



ECG Conference 2017  
**Digital revolutions in political turmoil**  
Brussels, 19-20 October, 2017

# Logistics Paradigm Evolution

**Pavel Haidai**

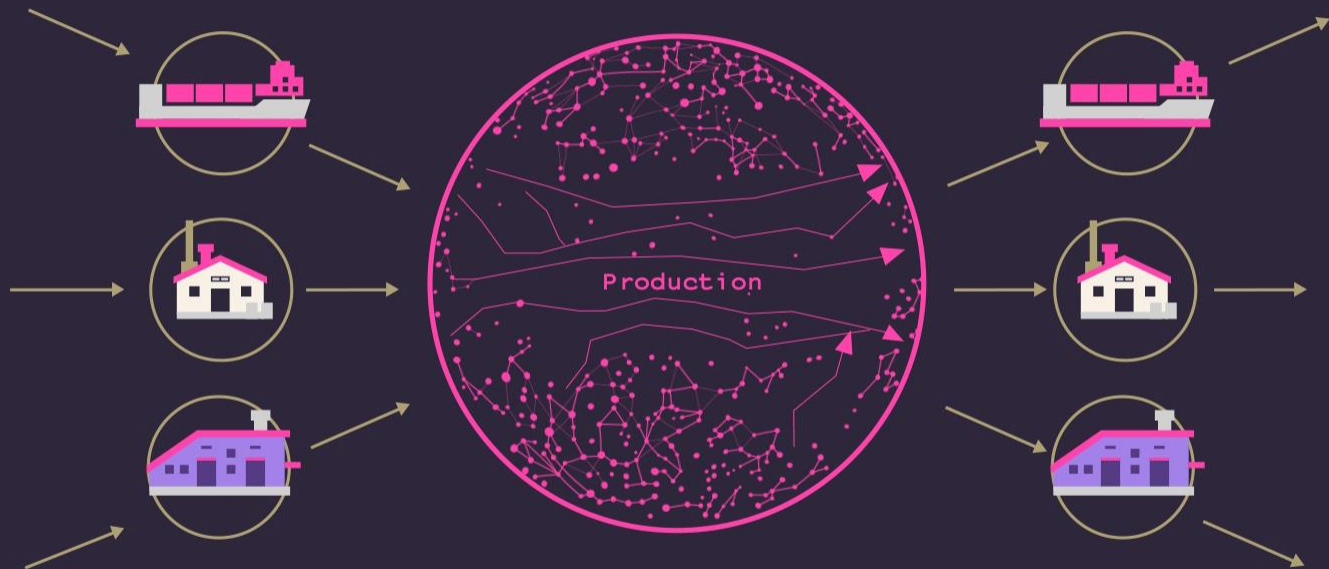


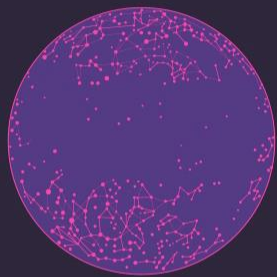






WHAT HAPPENS IF THERE IS NO TRUST ?





