



# IV EuroAsian Logistics Conference

## Trans-EuroAsian Logistics Platform: Practice, Products and Markets

Venue: Moscow, CCI RF, Ilyinka str. 6/1

Date: 24.03.2016 09.00 – 18.00



**Organized by**  
**Chamber of Commerce and Industry  
of the Russian Federation**

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# IV EuroAsian Logistics Conference

## **Trans-EuroAsian Logistics Platform: Practice, Products and Markets**

*Goal of the Conference* is to discover effects of Trans-EuroAsian Logistics Platform for the increased efficiency of network cooperation management on regional, national and international levels while connecting the Eurasian Economic Union and the Silk Road Economic Belt; to define, which new products the network cooperation generates, what markets are to be developed in the EuroAsian Economic Space; to suggest instruments/ technologies aimed at minimizing companies' costs based on network cooperation.

### **Program of the Conference**

Room Time	Congress hall	Minor hall (room 324)	Library (room 310)	President hall
09.00–10.00	<b>Registration</b>			
10.00–12.00	Plenary meeting <b>Trans-EuroAsian Logistics Platform: Network Cooperation to Connect Eurasian Economic Union and the Silk Road Economic Belt</b>			
12.00–12.30	<b>Coffee</b>			
12.30–14.15	<b>Plenary discussion A</b> Strategic Logistics Management for Trade and Industry Cooperation	<b>Expert session B</b> Logistics and EuroAsian Air Transportation Links	<b>Expert session C</b> Developing Transportation and Logistics System of the Moscow Agglomeration	<b>Expert session D</b> Developing Logistics Core Competences
14.15–15.00	<b>Lunch</b>			
15.00–17.00	<b>Plenary discussion E</b> Transportation and Logistics Route Network in Global Supply Chains	<b>Expert session F</b> Logistics and E-commerce	<b>Expert session G</b> Regional Network of Terminals and Logistics Centers: New Products and Markets	<b>Expert session H</b> Multimodal Passenger Transportation: Mobility and New Business Processes
17.00–17.15	<b>Closure of the Conference</b>			
17.15–18.00	<b>Reception</b>			

# PROGRAM

## Plenary meeting

10.00 – 12.00 Congress hall

### ***Trans-EuroAsian Logistics Platform: Network Cooperation to Connect Eurasian Economic Union and the Silk Road Economic Belt***

**Media partner:** "RZD-Partner"

**Welcome speeches**

**Questions:**

What potential does the Trans-EuroAsian Logistics platform as a technology of network cooperation among companies possess to implement the import substitution strategy and to develop exports (apart from raw materials) from firms and regions?

When forming regional strategies, how does an innovative activity need to be organized to participate in global supply chains (GSC), global value creation chains (GVC) and global product chains, as well as to optimize corporate costs in the regions?

What cooperation forms, ways to integrate business processes, technologies and projects contribute to the reduction of corporate costs, total production, delivery costs and the increase of value added for clients in the regions? What cross-sectoral industrial and logistical clusters may become centers of economic growth in the regions?

What are the instruments/ technologies to connect the Eurasian Economic Union and the Silk Road Economic Belt? New geography and structure of the flows of goods. What big regional transportation and logistics centers can be attractive in order to connect the transportation and logistics infrastructures? According to what criteria can they be defined? Options for the new design of logistics supply chains.

**Languages:** English

**12.00 – 12.30. Coffee**

## Panel discussion A:

12.30 – 14.15. Congress hall

### Strategic Logistics Management for Trade and Industry Cooperation

**Partner:**

**Goal of the discussion:** to define the efficiency of the target model for the cargo market that is suggested by the authorities; to discover business approaches for supply chain management under the companies' network cooperation; to suggest regional authorities instruments/technologies to minimize total costs, while developing a horizontal management pattern based on trade and industry cooperation.

**Questions:**

How can we use instruments of strategic planning and management so that an organization could take part in the global supply chains and global value creation chains for the clients?
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What are the practical aspects of creating new products while managing supply chains with the help of strategic management methods?
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What needs to be done in logistics to safeguard the efficiency of the targeted cargo delivery market?
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How can we motivate a company in the EuroAsian economic space to minimize total costs based on network cooperation?
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**Languages:** English

## Expert session B:

12.30 – 14.15

### Logistics and EuroAsian Air Transportation Links

**Partner:** First Russian Worldwide Logistics Alliance ACEX

**Goal:** to find out opportunities for Russia's air transportation market in the EuroAsian economic cooperation; to define managerial solutions for Russian air space in order to develop cargo transportation by air on the route Asia – Europe – Asia; to suggest instruments/technologies to minimize total costs for customers, air companies, airports and logistics services providers with the help of network cooperation.

