



THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK®

***“The Next-Generation Supply Chain:
Digital, On-Demand and Always-On”***

George W. Prest, CEO, MHI
CeMAT Trans Asia Cold Chain Exhibition 2017



About MHI



MHI®

THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK®



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MHI Trade Events



- North and South America's Premier Material Handling & Logistics Event
- McCormick Place, Chicago, IL
- Two show floors covering 350,000 square feet of exhibits
- 900 exhibitors
- Over 100 educational sessions
- 40,000 attendees



- North and South America's Largest Supply Chain Expo
- Georgia World Congress Center, Atlanta, GA
- 250,000 square feet of exhibits
- 800 exhibitors
- Over 100 educational sessions
- 30,000 attendees
- Collocation



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U.S. Material Handling & Logistics Roadmap

- A visionary look at how the industry will change between now and 2030.



powered by  MHI

- A joint effort between MHI and several industry associations and publications
- Identifies defining megatrends and key capabilities the industry must develop to increase national productivity, reduce consumer costs, create jobs and boost U.S. global competitiveness
- Update available in April 2017 at MHLRoadmap.org

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2017 MHI Annual Industry Report

Deloitte.



The 2017 MHI Annual
Industry Report
Next-Generation Supply
Chains: Digital, On-Demand
and Always-On





Survey Overview

Survey Demographics

- Over 1,100 respondents from different company types, industry sectors and levels, more than doubling last years participation
- A majority (53%) are executives holding the role of CEO, Vice President, General Manager or Department Head

Survey Highlights

TOP CHALLENGES



Hiring and Retaining a Skilled Workforce



Customer Demand for Lower Delivered Costs



Customer Demand for Faster Response Times



Survey Findings



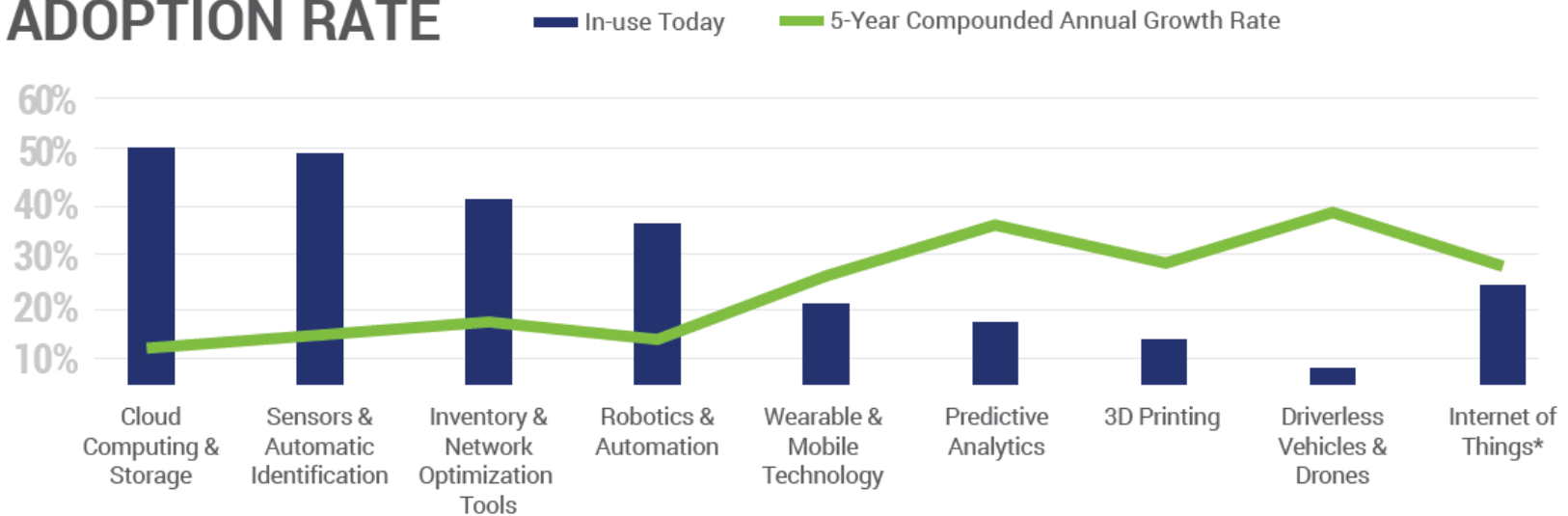
Believe the digital supply chain will be the predominate model within 5 years.