Architecture  
tools



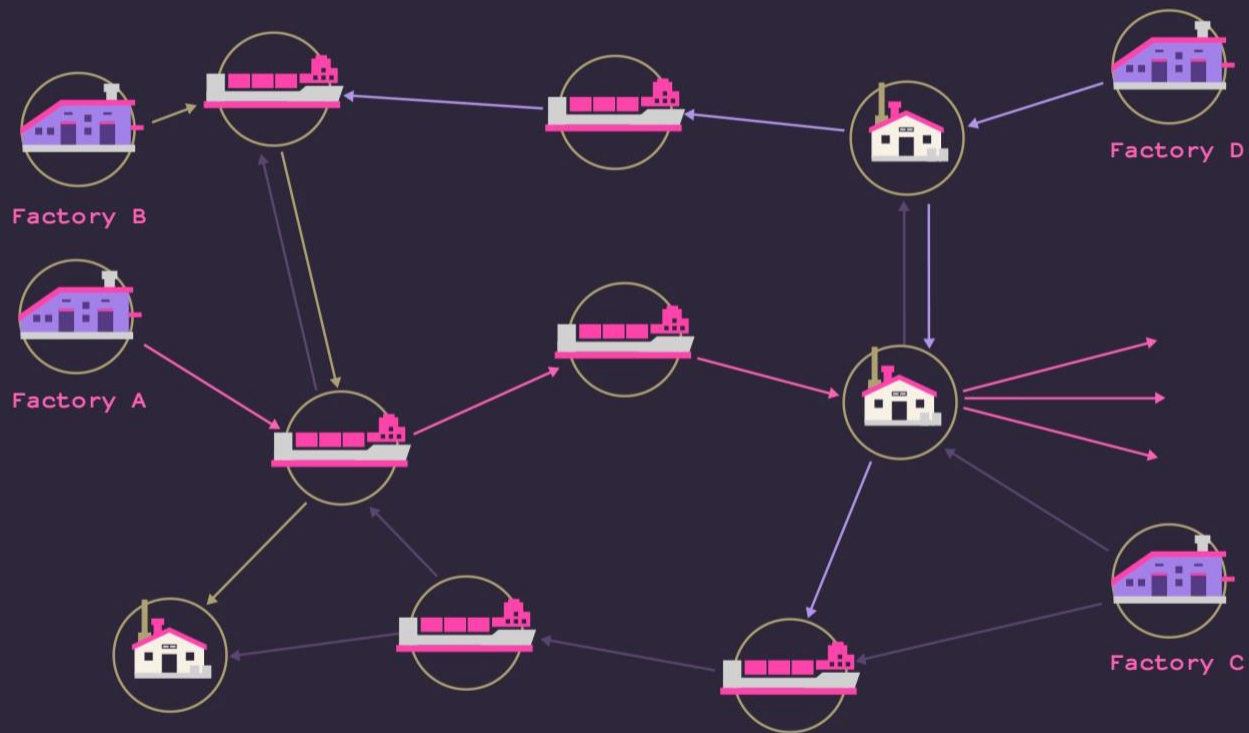
Processes  
improvement  
tools

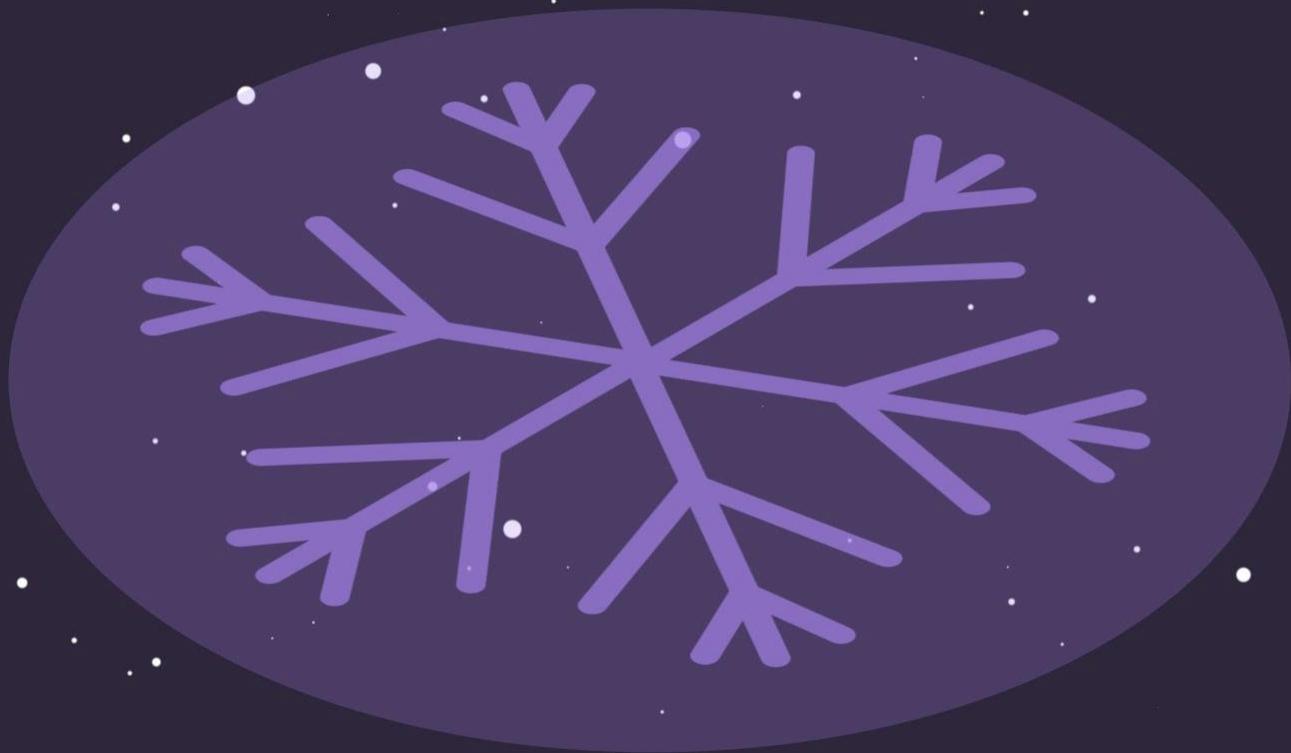


Price  
pressure  
tools



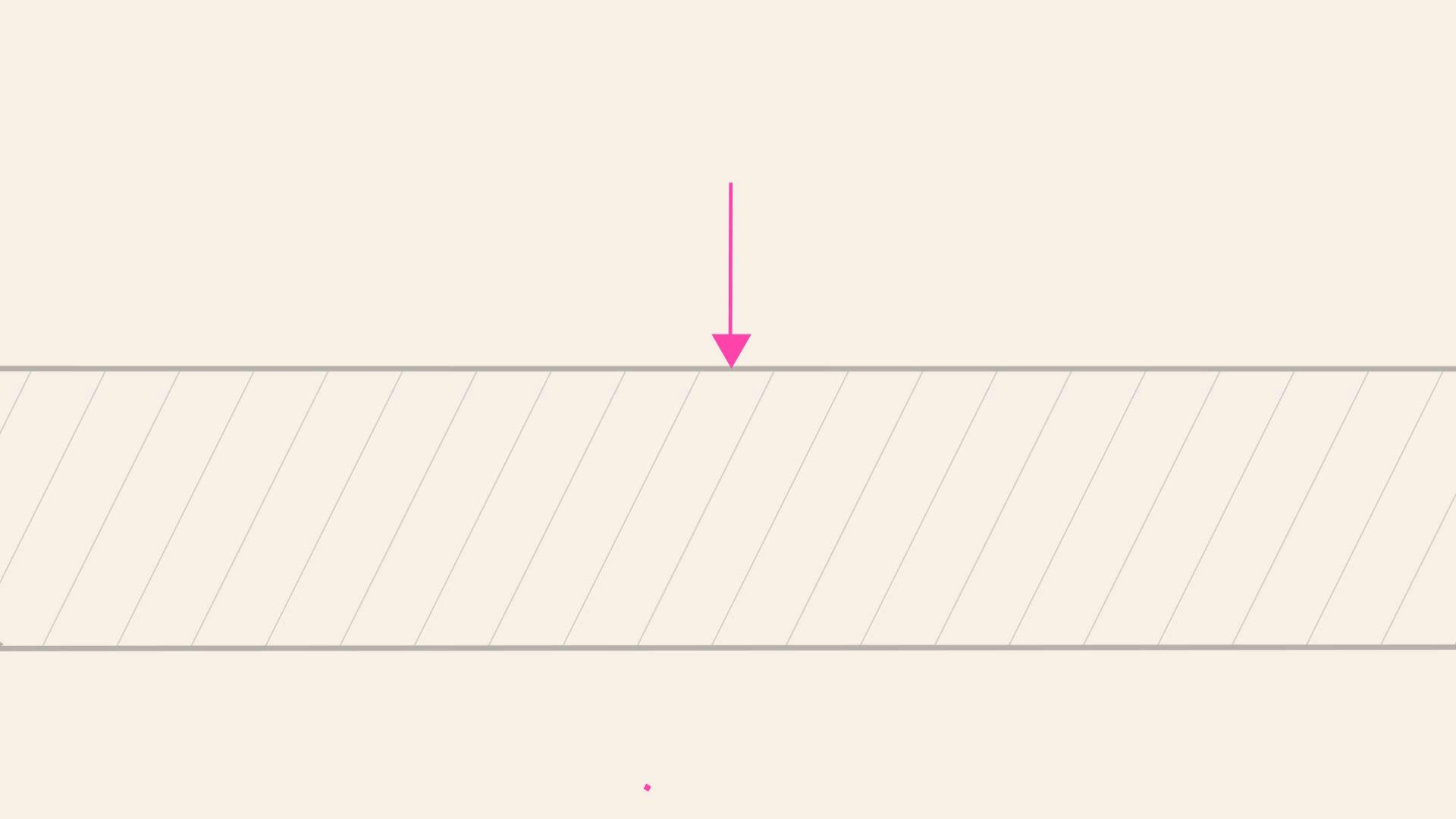
LOGISTICS ARCHITECTURE  
HAS EXPIRY DATE





