



DESCARTES™

Evolution 2018

Global User & Partner Conference



MARCH 6-8, 2018 | WEST PALM BEACH, FLORIDA

Agenda Preview

www.descartes.com/usergroup

Global User & Partner Conference

Evolution, Descartes' Global User & Partner conference, is the pinnacle event where Descartes customers and partners from around the world get together to network with other Descartes users, meet the Descartes product management team, provide input on Descartes' product development plans, and learn more about Descartes solutions and how to improve their operations.

We encourage you to review the 80+ conference sessions in the Agenda Preview on the following pages; we'll continue to provide agenda updates as speakers are confirmed. Please also visit www.descartes.com/usergroup for additional conference information, including accommodation specifics, sponsorship opportunities, and event details as they become available.

The conference offers attendees an opportunity to:

- Network with other users and share best practices.
- Attend complimentary training sessions to learn how you can get more from your Descartes solutions.
- Learn about the future drivers for success in supply chain and logistics.
- Meet with some of our United by Design alliance partners, see demonstrations and learn how our combined solutions are delivering results for you.
- Hear from leading organizations on how they have leveraged people, process and technology to transform their operations.

Should you have any questions, please email us at usergroup@descartes.com. We look forward to seeing you March 6-8, 2018 at the Hilton West Palm Beach in West Palm Beach, Florida.

Warm Regards,

The Descartes Systems Group

Global User & Partner Conference

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Global User & Partner Conference

Agenda At-a-Glance

	Monday, March 5	Tuesday, March 6	Wednesday, March 7	Thursday, March 8
7 am				
8 am		Breakfast	Breakfast	Breakfast
9 am		General Session	General Session	Breakout & Roadmap Sessions
10 am				
11 am		Complimentary Training Workshops	Breakout & Roadmap Sessions	
12 pm				
1 pm	Pre-conference Events: Reseller Meeting & Networking Event (All Partners & Sponsors) Golf Outing & Boat Cruise (Optional & Open to All)	Lunch	Lunch	Lunch
2 pm				
3 pm		Training/ Breakout Super Sessions	Breakout & Roadmap Sessions	
4 pm				
5 pm				
6 pm				
7 pm		Dinner & Awards Reception	Technology Fair & Networking Reception	
8 pm				
9 pm				

Please stop by the Innovation Center Desk located near the event Registration Desk to request a one-on-one product demonstration or meeting.

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Registration Desk Hours

The hours of operation for the conference Registration Desk are listed below. Located near the Oceana Ballroom, the Registration Desk serves as a central resource for questions and directions during the event:

- **Monday, March 5:** 3:00 pm – 6:00 pm
- **Tuesday, March 6:** 7:30 am – 5:15 pm
- **Wednesday, March 7:** 7:00 am – 6:00 pm
- **Thursday, March 8:** 7:30 am – 1:30 pm

Optional Pre-conference Events

Conference attendees are encouraged to join us for our optional golf and intracoastal cruise events. Registration for both is part of the online registration process for Evolution 2018. Please register now as space for both events is limited!

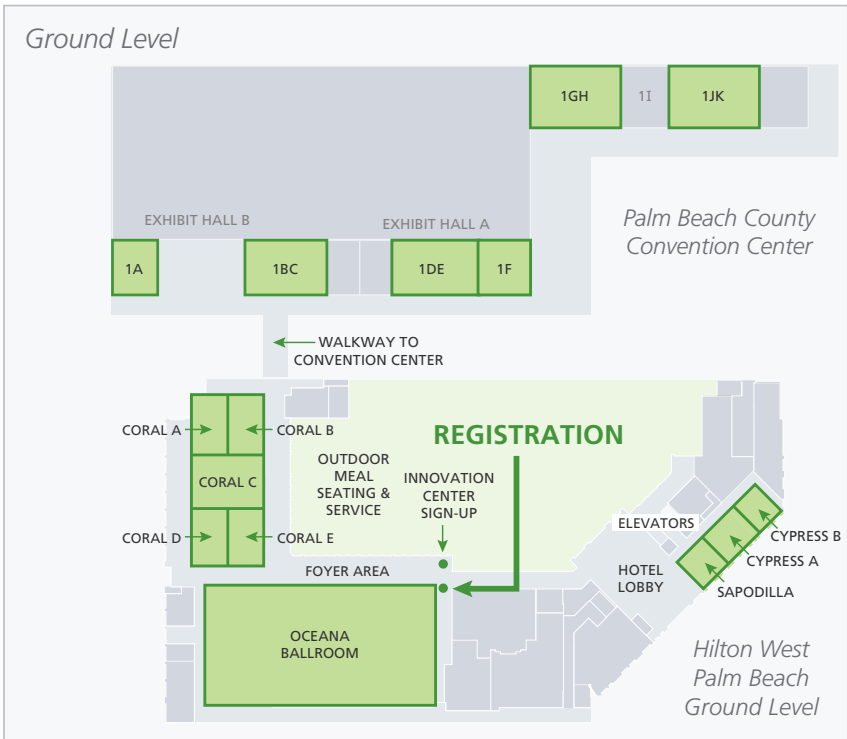
Pre-conference Golf: Please join us on Monday, March 5 at the Breakers West Country Club (Fee: US\$50.00). Plan to arrive at the club at 12:00 pm for a shotgun start at 1:00 pm. After our best ball round, golfers are invited to share the day's challenges during the reception that follows. The registration fee includes green fees, light food and beverage at the reception and gifts for the best of the best shots on this award-winning course. Please note that transportation is not included.