Say it is today.



Survey Findings

ADOPTION RATE



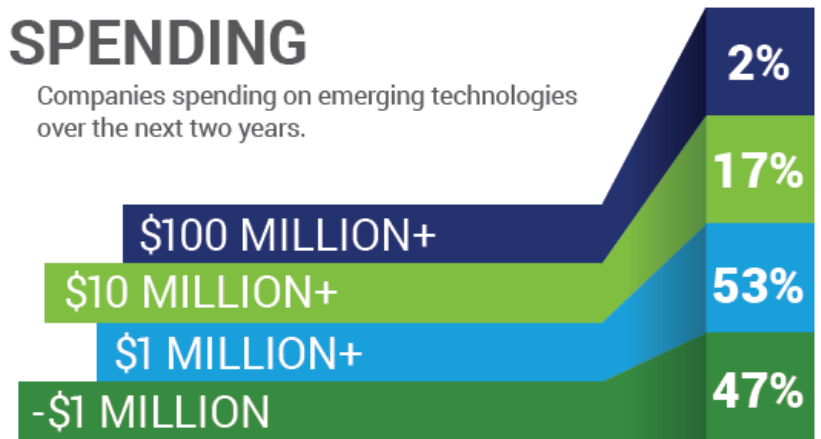
* First year of data

BARRIERS TO IOT ADOPTION



SPENDING

Companies spending on emerging technologies over the next two years.



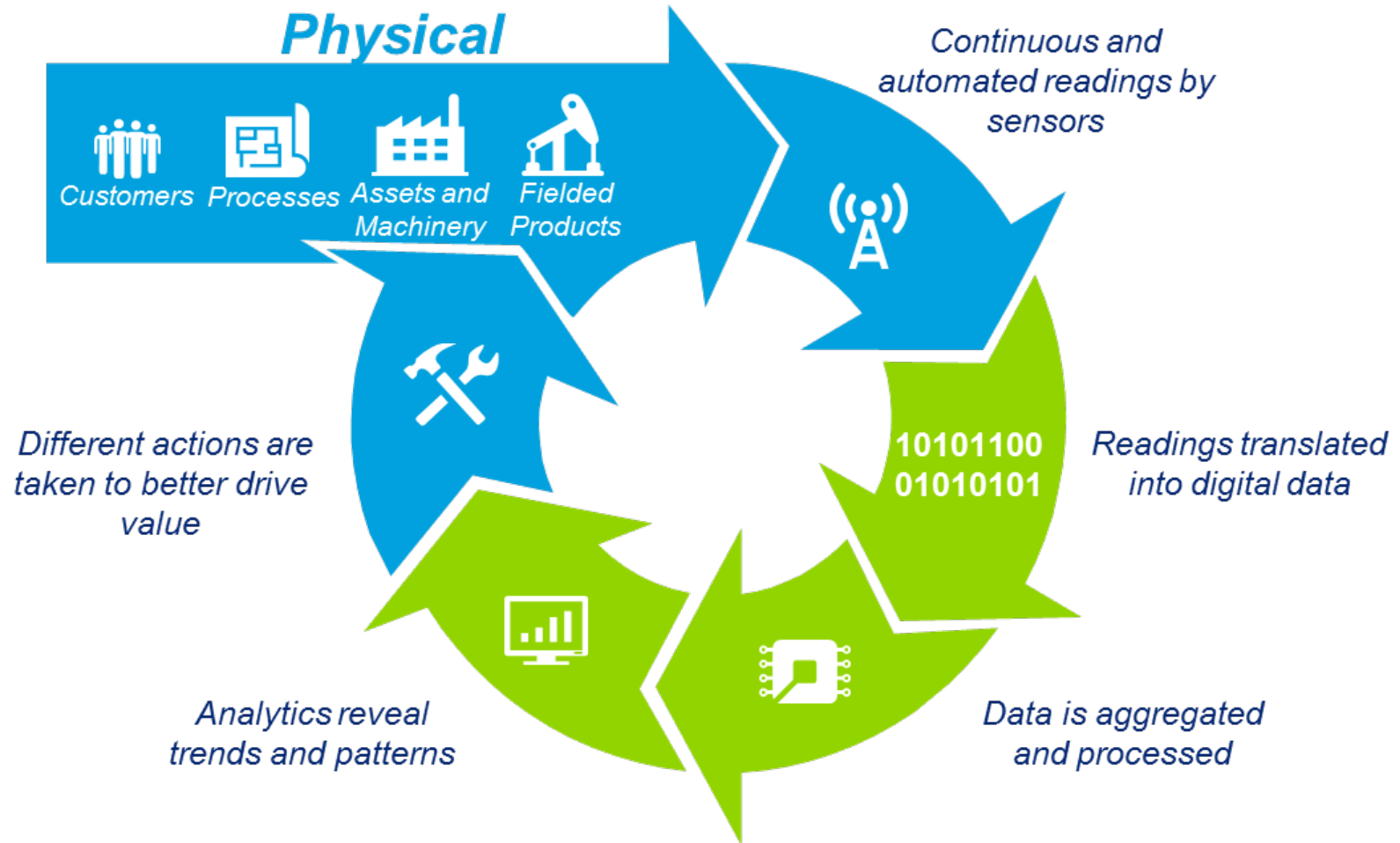
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Next Generation Supply Chains