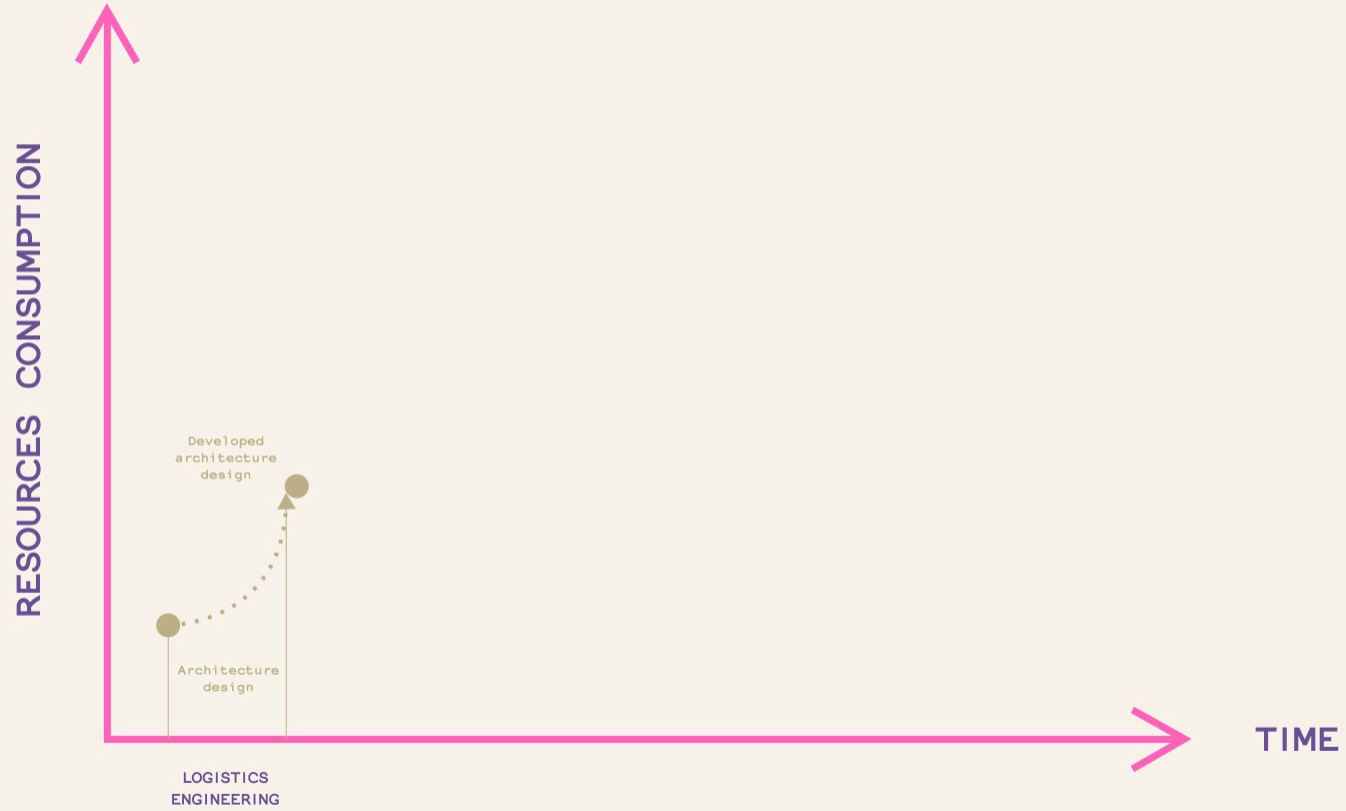


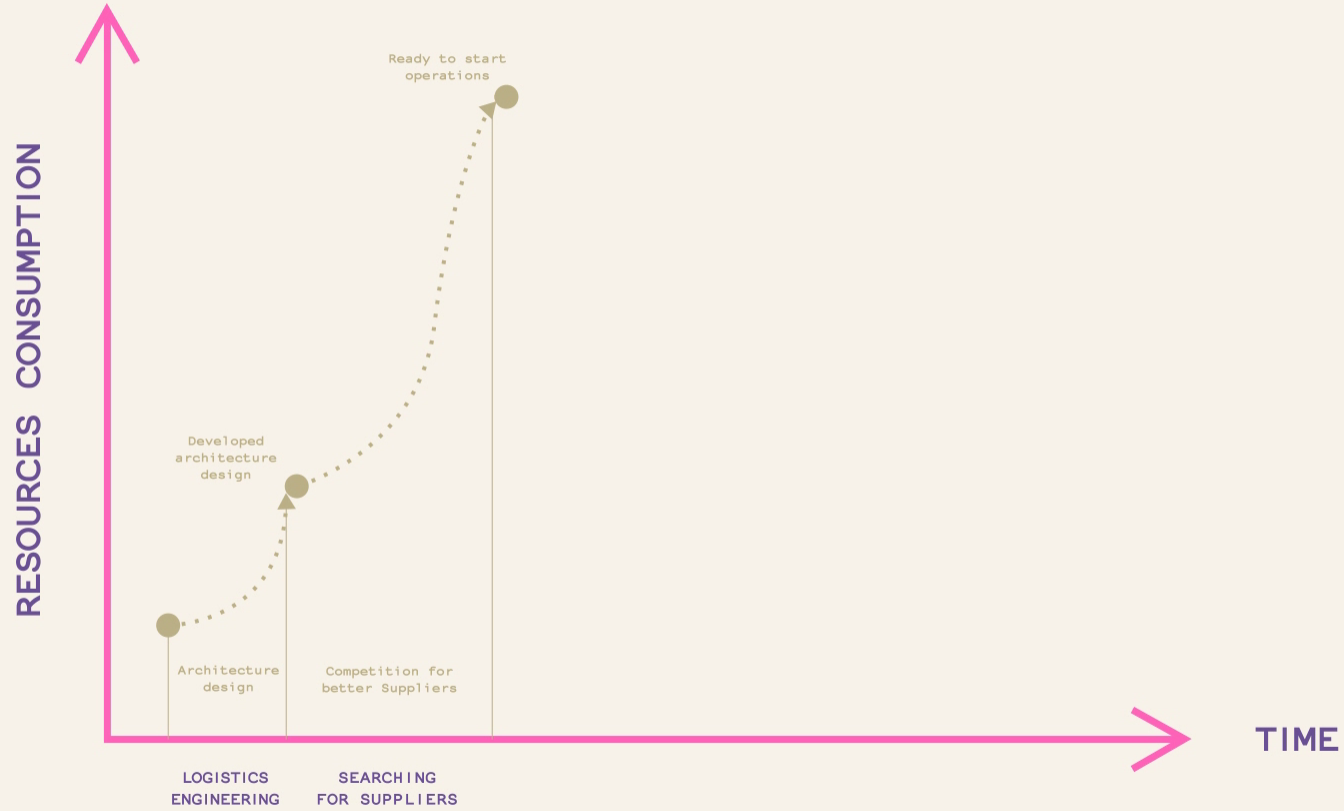
SUPPLIERS WHO WORK  
LONGER PERFORM BETTER

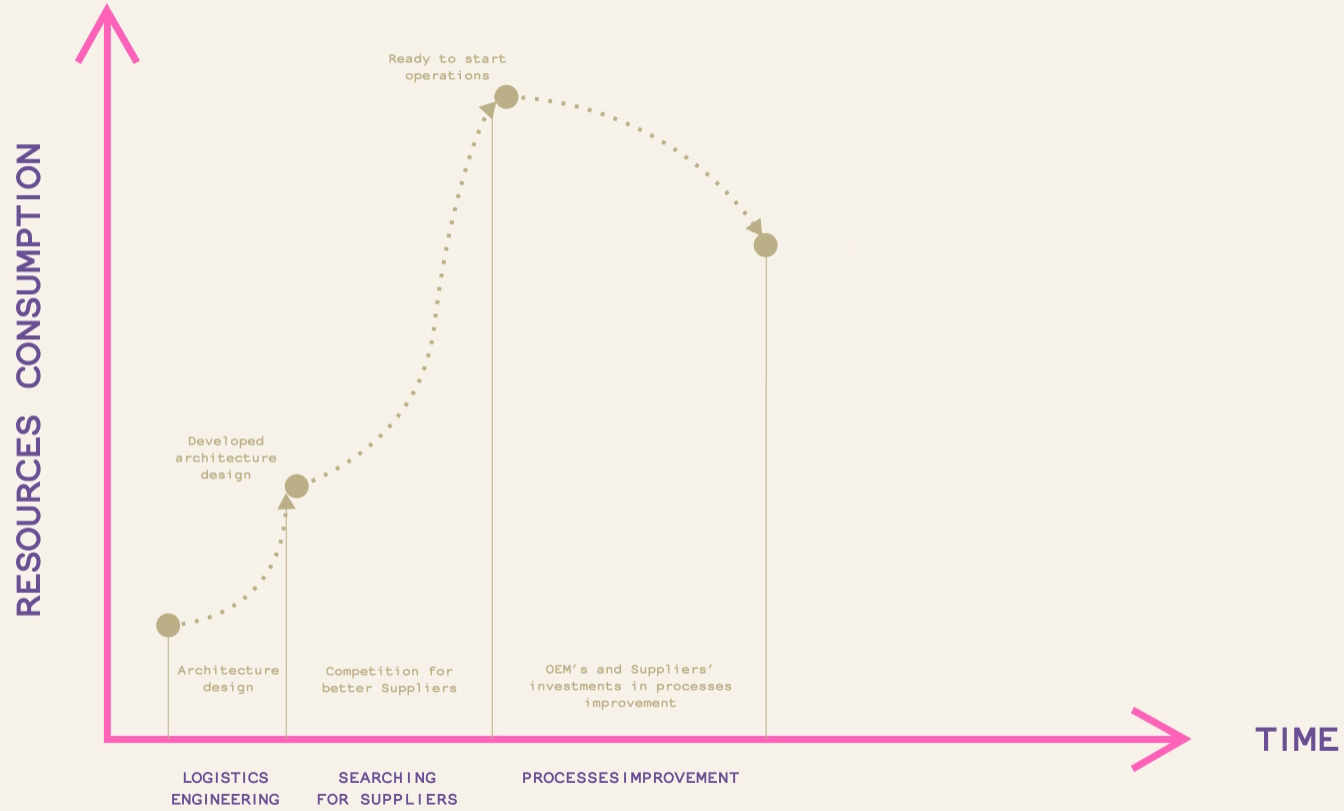


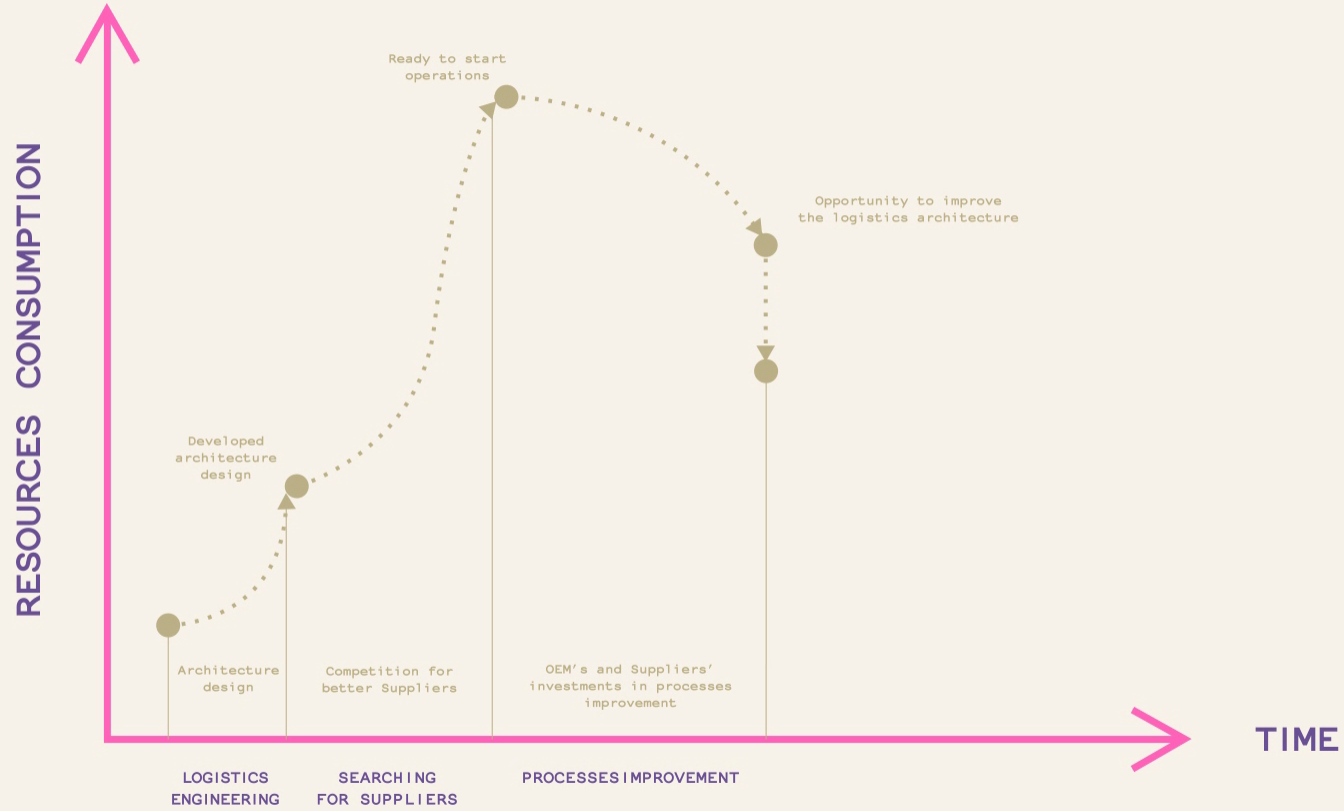


PRICE PRESSURE MAKES SUPPLIERS LEAVE