**Questions:**

Where does a Russian air transportation market go: from deregulation to monopolization or liberalization? What is the logistics of air transportation?
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Logistics of airline business networks: monopolization or cooperation?
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Development directions for Russian air transportation: airports, aviation hubs, aerotropolis, air transportation logistics clusters.
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How can we increase the efficiency of logistical business processes in Russian airports and air transportation hubs? What is a priority: foreign hubs, Domodedovo project, Koltsovo, Tolmachevo, Vladivostok airports, project “Regional airports”?
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“Open sky” – Does Russia need to develop logistics of business networks for air cargo transportation China – Europe; Asia-Pacific- EU- America?
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## Expert session C:

12.30 – 14.15

### Developing Transportation and Logistics System of Moscow Agglomeration

**Partner:** Moscow Chamber of Commerce and Industry,  
Guild of the Logistics Service Providers (Moscow CCI)

**Goal:** to discuss the practice of creating efficient transportation and logistics products in Moscow agglomeration; to demonstrate instruments/ technologies, how to increase the efficiency of network cooperation management at the level of big agglomeration during the process of EAEU – Silk Road Economic Belt connection; to suggest business approaches for the development of the infrastructural logistics network in Moscow agglomeration.

**Questions:**

How can we increase the efficiency of transportation and logistics products of Moscow Agglomeration?
What investment means are going to be used to create a logistics center in the New Moscow district “Kievskoe 22” together with Chinese partners?
How can we overcome the weaknesses of internal and external connections between industry and logistics centers?
To what extent is public- private cooperation efficient, while planning and implementing infrastructural projects for transportation and logistics?

## Expert Session D:

12.30 – 14.15

### Developing Logistics Core Competences

**Partner:** Russian Railways Logistics JSC

**Goal:** to discover ways of leadership promotion; to define, how logistics competences need to be developed; to suggest technologies for career growth based on network cooperation among teams.

**Questions:**

Why domestic transportation and logistics companies are less competitive on the EuroAsian market, as far as the creation of value for clients is concerned?
How can reengineering logistics business processes provide corporate leadership on the market?
What is the practice to increase corporate competences and staff efficiency?
How can we motivate career and professional growth based on team network cooperation?

**14.15 – 15.00. Coffee**

## Panel discussion E:

15.00 – 17.00. Congress hall

### Transportation and Logistics Route Network in Global Supply Chains

**Partner:** Logistics Alliance Germany

**Goal:** to reveal the main cooperation areas, barriers and limits for cooperation among industrial, transport and logistics companies, as well as the opportunities, how the constraints can be jointly overcome; to show efficient practices in the sphere of intermodal transportation for Russian and German companies; to suggest technologies for network cooperation in order to create added value in the global supply chains.

#### Questions

What are the prospects of cooperation between Russia and Germany in the sphere of East - West intermodal transportation? Evaluating the situation and the barriers.
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Corporate logistics. How can new logistics solutions / products be jointly created and be efficient for both Germany and Russia?
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How can cooperation be put into practice in such spheres as automotive logistics, perishables and e-commerce?
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Challenges for Russian and German logistics. How can we build a future together?
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**Languages:** English

## Expert session F:

15.00 – 17.00

### Logistics and E-commerce

**Goal:** to assist in implementing newest logistics technologies into the development of e-commerce in the Russian regions; to analyze the cooperation prospects between Russia and China in e-commerce; to suggest mechanisms, how the markets of e-commerce and express delivery could be developed.

#### Questions

What barriers constrain the development of logistics in the e-commerce (technological, organizational, infrastructural, financial, institutional)?
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What cooperation/integration forms contribute to lower costs and increased values added for the clients (e-commerce and express delivery)?
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How could one evaluate the prospects of Russia- China cooperation in the regions?
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## Expert session G:

15.00 – 17.00

### Regional Network of Terminals and Logistics Centers: New Products and Markets

**Goal:** to discuss and create approaches toward the management of terminals and logistics infrastructure; to analyze best practices for warehouse management; to suggest new products and markets in the spheres of material handling, packaging and stocks management.

**Questions:**

Analysis of the existing terminals and logistics infrastructure. Plans and forecasts.
Logistics infrastructure for big industrial holdings and federal trade groups.
New forms of and requirements for warehouses. Trends in “build to suit” segment.
Best practices of organizing terminals and logistics infrastructure.

## Expert session H:

15.00 – 17.00

### Multimodal Passenger Transportation: Mobility and New Business Processes

**Partner:** Central Suburban Passenger Company JSC

**Goal:** to define, how combined passenger transportation can increase the quality of life for people; to reveal development trends in combined passenger (suburban) transportation; to suggest technologies that would safeguard a new quality of customer service with the help of IT, growing productivity, optimization of costs in business processes.

**Questions:**

·What legislation is to be adopted regarding multimodal passenger transportation? Do we need regional laws?
Single passenger ticket. Are the unified form, unified rules for return and exchange possible?
Clearing payments between different carriers (transport modes): can aviation experience be useful, or do we need a new platform?
Carriers' responsibility.
How can Russian logistics create new products, technologies and markets for combined passenger transportation? Transfer zones: who is responsible for them, and how can they be convenient?
Multimodal luggage transportation.

**17.00 – 17.15 Closure of the Conference**

**17.15 – 18.00 Reception**