Digital, On-Demand and “Always – On”

Digitally engaged consumers are “always-on” requiring an equally “always-on” supply chain to respond to their needs



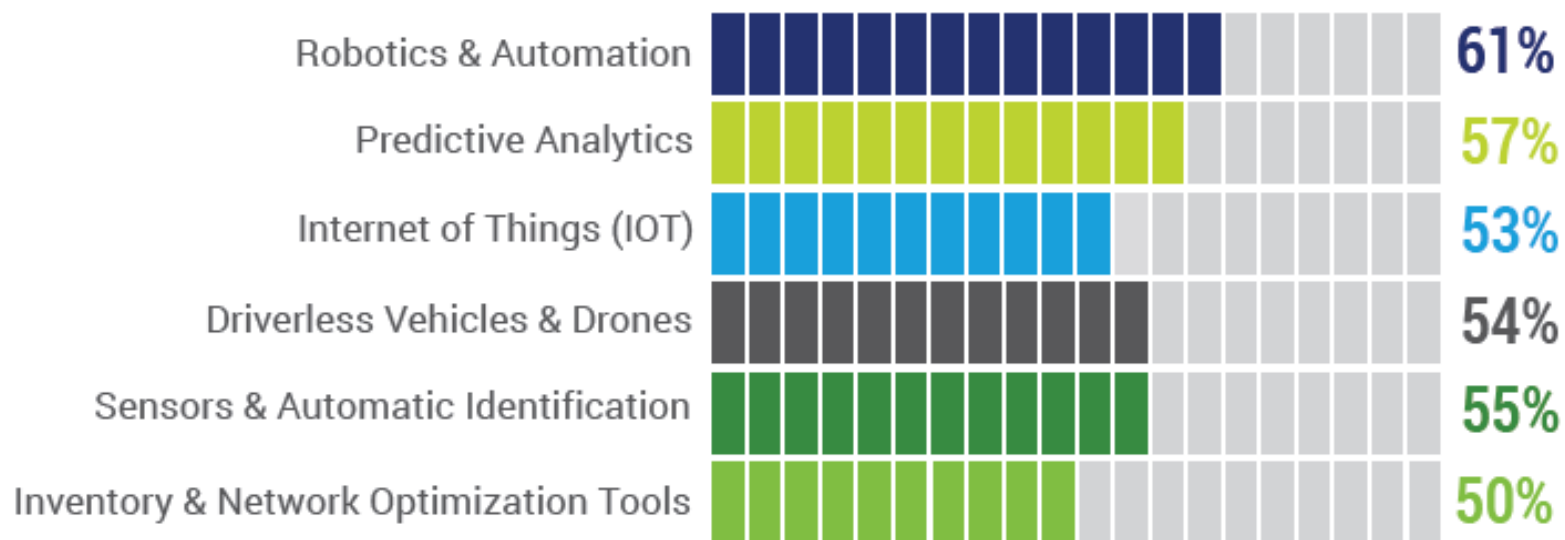
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The top technologies, highlighted in the survey, are providing the competitive advantage for Next Generation Supply Chains