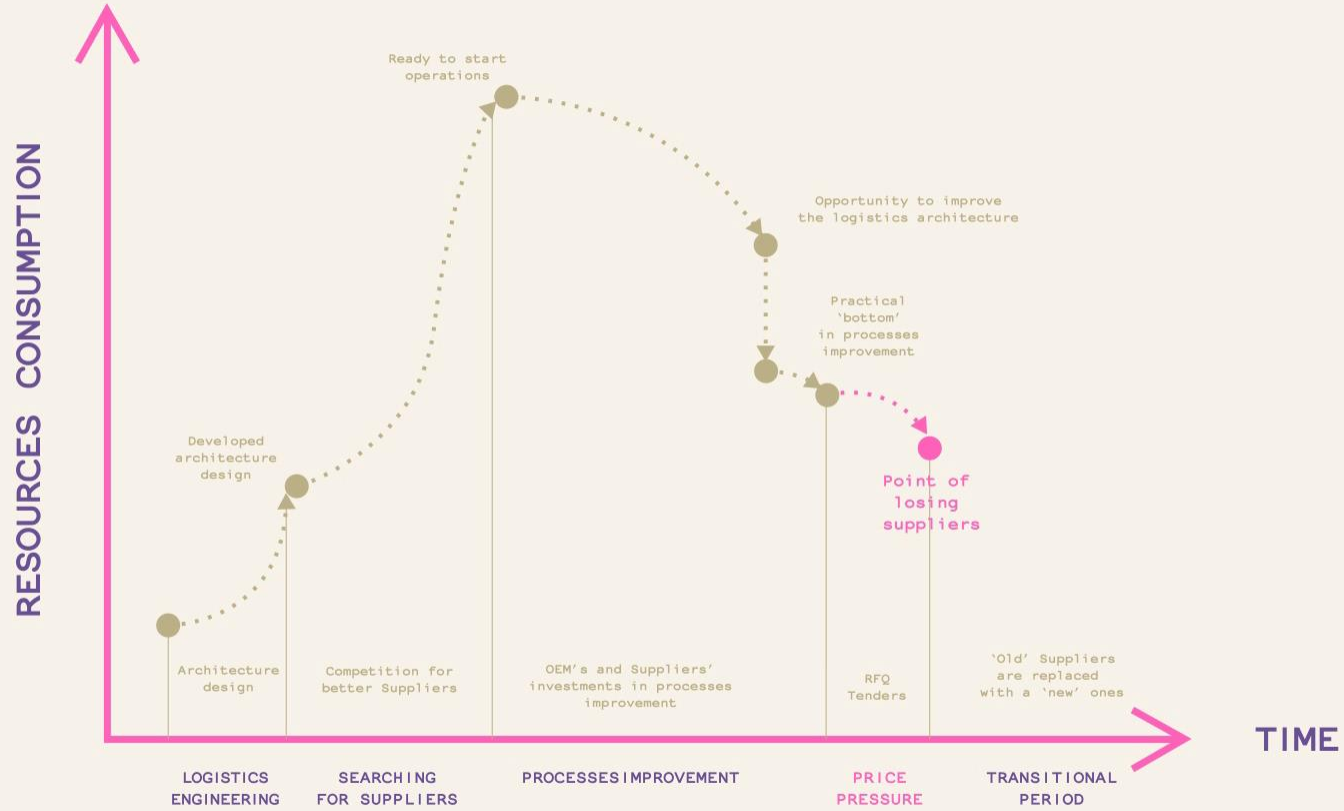




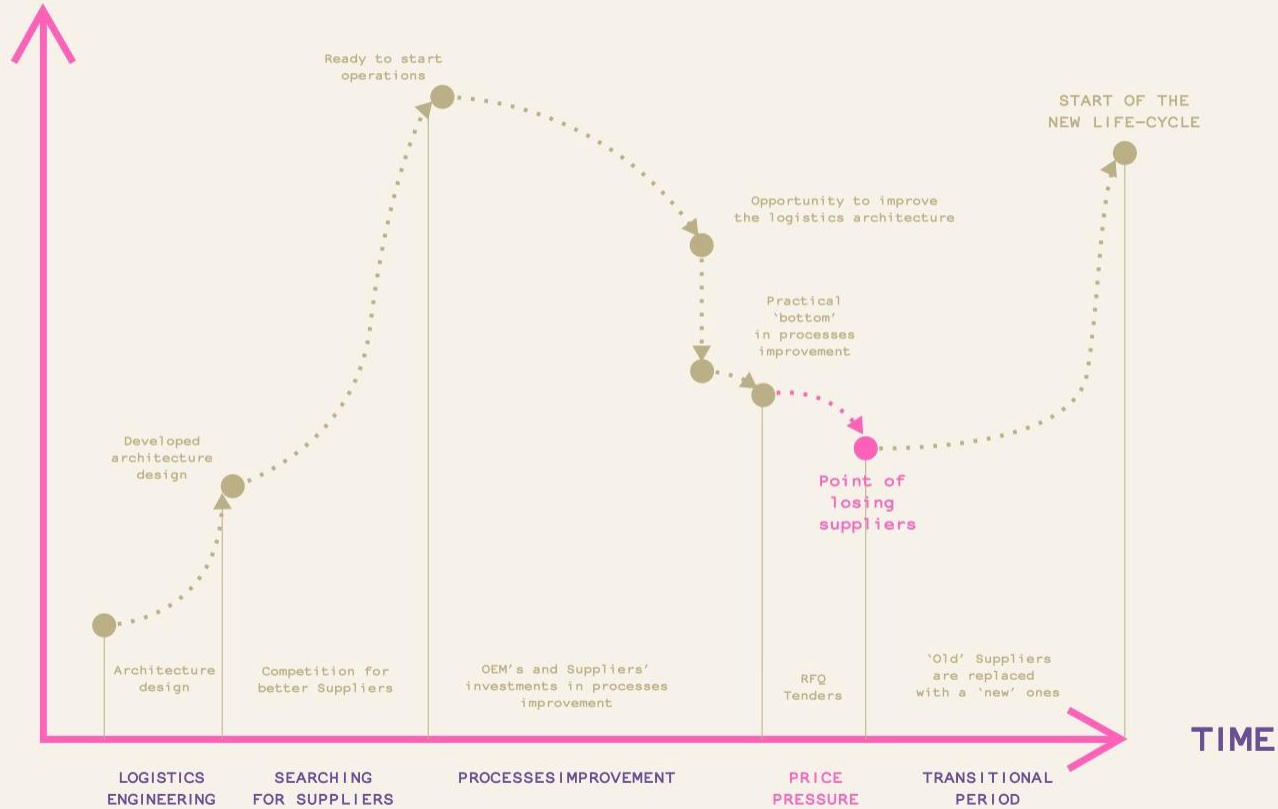








RESOURCES CONSUMPTION



An abstract graphic featuring a large, dark purple circle with a thin pink ring around its bottom edge. A gold-colored ring is positioned at the bottom left, with three gold chains extending from it towards the bottom right. The background is a light beige color with several small, dark purple circles scattered around the main elements.