Pre-conference Intracoastal Cruise: We encourage conference attendees to join us on Monday, March 5 for a pre-conference intracoastal cruise (Fee: US\$50.00). Meet promptly at 2:15 pm in the lobby of the Hilton West Palm Beach for transfer to the marina and a 3:00 pm departure. Aboard a luxury yacht with state-of-the-art amenities, guests will enjoy scenic views of Delray's Intracoastal Waterway while mingling over hors d'oeuvres during a cocktail reception. We dock at 6:00 pm for return transfer back to the hotel.

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Conference Floor Plan

The event space and registration desk are located on the ground level of the Hilton West Palm Beach. Additional conference rooms are located in the Palm Beach County Convention Center accessible via a walkway from the hotel.



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Program Track Legend and Descriptions

Sessions are both industry- and solution-focused, and are organized into the following tracks:



Private/Dedicated Fleet

Topical industry presentations, panel discussions, and customer success stories designed to help businesses employing private and/or dedicated fleets gain deeper insight and new perspectives on unleashing the potential of their fleet operations.



Forwarder/Broker & Customs

Topical industry presentations, panel discussions, and customer success stories designed to help freight forwarders, customs brokers and organizations with international shipping operations accelerate supply chain speed in the face of intense competitive pressure, demanding ecommerce requirements and constant regulatory and compliance changes.



Purchased Transportation

Topical industry presentations, panel discussions, and customer success stories designed to help businesses more effectively manage the purchased transportation process across all modes to reduce complexity, improve control and reduce costs.



Global Trade Content

Topical industry presentations, panel discussions, and customer success stories designed to help organizations with international shipping operations increase the informational value of trade data and the productivity of global trade staff to reduce operating costs, improve customs compliance and accelerate supply chain speed.



Ecommerce

Topical industry presentations, panel discussions, and customer success stories designed to help B2C and B2B organizations drive new revenue opportunities, customer service excellence and cost savings out of a more connected supply chain as commerce continues to grow online.

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Session Type Descriptions

User Training Sessions are geared for customers already using Descartes solutions. These application-specific workshops will help you learn how to derive maximum value from the solutions.

1 hour 50 minutes

Peer Group/Roadmap Sessions are developed from customer input provided to Descartes' product management team at previous conferences. These sessions include an overview of solution roadmaps, interactive discussions on future capabilities and peer group topics of interest.

1 hour 50 minutes

Breakout Sessions include in-depth analysis and perspectives on key industry themes. These sessions are open to anyone who would like to enhance their knowledge base and gain insight into critical logistics-related topics.

50 minutes

Breakout Super Sessions provide an overview of Descartes' end-to-end solution vision for that particular track. Super sessions are designed to enhance understanding of the comprehensive solution portfolio Descartes offers in each key business area.

50 minutes

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Track Overview

Each program track offers great breadth and depth of session content to help customers be more successful. Please see below for a summary of sessions by track.



Private/Dedicated Fleet

- **User Training: Descartes Mobile™ & Descartes wGLN™**

Understand the latest methods to improve tracking and visibility for fleet operations and real-time information exchange throughout last mile distribution processes. Learn about mobile improvements, enhanced connectivity with the Descartes Global Logistics Network, and the latest in peripherals and device types to improve tracking and visibility.

- **User Training: Descartes Route Planner™ - Intermediate User Training: Descartes Route Planner™ - Intermediate**

For intermediate users, understand how to use the latest route planning developments and tips/tricks to help you improve solution proficiency. Benefit from all the insights on the improved user interface.

- **User Training: Descartes Route Planner™ RS (formerly Roadshow)**

Learn how to leverage the latest functionality for creating master routes, daily route plans and territories using comprehensive routing parameters to fine-tune route planning to meet business and customer needs.

- **User Training: Descartes Telematics & Compliance™**

Enhance application proficiency with practical examples and scenarios that demonstrate the latest solution capabilities.

- **User Training: Geotab Fleet Compliance Management Solution**

Come with questions as we review the features and benefits of the Geotab fleet compliance management solution, including device and harnesses, self-installation ease and certification, user interface, reporting capabilities, simplified implementation and rollout process, and the partner community for solution add-on capabilities.

- **User Training: Descartes Perform™ for Food**

Learn about the latest options available to integrate mobile proof-of-delivery processes with back-office applications to streamline pre- and post-delivery reconciliation. Walk through practical examples and scenarios that demonstrate the latest enhancements to drive real-time clean invoices, order accuracy and minimal overages, shortages and damages.

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Track Overview

- **User Training: Descartes Perform™ for Transportation**

Review “What’s New” and learn how to put the latest capabilities to work in your organization. Improve application proficiency with the latest configuration options to help planners, dispatchers, mobile workers, drivers, and more ensure order accuracy and operational efficiency.

