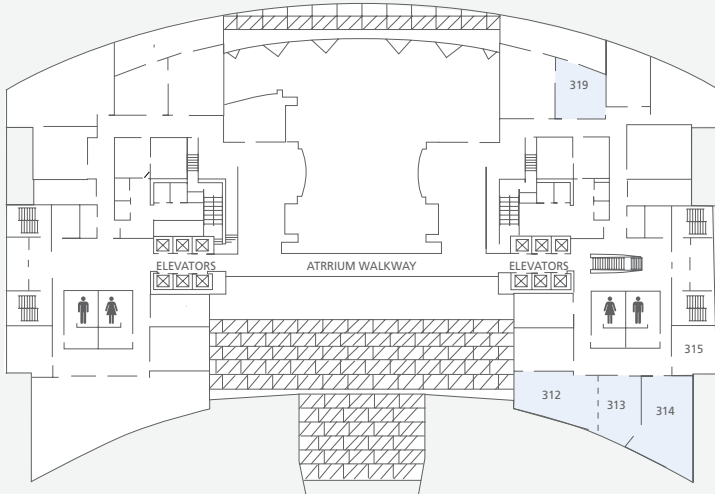
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Conference Floor Plan

The Diplomat: Second Level Meeting Space



The Diplomat: Third Level Meeting Space



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Program Track Legend and Descriptions

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.



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.



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.



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.



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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Session Type Descriptions

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

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

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

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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Track Session Overview



Private/Dedicated Fleet

Breakout Sessions:

- 2nd Annual Fleet Management Benchmark Survey
- Best Practices for Telematics
- Best Practices for Warehousing & Home Delivery
- Industry Roundtable: Routing, Mobile & Telematics
- Customer Case Studies or Panels (5)
- Descartes End-to-end Vision for Routing, Mobile & Telematics

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.

Please note that content is subject to change.

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Track Session Overview

- **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.

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.

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Track Session Overview

- **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.
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Forwarder/Broker & Customs

Breakout Sessions:

- 5th Annual Forwarder & Customs Broker Benchmark Survey
- Industry Roundtable: Forwarder/Broker & Customs
- Customer Case Study or Panel: Analytics
- Customer Case Study or Panel: Lead Generation Solutions
- Customer Case Study or Panel: Ecommerce
- Customer Case Study or Panel: Digitization
- Update on Global Cargo Security Compliance
- Growing Ecommerce for LSPs
- Descartes End-to-end Vision for Forwarder/Broker & Customs Compliance Solutions

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Track Session Overview

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.

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

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Track Session Overview

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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Track Session Overview



Purchased Transportation

Breakout Sessions:

- 4th Annual Transportation Management Benchmark Survey
- Customer Case Study or Panel: Descartes Aljex™
- Customer Case Study or Panel: Transportation Management
- Customer Case Study or Panel: Descartes MacroPoint™ (Brokers)
- Customer Case Study or Panel: Descartes MacroPoint™ (Shippers)
- Customer Case Study or Panel: Descartes Retail Distribution
- Industry Roundtable: Transportation Management
- Descartes Vision and Solution Footprint for Freight Brokers
- Descartes End-to-end Vision for Transportation Management

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Track Session Overview

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.

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Track Session Overview

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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Track Session Overview



Global Trade Content

Breakout Sessions:

- Best Practices for New Duty Recovery
- Customer Case Study or Panel: Integrating Descartes Global Trade Products
- Customer Case Study or Panel: Integrating Landed Costs & Trade Compliance to Support Ecommerce
- Customer Panel: Maximize Your Service Offering Using Trade Data/Analytics
- Industry Roundtable: Global Trade Content
- Descartes End-to-end Vision for Global Trade Content

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.

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Track Session Overview

User Training Sessions:

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

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

- **Exporting with Descartes CustomsInfo™ & 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.

- **Importing with Descartes CustomsInfo™ & Descartes Visual Compliance™**

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 MK DPS™ & Descartes Visual Compliance™**

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

Each year, Evolution includes the Descartes Vision and Corporate Update, presented by Edward J. Ryan, Chief Executive Officer from Descartes; Descartes Innovation Update presented by Ken Wood, Executive Vice President, Product Management from Descartes; as well as an insightful Keynote Address!

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Track Session Overview



Air Industry

Breakout Sessions:

- Industry Roundtable: Air Cargo
- Customer Case Study or Panel: ULD Tracking
- Customer Case Study or Panel: TBD
- Descartes End-to-end Vision for the Air Industry

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.

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Track Session Overview

Additional Highlights

Specialized Breakout Sessions:

- Descartes Analytics™ Overview
- Descartes Customer Support Innovations
- Descartes GLN™ as a Building Block
- Digital Network and APIs
- Shipper PO Collaboration and Analytics

Specialized User Training Session:

- **Descartes Analytics**

Delve into practical examples and scenarios to learn how to use Descartes Analytics to create reports and dashboards across multiple Descartes solutions. Descartes Analytics leverages Microsoft Power BI to provide interactive visualizations and business intelligence capabilities.

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