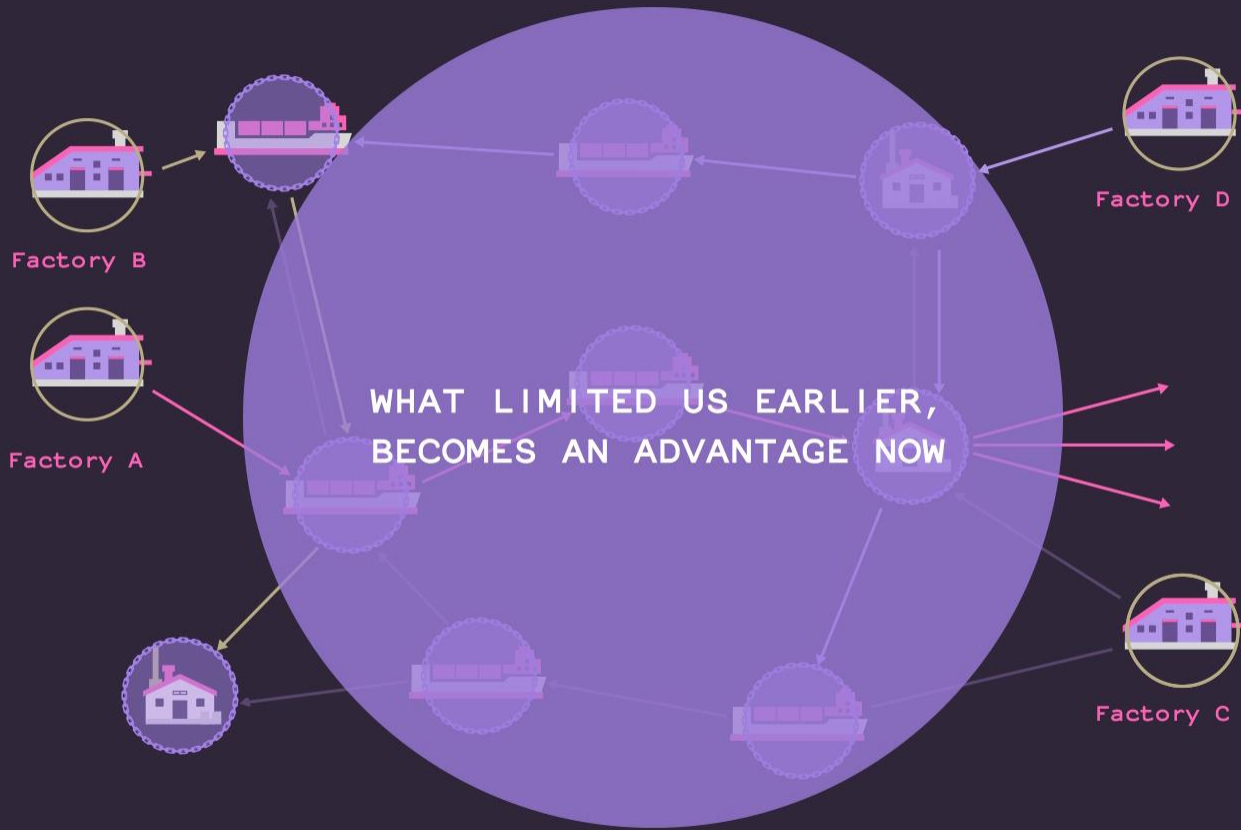
SUPPLY CHAIN DOES NOT ENSURE  
OPTIMIZATION IN THE LONG RUN

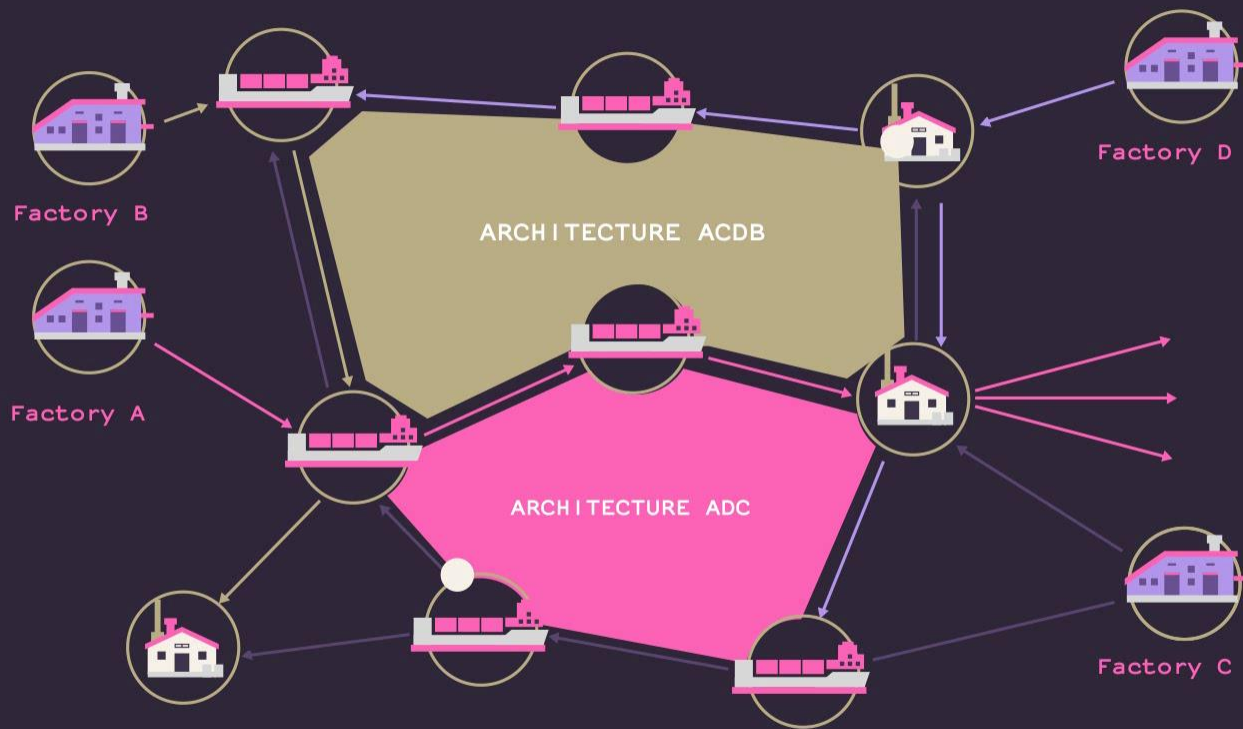
A dark silhouette of a person's head and shoulders in profile, facing right. The person is wearing glasses and holding a bright, glowing pink sphere with both hands. A small, vertical pink highlight is visible on the forehead of the silhouette.