- **User Training: Descartes Route Planner™ - Advanced**

For advanced users, learn how the latest capabilities (e.g., Descartes Reservations™) can help you improve vehicle route planning by delivering priority service to the most profitable accounts and routes while maintaining customer service objectives.

- **User Training: Descartes Route Planner™ On-demand - Intermediate**

In this interactive workshop, learn more about enhanced integration with other solutions (e.g., Descartes wGLN & Descartes Mobile), as well as best practices, tips and shortcuts to improve dispatcher and planner productivity.

- **User Training: Descartes WinRoute™**

Learn how to apply the latest route modeling capabilities to analyze route territories, service levels, and delivery routes to develop the most cost-effective transportation strategy for your organization. Functions in the latest application release will be highlighted.

- **Descartes End-to-end Vision for Routing, Mobile & Telematics**

Fleet performance is more critical to customer service and supply chain operations than ever. This session covers Descartes’ vision for the role routing, mobile and telematics has in making companies more competitive and profitable and better able to manage their drivers.

- **Roadmap/Peer Group: Descartes Telematics & Compliance™**

Join the discussion with other users and Descartes’ product management team on the latest capabilities for ELD compliance, as well as plans to enhance the application with business intelligence dashboards and reporting.

- **Enhancing Driver Productivity: Developing Performance Standards, Monitoring & Managing**

Driver performance is critical to overall delivery success. Learn how to implement performance standards that reflect the behavior you expect, and develop monitoring and reporting programs that allow you to better understand what is happening in the field and to improve the performance of each driver.

- **Strategic Route Planning Best Practices to Improve Fleet Productivity & Service**

Strategic route planning can fundamentally improve your fleet’s productivity and customer service. Gain a better understanding of the strategies and techniques that can be employed to redefine your fleet’s performance, and gain insight into options that could make a significant impact to your business.

Global User & Partner Conference

Track Overview

- **Uncovering the Business Value of Dynamic Delivery Appointment Booking**

Learn how retailers and distributors are using the ability to dynamically book delivery appointments during the buying process to create a “game changing” customer experience that not only reduces delivery costs, but also increases revenue and creates a competitive service advantage.

- **Change Management: Strategies to Create a Culture of Success**

Gaining organization support can be the biggest challenge to successfully implementing and operating a routing solution. Learn how to get buy-in from drivers all the way to the boardroom to create a culture that not only delivers great results today, but constantly challenges for better ones in the future.

- **Fleet Management Benchmark Survey: Strategies, Tactics & Technologies of Industry Leaders**

Descartes surveyed a wide array of companies across the globe that use routing, mobile and telematics solutions to understand what was driving their companies’ adoption and overall business success. Gain insight into the differences in the strategies, tactics and technologies used by top fleet performers and the rest of the pack.

- **Roadmap/Peer Group: Descartes Mobile™**

Collaborate on development direction with other users and Descartes’ product management team, and review new capabilities such as single sign on with a corporate identity server, enhanced user interface design for increased usability and configurability, and building optimized routes on the fly.

- **Strategies & Tactics for Maintaining and Maximizing System ROI**

Through working with hundreds of customers, Descartes has learned key strategies and tactics that help diverse organizations maintain and expand the business value they receive from their route planning investments. Gain insight into the operational processes, system management practices, training and collaboration with Descartes that keeps great results coming.

- **Roadmap/Peer Group: Descartes Route Planner™**

Meet with other users and Descartes’ product management team for a discussion of Descartes Route Planner’s faster user interface, support for Google Chrome, the product’s new, redesigned user interface planning dashboard, and more.

- **Roadmap/Peer Group: Descartes Perform™ Portfolio**

Collaborate with other users and Descartes’ product management team to discuss capabilities such as enhanced Descartes wGLN™ integration, including payment processing and dispatch, broadened mobile support for Perform-specific capabilities, and integration with Descartes’ routing and scheduling applications.

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Track Overview

- **Roadmap/Peer Group: Descartes Route Planner™ On-demand**

Participate in an extended discussion with other users and Descartes' product management team to help set development priorities for future releases and to discuss recent enhancements, such as the ability for drivers to use mobile devices to scan deliveries and build their own workload along with support for historic traffic patterns.



Forwarder/Broker & Customs

- **User Training: Descartes Canadian Customs Brokerage™**

Learn more about best practices and the latest capabilities to support a wide range of brokerage, freight forwarding and accounting functions.

- **User Training: Descartes OneView™ Forwarder Enterprise/Customs House Broker/Accounting**

Understand how to leverage the latest capabilities for bookings, security filings and customs entries, shipment and financial management, and more. Learn how these enhancements can help you realize the potential benefits of the Automated Commercial Environment (ACE) as a single window to connect to other agencies within the U.S. government.

- **Workshop: Descartes Global Securities Framework for Multimodal Cargo**

Enhance solution proficiency with the latest capabilities for multiparty collaboration to support multimodal cargo security filings while minimizing customs compliance costs, complexities and risks.

- **User Training: Descartes Editrade™ Customs Link**

Improve solution proficiency using the latest capabilities for collecting and preparing data for customs entries, as well as post-entry compliance in the ACE. Learn how to leverage recent developments for EDI, XML and data integration; filing with multiple Partner Government Agencies (PGA) (including Remote Location Filing); tracking filings online; and customizing alerts.

