

## “TRANSPOTEC ACADEMY ” – 12-15 May 2022

### Professional Courses

<b>Thursday 12 May</b>	
Time: from 11 a.m to 12 a.m	<p><b>Introduction to Logistics</b></p> <p>Logistics represents an increasingly business sector for the achievement of business targets. The flexibility in promptly responding to the needs of the market highlights its strategic value in the context of the business development process. The course aims to highlights the basic skills: its evolution over time, industrial - commercial - integrated logistics, the targets of logistics, the logistics system.</p>
Time From 3 p.m to 4 p.m	<p><b>Outsourcing: from suppliers to Partners</b></p> <p>In an increasingly global market where products / services tend to be similar in terms of technical and economic characteristics, the customer relationship represents the added value of the company. Improvement of the customer value chain and partnerships represent the strategic targets to be chased. How to develop partnership relationships; How to withdraw from a partnership.</p>

**MEDIA PARTNER**

<b>Friday 13 May</b>	
<p>Time: from 11 a.m to 12 a.m</p>	<p>The Warehouse: a constant evolution</p> <p>The distribution network is the set of different kind of warehouse, which working in an integrated way, do represent the spine of the logistics system. The warehouse allows the company to be "close" to customers. In the past, the warehouse was considered a little more than a container. The whole vision of the logistics chain now puts warehouses as fundamental at the core of the logistics network with their functionality perfectly integrated within the network.</p>
<p>Time: From 3 p.m to 4 p.m</p>	<p>The control Tower</p> <p>A control tower system for the supply chain is a try to make the external environment of the supply chain visible to the company, with "end-to-end" visibility. The advanced and intelligent control tower is a hub for visibility, decision making process, based on real-time analytics that monitoring, all of that manage and control decisions and execution between different roles and between companies in order to optimize the entire network.</p>

**MEDIA PARTNER**

<b>Saturday 14 May</b>	
<p>Time: from 11 a.m to 12 a.m</p>	<p>Management control: how to optimize operating costs</p> <p>Having an overview of management control means defining the cost of the structure, calculating the BEP (break-even point). Being able to answer a few simple questions such as: How is my business doing? How much does my service really cost? Which of my products / services generate incomes and profits ?</p>
<p>Time: from 3 p.m to 4 p.m</p>	<p>The Incoterms</p> <p>The International Commercial TERMS (Incoterms) represent a universally known and recognized codification of the International Chamber of Commerce of Paris which has the purpose of establishing the precise meaning of the commercial delivery terms used in international sales. The Incoterms clearly indicate the obligations and risks for both the seller and the buyer. Therefore Incoterms provide uniform international rules for the interpretation of the commercial terms of delivery of goods to be included within sales contracts.</p>

**MEDIA PARTNER**

<b>Sunday 15 May</b>	
<p>Time: from 11 a.m to 12 a.m</p>	<p>The cold chain</p> <p>“Maintaining the cold chain is important”. This expression says a lot on how crucial is to keep temperature under control, whether medicine or food is being transported. In every transport there is a before and there is an after and it is right there that the risks of breaking the cold chain is often most evident.</p> <p>HACCP: rules to protect health and food safety ATP: rules on temperature-controlled transport vehicles.</p>
<p>Time: from 3 p.m to 4 p.m</p>	<p>Contracts for transport, shipping and logistics</p> <p>The term transport, with an apparently simple and clear meaning, carries out various perspectives.</p> <p>The common meaning given to the term Transport is the movement of things from one place to another. With this in mind, the rules concerning the transport, shipping and procurement contracts will be examined, with reference to the obligations of the parties.</p>

**MEDIA PARTNER**