SUPPLY CHAIN IS THE LARGEST SYSTEM  
A SINGLE PARTY IS ABLE TO CONTROL

LET'S LEARN HOW TO TRUST





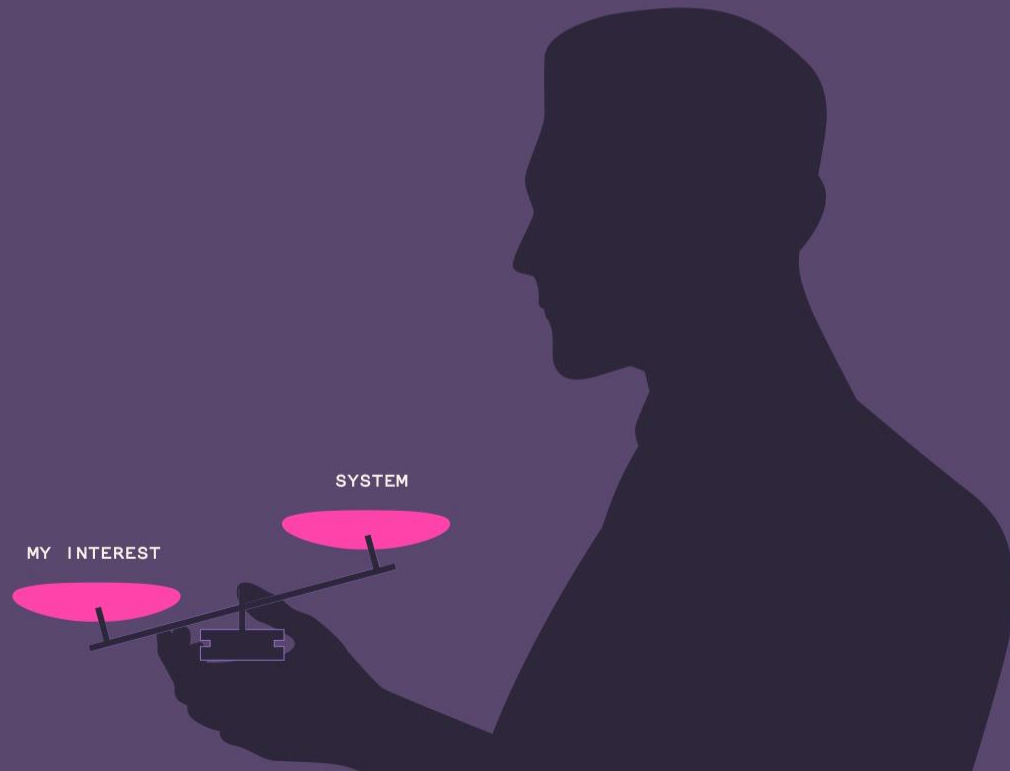


The image features a dark purple background with a series of concentric circles in a lighter purple color. There are five circles in total, centered on the text. The text is white and reads: "THE LARGER IS THE SYSTEM SCALE,  
THE BROADER OPTIMIZATION OPPORTUNITIES ARE".

THE LARGER IS THE SYSTEM SCALE,  
THE BROADER OPTIMIZATION OPPORTUNITIES ARE



THE SUPPLY NET INSTEAD OF THE SUPPLY CHAIN



SYSTEM

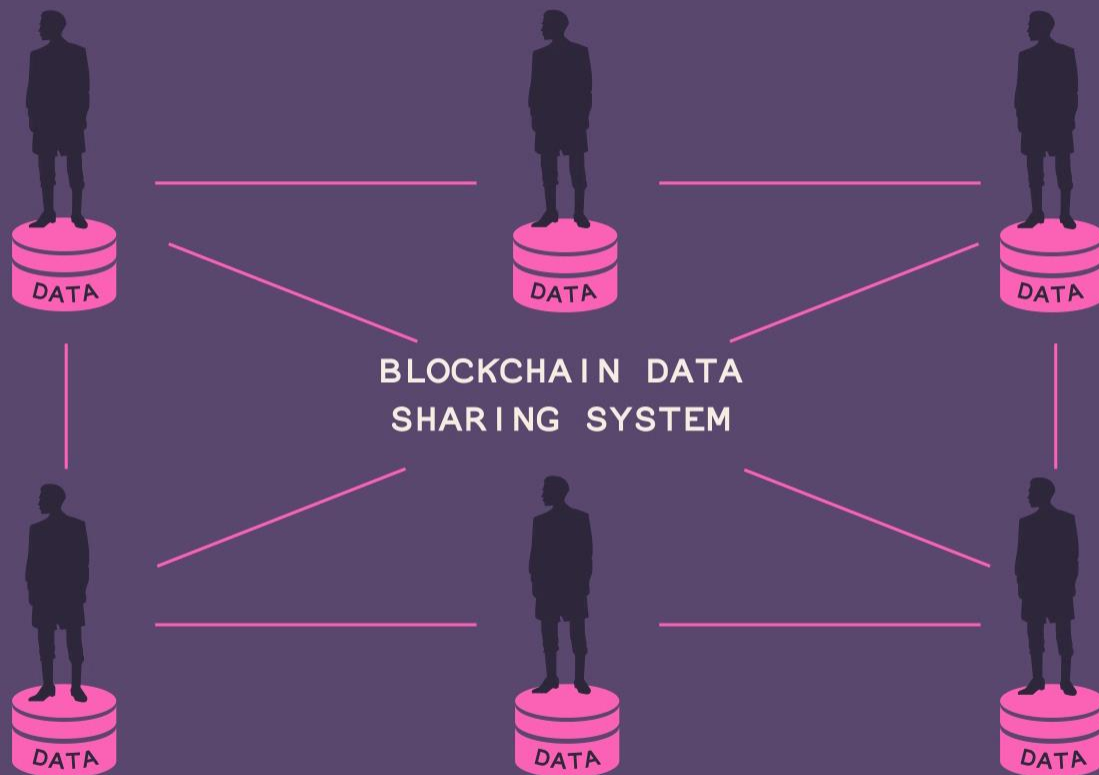
MY INTEREST

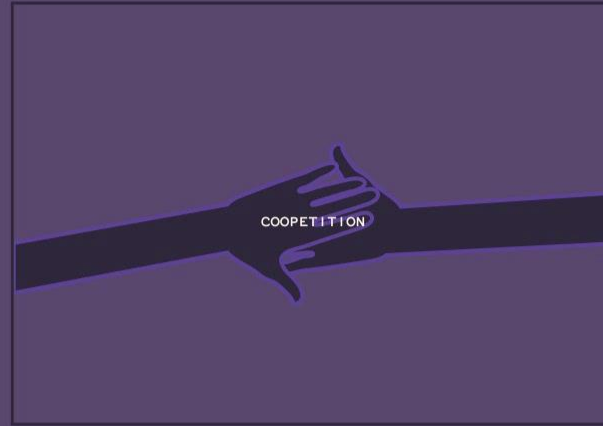
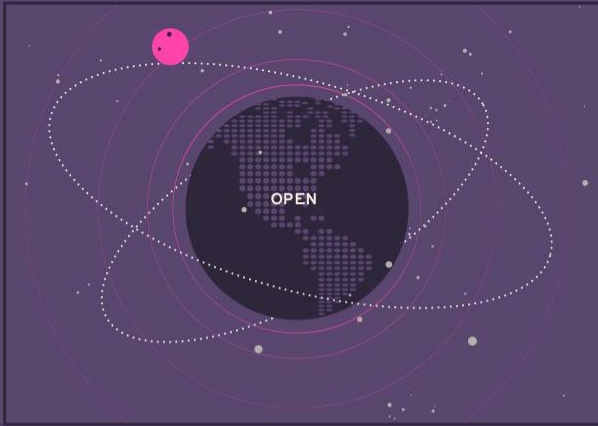
A stylized illustration of two hands shaking, rendered in a dark purple color with a lighter purple outline. The hands are positioned horizontally, with the fingers interlaced in a firm grip. The background is a solid, medium purple color.