- **User Training: Descartes Forwarder Portal™**

Improve solution proficiency with advanced tips and tricks for enhancing purchase order management. Leverage best practices and the latest functionality for aggregating data from logistics service providers, building dashboard views and centralizing purchase order management.

Global User & Partner Conference

Track Overview

- **Descartes End-to-end Vision for Forwarder/Broker & Customs Compliance Solutions**

Forwarders and brokers are facing extreme challenges to their business, yet there are opportunities now presenting themselves to provide differentiated service and better financial performance. Descartes presents its vision for the new model for success for forwarders and brokers.

- **Forwarder & Broker Benchmark Survey: Impact of Ecommerce**

Join us to discuss our third annual benchmark study that explores current insights from freight forwarders and customs brokers on the impact of ecommerce, regulatory compliance, and macroeconomic trends that are affecting the industry's strategies, tactics and use of technology.

- **John S. James Case Study: Leveraging Global Trade Data**

Learn how John S. James is using Descartes CustomsInfo global trade data in combination with its Descartes OneView enterprise solution to provide new services to import customers.

- **The Broker/Forwarder Response to the Ever Changing Ecommerce World**

Ecommerce continues to transform the way that shippers are running their businesses. This session discusses how brokers and forwarders fit and can be successful in this ever-increasing business model.

- **Update on Global Cargo Security Compliance**

Cargo security continues to become more complex and governments are constantly changing their screening requirements. This session provides a global perspective on the security changes that are underway or coming, and offers recommendations on how they should be addressed.

- **Customer Panel: Exploiting Ecommerce Growth**

Customers discuss how forwarders and brokers are taking advantage of the growing ecommerce opportunity.

- **Roadmap/Peer Group: Descartes Canadian Customs Brokerage™ & Descartes Forwarder Portal™**

Collaborate with other users and Descartes' product management team on evolving Advanced Trade Data requirements, the Single Window Initiative and enhancements to the web-based user interface modernization project for Descartes Canadian Customs Brokerage. Discuss Descartes Forwarder Portal capabilities such as flexible dashboarding, shipment visibility, alerting and collaboration. Review current integrations with Descartes ForwarderLogic™, Descartes OneView™ and other Descartes customs solutions.

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- **Roadmap/Peer Group: Descartes Editrade™ Customs Link**

Join the discussion with other users and Descartes' product management team on enhancements including increased ACE/PGA functionality, enhanced integration, new FDA product code search abilities, additional reporting capabilities and more.

- **Roadmap/Peer Group: Descartes OneView™ Forwarder Enterprise & Descartes OneView™ Customs House Broker**

Join Descartes' product management team and other users to discuss continued support for PGAs, ACE enhancements, recent functional developments and integration opportunities for ocean transportation, contact management capabilities and more.



Purchased Transportation

- **User Training: Best Practices for Descartes Reporting Services™**

Learn how to leverage recent "Unified Reporting" enhancements to create logistics-oriented reports--across several Descartes solutions--for a department, the enterprise and/or for trading partners.

- **User Training: Descartes Transportation Manager™ - Intermediate**

For intermediate users, enhance solution use to manage the flow of freight, optimize shipments across modes, integrate private fleet/for hire transportation, simplify customs compliance and more.

- **User Training: Best Practices for Descartes Dock Appointment Scheduling™ & Descartes Yard Management™**

Understand the latest features and capabilities to improve visibility into the multiparty processes for managing dock appointments as well as trailer content and movement.

- **User Training: Descartes Transportation Manager™ - Advanced**

For advanced users, understand the latest developments to help drive TMS performance and ensure you use the system to the organization's best advantage.

- **Descartes End-to-end Vision for Transportation Management**

As the pace of business and importance of service increase, the expectations of transportation operations performance are rising. Descartes will explain how the role of transportation management is evolving and how transportation processes and technology are adapting to meet these new requirements.

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Track Overview

- **Introducing Descartes MacroPoint Real-Time Transportation Visibility**

Companies are demanding that their transportation providers offer real-time location-based information. Learn how Descartes MacroPoint in combination with the Descartes GLN provides a cloud-based, real-time load visibility platform that empowers transportation brokers, logistics service providers and shippers to better serve their customers and run their transportation operations.

- **Transportation Management Benchmark Survey: Strategies & Tactics of Top Performers**

Join us to review our second annual transportation benchmark study that dives into the perspectives of shippers and logistics service providers on the growing strategic importance of transportation management, ecommerce and other top trends that are affecting their transportation management strategies, tactics and use of technology.

- **BASF Case Study: Using Real-Time Visibility to Drive Supply Chain Excellence**

BASF discusses how it is using real-time visibility to more effectively manage transportation across multiple business units and locations to better serve customers.

- **Customer Panel: Transportation Management: The Ecommerce Enabler**

This panel session addresses how transportation management is an enabler of ecommerce. Understand the strategies, tactics and technology that B2B and B2C companies are using to better manage their parcel and common carrier shipments.

- **Standardizing Transportation Processes on a Global Scale**

This session discusses how global companies are standardizing their transportation operations on a worldwide basis.

