

Supply Chain Advisory Corporate Board Meeting 10/04/2022

Welcome and Thank you from Marty Parker

- Hello

Introduction of Scott Graffin

- Best of the department it has been.
- Top 3% in all management department in the whole world
- Grow to 550 in the major and 40% have emphasis in Operations/ Supply Chain
- Best for the state of Georgia.
- Go Dawgs

Scholarship Announcement & Congratulations

- Jeffrey Kempinski SCAB \$2000 scholarship
- Jackson SCAB \$2000 scholarship
- Izzy Hoyla TPS \$5,000 scholarship

Marty Introduction

- Introduction of new corporate board members
- Introduction of former students.
- Thank you for support of mentorship, internships, and hiring of full time positions.
- Marty hires 30 students himself in the past three years.
- Highlighting students at various companies.
- SCAB has funded:
 - ASCM chapter at UGA
 - Plant tours
 - SCAB Scholarships

SCAB Executive Board Introductions

- Exec Introductions
- Mentorship Program
- Are any students interested partnering with?

David O’Leary & Eric Dolan (UPS): “How UPS is Helping Customers Address Global Supply Chain Trends”

- UPS 115-year-old company, originally a messenger company.
- Based in Atlanta, Georgia
- In 220 countries worldwide
- UPS offers end-to-end supply chain solutions
- Three business units
 - Domestic package
 - International package

- Supply Chain and Freight
 - Forwarding
 - Global logistics
 - Coyote
- During COVID-19, UPS had to rebrand the company
- Just delivered its 1 billionth COVID-19 test
- Global Supply Chain Trends
 - E-commerce growth
 - Covid-19 advanced e-commerce five years ahead
 - Now shipping more individual packages that lead to more infrastructure and human capital.
 - Technology and Digitization Investments
 - Sustainability
 - Being conscious of the communities they operate in
 - Mergers and Acquisition
 - Opportunities to consolidate while also to acquire new companies.
 - Supply chain bottlenecks
 - Rising costs of labor and warehousing
 - Increasing inflation
 - High energy prices
 - Political and trade tension
- Digitalization
 - COVID-19 has disrupted this space and now customers want more complex systems
 - $\frac{2}{3}$ of their companies are now asking for end-to-end solutions to be quicker
 - Lead to UPS Evolve Vision → UPS Symphony (Double check this)
 - UPS
 - Customer
 - Collaboration Partners
 - Case Study in Luxury Jewelry Company
 - Warehouse Dashboard
 - Shipment Dashboard
 - Equivalent of the first application where it is a single-sign to see everything
- Warehouse Automation
 - Investment in warehouse automation due to lower labor/ high labor cost
 - Look at the new generation of a warehouse
 - Look at inbound activities, storing, and outbound activities

- Store goods in the most efficient way
- Large investments
- Use Locus robots to reduce pick and movement time of product (Pick-to-bot)
 - Increase productivity by 150%-200%
- Rack-to-person robot
 - Increase in 300% productivity
- Robotic Arm integration
 - improve storage
- The culture of UPS is changing to “You Belong at UPS.”

Drew Eubank & Jim Shaw (Zion Solutions Group): Warehouse Automation

- Zion is a integration firm
- Warehouse evolution
- 1990s warehouse
 - Forklifts
 - Goods to person system with conveyor
 - Paper driven
 - Pick modules
- 2000s
 - Computer driven
 - RF introduction for pick information
 - Sortation systems
- 2010s
 - Yellow tape everywhere
 - Robots
 - Sortation change with e-commerce
 - Shuttle systems
 - Amazon robots
- Current Trends
 - Ordering habits change with Amazon to Just-in-time
 - COVID-19 accelerated the whole world forward in a matter of weeks
 - Changing of the Guard in leadership
 - Venture Capital Investments + smart people = innovation stage
 - Goods to person
 - Omni channels
 - Easily handle large SKU basis
 - Pick and Place
 - Movement AMR's Point-to-point
 - Sortation

- Virteca
 - Sort small and large parcels
 - Brownfield vs Greenfield
 - Robotic Sortation
 - Takes sortation without the
 - Humanoids
 - Within 2 years
 - Test cases NASA operations, and large tech company
 - Software
 - Spatial web
 - Uses Meta technology
 - Think one step ahead
 - Biggest trend is how to get as many systems to talk to each other at once
- Zion Perspective

Speakers Q & A

- How do you know when to pull the trigger on the right technology before realizing they?
 - Drew: We want to partner with our partners, do not want to investment too much but get your return. Do not know what tomorrow holds. Ask questions, “Do you really need that piece of equipment or technology?”
 - Eric: change management is more important than technology.
 - David: we don't make changes every day, but Covid has accelerated a lot of those investment and decisions and find tools that are flexible to make those shifts quickly.
- What are the most valuable skills for intern or entry-level positions
 - Drew: Attitude and Aptitude, big soft skills. Understand your own value
 - Eric: whatever tool you are using right now you will not be using five years from now.
 - Jim: Actually learn the fundamental processes on the floor.
- How does AI and Metadata work for UPS?
 - Eric: A big thing is seeing how SKUs work with forecasting and real demand, being able to move product from one place in the world to the next, and before it is needed there.