COOPERATION + COMPETITION = COOPETITION

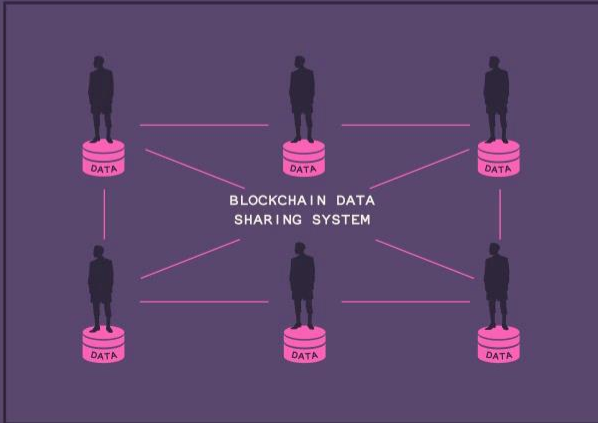


**BUSINESS COALITIONS**



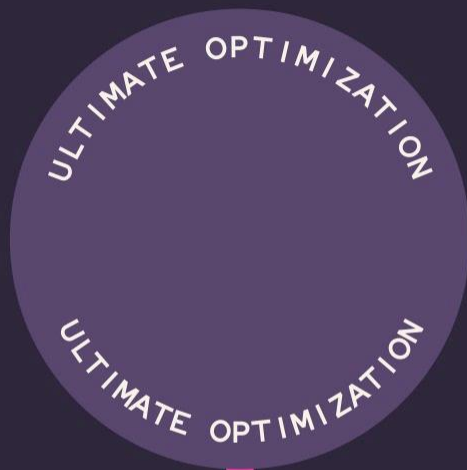


## SUPPLY NET



The background of the slide features a series of concentric circles in a light purple or lavender color, centered on the right side of the frame. The circles vary in size, creating a ripple effect that extends across the dark blue background.

WHAT DO WE GET REPLACING  
DISTRUST WITH TRUST?





Transport  
capacity

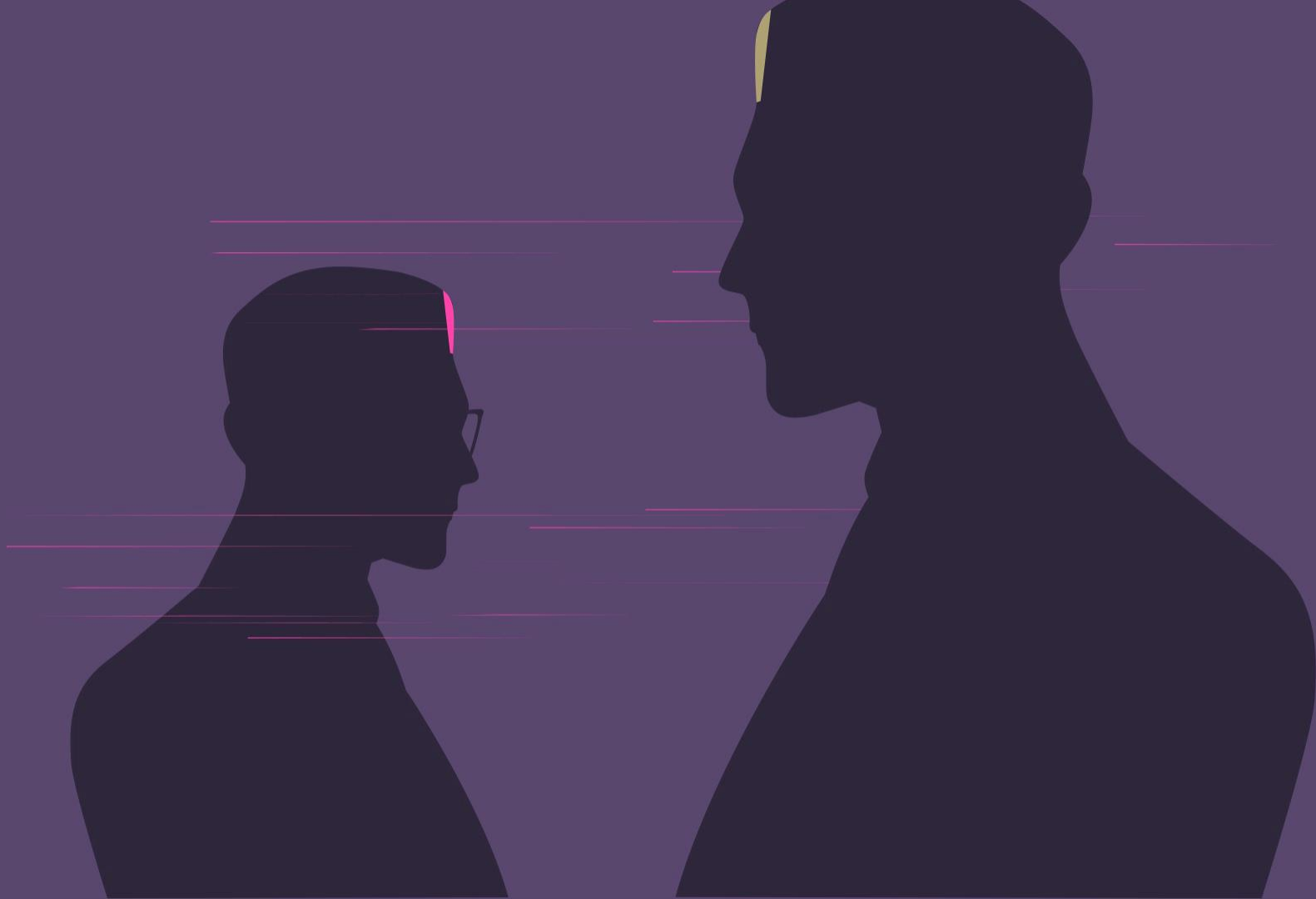
Software

Staff

An abstract graphic featuring several overlapping circles in various shades of purple and blue on a dark background. The circles vary in size and opacity, creating a layered effect. The text "BIG DATA" is centered in the middle of the composition in a white, bold, sans-serif font.

**BIG DATA**





The image features two dark silhouettes of people from the chest up, facing each other against a dark purple background. The person on the left is shown in profile, wearing glasses, with a small pink highlight on their forehead. The person on the right is shown from a three-quarter view, with a yellow highlight on their hair. A large, bright pink circle is positioned in the lower right, overlapping the silhouette of the person on the right. Inside this circle, the text "WHO HAS THAT CAPITAL OF TRUST?" is written in white, uppercase letters. Several thin, horizontal pink lines of varying lengths are scattered across the background, some passing behind the silhouettes.

WHO HAS THAT  
CAPITAL OF TRUST?