- **Introducing Descartes ShipRush**

Without a comprehensive omnichannel strategy that includes advanced parcel shipping capabilities, ecommerce retailers and SMBs alike can face escalating costs and poor delivery execution that can impact customer satisfaction. Learn how the combination of Descartes ShipRush and the Descartes GLN can help companies streamline their supply chain and reduce transportation costs.

- **Helping Retail & Distribution Companies Compete Better through Pool Distribution**

Retailers and distribution companies are under pressure to deliver faster and for a lower cost. Learn how advanced pool distribution can be instrumental in helping businesses achieve these traditionally conflicting objectives simultaneously by leveraging a network of carriers that are using a common business process and supporting technology.

Global User & Partner Conference

Track Overview

- **Roadmap/Peer Group: Descartes Transportation Manager™**

Collaborate with other users and Descartes' product management team on capabilities such as MacroPoint integration, mass import of cost center codes for freight bill auditing, and auto-publishing bill of lading documents in PDF format. We'll also discuss future development priorities such as cubic minimum charge calculation and document upload for loads.

- **Roadmap/Peer Group: Descartes Solutions for Visibility, Dock Appointment Scheduling, Yard Management & Reporting**

Work together with other users and Descartes' product management team to discuss development priorities for upcoming releases, including real-time visibility into transportation moves with integration to MacroPoint, APIs to support integrations with Dock Appointment Scheduling, and large scale report distribution methods with Reporting Services.



Global Trade Content

- **User Training: Descartes CustomsInfo™ Manager & Descartes CustomsInfo™ Reference**

Improve solution proficiency using best practices and new capabilities designed to help you enhance research and make better classification determinations.

- **User Training: Descartes Datamyne™**

Discover how to leverage highly granular global import/export trade data to monitor commodity volumes and values, explore new markets, discover buyer-seller relationships, refine sourcing strategies and more.

- **User Training: Descartes MK Denied Party Screening™**

Enhance solution proficiency with the latest capabilities to screen customers, suppliers and trading partners; tailor risk parameters and flag potential issues for additional due diligence.

- **Descartes End-to-end Vision for Global Trade Content**

Global trade content is providing the insight to run your supply chain and overall business in ways never imagined. Learn Descartes' vision for global trade content and how it can impact a company's strategies, tactics and supply chain operations.

Global User & Partner Conference

Track Overview

- **Global Trade Content Best Practices for Importers**

Importers that understand the flow of goods via key trade lanes can make better sourcing decisions for the required goods and logistics resources they need to run effectively. Learn more about the global trade content strategies and solutions that make a difference to importers' performance.

- **John S. James Case Study: Leveraging Global Trade Data**

Learn how John S. James is using Descartes CustomsInfo global trade data in combination with its Descartes OneView enterprise solution to provide new services to import customers.

- **Global Trade Content Strategies for Forwarders and Brokers**

Knowing who are potential customers and what carriers are operating in certain trade lanes are critical for forwarder and broker financial success. Learn how global trade content can provide the market insight that helps forwarders and brokers drive revenue while increasing the customers satisfaction.

- **Customer Case Study: Extending the Value of ERP through Global Trade Content**

This customer case study examines how global trade content and classification solutions are adding value to enterprise resource planning (ERP) solutions.

- **The Value of Global Trade Content in Ecommerce**

Global trade is the fastest growing segment in ecommerce, but it comes with a set of challenges that can negatively impact customers and their compliance programs. Learn how global trade content can help determine the true cost to international customers and ensure that they are the best partners for your supply chain.

- **Best Practices in Restricted Party Screening**

With rapidly changing restricted party lists, companies need to move from slower and less up-to-date methods to dynamic screening. This session covers the strategies and solutions to make restricted party screening a key proactive element of a company's compliance program.

- **Roadmap/Peer Group: Descartes CustomsInfo™ & Descartes MK DPS™ Portfolios**

Review recent enhancements including expanded coverage on DPS lists, case numbers linked to anti-dumping and countervailing duties, and notifications when tagged HS codes are tied to regulations. Collaborate on new development initiatives such as expanding PGA and global regulatory data, adding multi-country landed cost comparison to global tariffs, broader multi-language/alphabets for DPS, new reporting capabilities, modifying the revalidator process when global HS codes change, and advanced alert functionality.

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Track Overview

- **Roadmap/Peer Group: Descartes Datamyne™ Portfolio**

Understand the latest features and capabilities within the Descartes Datamyne™ web-based solution and our Market Insight product including offerings for banks, foreign investors and more. Review our new country-level offerings in Asia including Philippines import and export data, Indonesian reports and others.



Ecommerce

- **Descartes Ecommerce Vision: Getting to the Next Level of Performance**

Ecommerce continues to outpace traditional go-to-market approaches and is constantly evolving creating new business opportunities. Learn about the key factors driving ecommerce and how Descartes' recent investments are making a difference in customers' ecommerce operations.

- **B2B Collaboration: Powering the Ecommerce Network**

Leading ecommerce companies rely on a network of highly connected trading partners to rapidly and cost effectively react to changing market conditions. Learn how B2B collaboration has grown in its sophistication and importance to ecommerce.

- **The Mobile Revolution in Logistics**

Mobility is a critical element of ecommerce and is rapidly evolving and empowering logistics workers. Learn how companies are using mobile technology in the warehouse and for home delivery to make their operations faster and more agile and to enhance the overall customer experience.