DISRUPTIVE TECHNOLOGIES

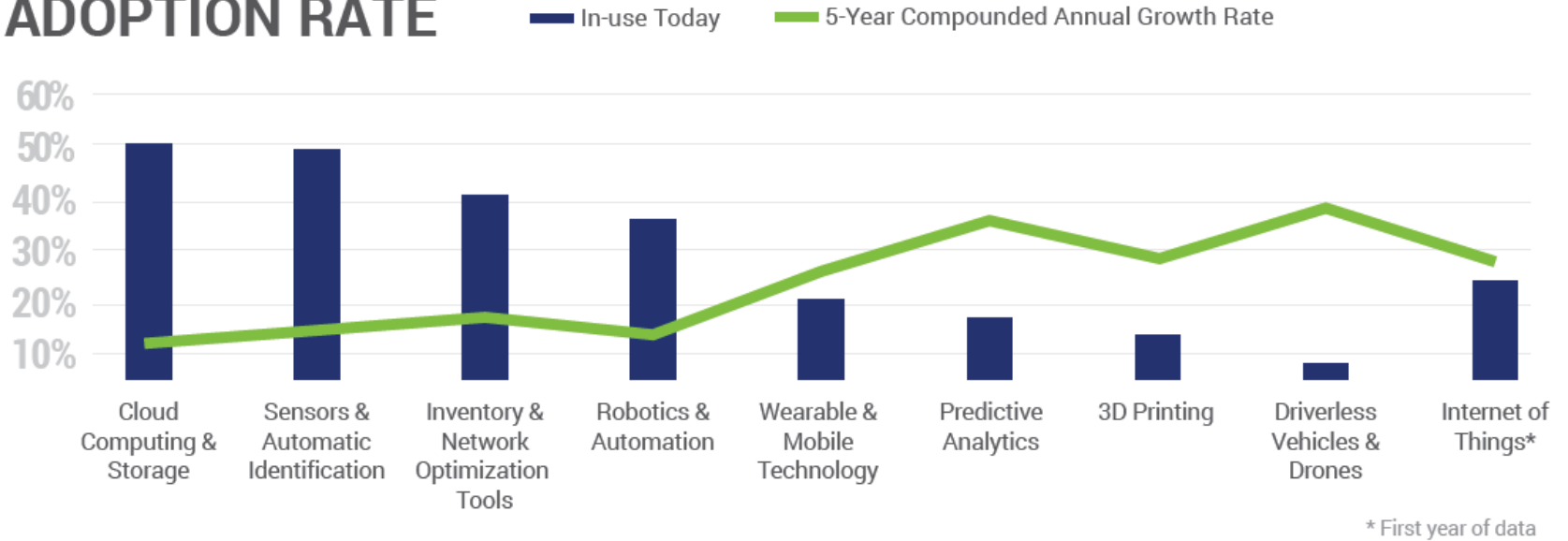
Potential to disrupt or create competitive advantage.



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Adoption Rate

ADOPTION RATE



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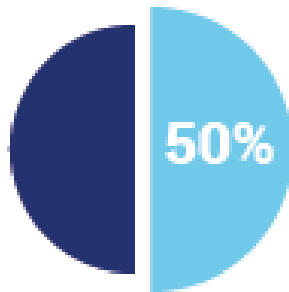


The Supply Chain Talent Gap

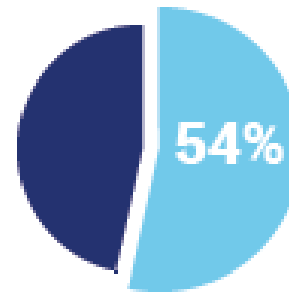


PREPARATION

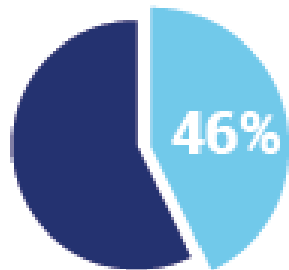
Actions being taken to prepare for next generation supply chain.



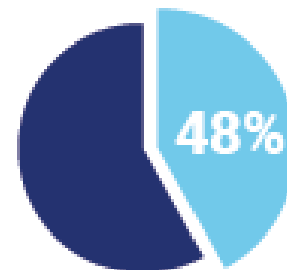
Training Workforce to use New Technologies



Partnering with Vendors to Understand Benefits



Begin Piloting New Technologies



Recruiting for Different Skillsets to Align with Future Needs

Making it Happen



- ✓ Take an “invest-test-and-learn” approach to adoption to gain familiarity with the new technologies, while building a framework for greater expansion
- ✓ Collaborate with trading partners and leading solution providers to bridge the gaps to the integrated, and digitized networks required for “always-on” supply chains
- ✓ Explore opportunities to leverage the technology to leapfrog competitors
- ✓ Prioritize workforce hiring and training strategies

Q&A

Thank You



Download the complete report at MHI.org

Available April 5, 2017