- **Logistics Strategies & Tactics of Top Ecommerce Performers**

This benchmark study of ecommerce companies examines how the top performers around the globe think and act differently toward logistics to create customer differentiation and superior financial performance. Gain insight to the top logistics issues and understand where top performers are placing their priorities.

- **Customer Panel or Case Study**

This session highlights the successful strategies, tactics and technology use of leading ecommerce companies.

Global User & Partner Conference

Track Overview

- **Introducing Descartes ShipRush**

Without a comprehensive omnichannel strategy that includes advanced parcel shipping capabilities, ecommerce retailers and SMBs alike can face escalating costs and poor delivery execution that can impact customer satisfaction. Learn how the combination of Descartes ShipRush and the Descartes GLN can help companies streamline their supply chain and reduce transportation costs.

- **Combining Warehouse & Transportation Solutions for Competitive Advantage**

Ecommerce companies are looking for new ways to enable their delivery operations to deliver a superior customer experience and do it cost efficiently. Learn what happens when companies combine warehouse and transportation to change the ecommerce game.

*Evolution 2018 is a customer-driven event.
If you are a Descartes customer and would like to
speak or have program recommendations,
please contact us at usergroup@descartes.com.*



Global User & Partner Conference
March 6-8 | West Palm Beach, Florida

Global User & Partner Conference

Conference Agenda Day One - Tuesday, March 6

8:00 am - 9:00 am **Breakfast & Sponsor Exhibits Open**

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

9:00 am - 9:15 am **Global User Group Steering
Committee Welcome**

Oceana Ballroom

9:15 am - 10:15 am **Descartes Vision and Corporate Update**

Oceana Ballroom

*Presented by Edward J. Ryan,
Chief Executive Officer*

10:15 am - 10:45 am **Refreshment Break & Sponsor Exhibits**

Oceana & Coral Foyers

10:45 am - 12:30 pm **Track Sessions**

Times, locations, & descriptions begin on page 22

12:30 pm - 1:30 pm **Lunch & Sponsor Exhibits**

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

Please note that content, times and room locations are subject to change.

*Thank you to the Descartes' Global User Group Steering
Committee for their guidance and input on the program
development for Evolution 2018.*

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Conference Agenda Day One - Tuesday, March 6

1:30 pm - 3:15 pm **Track Sessions**
Times, locations, & descriptions begin on page 25

3:15 pm - 3:45 pm **Refreshment Break & Sponsor Exhibits**
Oceana & Coral Foyers

3:45 pm - 5:35 pm **Track Sessions**
Times, locations, & descriptions begin on page 28

6:15 pm - 7:00 pm **Welcome Reception / Cocktails**
Oceana Foyer

7:00 pm - 9:15 pm **Welcome Dinner / Excellence & Innovation Awards**
Oceana Ballroom
Join us for dinner and an awards presentation recognizing this year's Excellence & Innovation Award customer winners.

Please note that content, times and room locations are subject to change.

We're pleased to announce that Wednesday's keynote address will be delivered by Mark Holifield, The Home Depot's Executive Vice President, Supply Chain and Product Development



Global User & Partner Conference

Track Sessions (Morning) - Tuesday, March 6

Time	Description	Room	Track
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Mobile™ & Descartes wGLN™ [Repeated]</p> <p><i>Matt Gruden with Pel Saint-Fort from Descartes:</i> Understand the latest methods to improve tracking and visibility for fleet operations and real-time information exchange throughout last mile distribution processes. Learn about mobile improvements, enhanced connectivity with the Descartes Global Logistics Network, and the latest in peripherals and device types to improve tracking and visibility. This session is repeated on Thursday.</p>	ConvCtr-1BC	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Route Planner™ - Intermediate [Repeated]</p> <p><i>Shaki Kodi with Beth Davies and Justin Marshall from Descartes:</i> For intermediate users, understand how to use the latest route planning developments and tips/tricks to help you improve solution proficiency. Benefit from all the insights on the improved user interface. This session is repeated on Thursday.</p>	ConvCtr-1F	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Route Planner™ RS (formerly Roadshow)</p> <p><i>Al de la Vega with Joanne Cochrane from Descartes:</i> Learn how to leverage the latest functionality for creating master routes, daily route plans and territories using comprehensive routing parameters to fine-tune route planning to meet business and customer needs.</p>	ConvCtr-1A	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Telematics & Compliance™</p> <p><i>Tim Reinert with Jozef Casar from Descartes:</i> Enhance application proficiency with practical examples and scenarios that demonstrate the latest solution capabilities.</p>	Coral B	

Global User & Partner Conference

Track Sessions (Morning) - Tuesday, March 6

Time	Description	Room	Track
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	User Training: Geotab Fleet Compliance Management Solution <i>Tim Reinert from Descartes:</i> Come with questions as we review the features and benefits of the Geotab fleet compliance management solution, including device and harnesses, self-installation ease and certification, user interface, reporting capabilities, simplified implementation and rollout process, and the partner community for solution add-on capabilities.	ConvCtr-1GH	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes Canadian Customs Brokerage™ <i>Anabela Bekic with Glenn Palanacki, Jim Alemany and Tomasz Jasiewicz from Descartes:</i> Learn more about best practices and the latest capabilities to support a wide range of brokerage, freight forwarding and accounting functions.	Cypress B	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes OneView™ Forwarder Enterprise/Customs House Broker/Accounting <i>Sean Huffman with Jeff Eckstein and Tom Kuerbs from Descartes:</i> Understand how to leverage the latest capabilities for bookings, security filings and customs entries, shipment and financial management, and more. Learn how these enhancements can help you realize the potential benefits of the Automated Commercial Environment (ACE) as a single window to connect to other agencies within the U.S. government.	Coral E	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	Workshop: Descartes Global Securities Framework for Multimodal Cargo <i>Scott Sangster (Moderator) with Jos Nuijten from Descartes:</i> Enhance solution proficiency with the latest capabilities for multiparty collaboration to support multimodal cargo security filings while minimizing customs compliance costs, complexities and risks.	Coral A	

Global User & Partner Conference

Track Sessions (Morning) - Tuesday, March 6





Time	Description	Room	Track
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	User Training: Best Practices for Descartes Reporting Services™ <i>Satvir Kambo with Ibukun Olayemi and Tod Querengesser from Descartes: Learn how to leverage recent "Unified Reporting" enhancements to create logistics-oriented reports--across several Descartes solutions--for a department, the enterprise and/or for trading partners.</i>	ConvCtr-1JK	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes Transportation Manager™ - Intermediate <i>Mona McFadden with Mauricio Ruiz from Descartes: For intermediate users, enhance solution use to manage the flow of freight, optimize shipments across modes, integrate private fleet/for hire transportation, simplify customs compliance and more.</i>	ConvCtr-1DE	
10:45 am - 12:30 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes CustomsInfo™ Manager & Descartes CustomsInfo™ Reference <i>Preston Barton with Joely Callaway from Descartes: Improve solution proficiency using best practices and new capabilities designed to help you enhance research and make better classification determinations.</i>	Sapodilla	
10:45 am - 12:30 pm <i>Length: 2 hours</i>	BearWare & PCSTrac Steering Committee Combined session for both BearWare and PCSTrac customers	Cypress A	General
10:45 am - 3:15 pm <i>Length: 4 hours 30 minutes</i>	Executive Forum	Coral C	General

12:30 pm - 1:30 pm Lunch & Sponsor Exhibits

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

Global User & Partner Conference

Track Sessions (Afternoon) - Tuesday, March 6

Time	Description	Room	Track
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Perform™ for Food</p> <p><i>Pel Saint-Fort with Gina Fisher and Noeleen Westland from Descartes:</i> Learn about the latest options available to integrate mobile proof-of-delivery processes with back-office applications to streamline pre- and post-delivery reconciliation. Walk through practical examples and scenarios that demonstrate the latest enhancements to drive real-time clean invoices, order accuracy and minimal overages, shortages and damages.</p>	Coral E	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Perform™ for Transportation</p> <p><i>Tim Reinert with Thom Gallie from Descartes:</i> Review "What's New" and learn how to put the latest capabilities to work in your organization. Improve application proficiency with the latest configuration options to help planners, dispatchers, mobile workers, drivers, and more ensure order accuracy and operational efficiency.</p>	Cypress B	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Route Planner™ - Advanced</p> <p><i>Justin Marshall with Beth Davies and Satvir Kambo from Descartes:</i> For advanced users, learn how the latest capabilities (e.g., Descartes Reservations™) can help you improve vehicle route planning by delivering priority service to the most profitable accounts and routes while maintaining customer service objectives.</p>	ConvCtr-1F	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Route Planner™ On-demand - Intermediate [Repeated]</p> <p><i>Joanne Cochrane with Al de la Vega and Marco Sponza from Descartes.</i> In this interactive workshop, learn more about enhanced integration with other solutions (e.g., Descartes wGLN & Descartes Mobile), as well as best practices, tips and shortcuts to improve dispatcher and planner productivity. This session is repeated on Wednesday.</p>	ConvCtr-1BC	


Global User & Partner Conference

Track Sessions (Afternoon) - Tuesday, March 6

Time	Description	Room	Track
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes WinRoute™ <i>Albert van Roekel with Kjartan Ouwerkerk and Tod Querengesser from Descartes:</i> Learn how to apply the latest route modeling capabilities to analyze route territories, service levels, and delivery routes to develop the most cost-effective transportation strategy for your organization. Functions in the latest application release will be highlighted.	ConvCtr-1GH	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes Editrade™ Customs Link <i>Darci Kissinger with Carla Ramirez and Chad Singiser from Descartes:</i> Improve solution proficiency using the latest capabilities for collecting and preparing data for customs entries, as well as post-entry compliance in ACE. Learn how to leverage recent developments for EDI, XML and data integration; filing with multiple Partner Government Agencies (PGA) (including Remote Location Filing); tracking filings online; and customizing alerts.	Coral B	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes Forwarder Portal™ <i>Dizhong Liu with Jim Alemany from Descartes:</i> Improve solution proficiency with advanced tips and tricks for enhancing purchase order management. Leverage best practices and the latest functionality for aggregating data from logistics service providers, building dashboard views and centralizing purchase order management.	Sapodilla	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Best Practices for Descartes Dock Appointment Scheduling™ & Descartes Yard Management™ <i>Edo de Ruiter with Henry Yip from Descartes:</i> Understand the latest features and capabilities to improve visibility into the multiparty processes for managing dock appointments as well as trailer content and movement.	ConvCtr-1JK	

Global User & Partner Conference

Track Sessions (Afternoon) - Tuesday, March 6



Time	Description	Room	Track
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes Transportation Manager™ - Advanced <i>Mona McFadden with Mauricio Ruiz from Descartes: For advanced users, understand the latest developments to help drive TMS performance and ensure you use the system to the organization's best advantage.</i>	ConvCtr-1DE	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes Datamyne™ <i>Enrique Brum with Michel Hernandez and Natalia Cabrera from Descartes: Discover how to leverage highly granular global import/export trade data to monitor commodity volumes and values, explore new markets, discover buyer-seller relationships, refine sourcing strategies and more.</i>	Coral D	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes MK Denied Party Screening™ <i>Sophia Nisha from Descartes: Enhance solution proficiency with the latest capabilities to screen customers, suppliers and trading partners; tailor risk parameters and flag potential issues for additional due diligence.</i>	ConvCtr-1A	
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	BearWare Steering Committee	Cypress A	General
1:30 pm - 3:15 pm <i>Length: 1 hour 45 minutes</i>	PCSTrac Steering Committee	Lily	General

3:15 pm - 3:45 pm Refreshment Break & Sponsor Exhibits

Oceana & Coral Foyers

Global User & Partner Conference



Track Sessions (Afternoon) - Tuesday, March 6

Time	Description	Room	Track
3:45 pm - 4:35 pm <i>Length: 50 minutes</i>	Descartes End-to-end Vision for Routing, Mobile & Telematics Fleet performance is more critical to customer service and supply chain operations than ever. This session covers Descartes' vision for the role routing, mobile and telematics has in making companies more competitive and profitable and better able to manage their drivers.	Coral C	
3:45 pm - 4:35 pm <i>Length: 50 minutes</i>	Descartes End-to-end Vision for Forwarder/ Broker & Customs Compliance Solutions Forwarders and brokers are facing extreme challenges to their business, yet there are opportunities now presenting themselves to provide differentiated service and better financial performance. Descartes presents its vision for the new model for success for forwarders and brokers.	ConvCtr-1BC	
3:45 pm - 4:35 pm <i>Length: 50 minutes</i>	Descartes End-to-end Vision for Transportation Management As the pace of business and importance of service increase, the expectations of transportation operations performance are rising. Descartes will explain how the role of transportation management is evolving and how transportation processes and technology are adapting to meet these new requirements.	ConvCtr-1JK	

Descartes' Global User & Partner Conference sponsors benefit from excellent visibility and business development opportunities at the event. For more information, contact us at usergroup@descartes.com.

Global User & Partner Conference

Track Sessions (Afternoon) - Tuesday, March 6

Time	Description	Room	Track
4:45 pm - 5:35 pm <i>Length: 50 minutes</i>	Descartes End-to-end Vision for Global Trade Content Global trade content is providing the insight to run your supply chain and overall business in ways never imagined. Learn Descartes' vision for global trade content and how it can impact a company's strategies, tactics and supply chain operations.	ConvCtr-1DE	
4:45 pm - 5:35 pm <i>Length: 50 minutes</i>	Descartes Ecommerce Vision: Getting to the Next Level of Performance Ecommerce continues to outpace traditional go-to-market approaches and is constantly evolving creating new business opportunities. Learn about the key factors driving ecommerce and how Descartes' recent investments are making a difference in customers' ecommerce operations.	ConvCtr-1JK	

We look forward to seeing you at 6:15 pm in the Oceana Foyer for cocktails. The awards will be presented during the Welcome Dinner that follows at 7:00 pm in the Oceana Ballroom.

Global User & Partner Conference

Conference Agenda Day Two - Wednesday, March 7

7:30 am - 8:30 am **Breakfast & Sponsor Exhibits Open**

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

8:30 am - 9:10 am **Descartes Innovation Update**

Oceana Ballroom

*Presented by Ken Wood, Executive
Vice President, Product Management*

9:10 am - 10:00 am **Keynote Speaker**

*Presented by Mark Holifield, Senior Vice
President, Supply Chain, The Home Depot*

*Mr. Holifield will share insights from The Home Depot's
monumental supply chain transformation in response
to the ongoing impact of ecommerce on the logistics
and supply chain industry. He will highlight some of
The Home Depot's strategies for success in a quickly
changing business and consumer landscape.*

10:00 am - 10:30 am **Refreshment Break & Sponsor Exhibits**

Oceana & Coral Foyers

10:30 am - 12:30 pm **Track Sessions**

Times, locations, & descriptions begin on page 32

12:30 pm - 1:30 pm **Lunch & Sponsor Exhibits**

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

1:30 pm - 3:30 pm **Track Sessions**

Times, locations, & descriptions begin on page 35

Please note that content, times and room locations are subject to change.

Global User & Partner Conference

Conference Agenda Day Two - Wednesday, March 7

3:30 pm - 4:00 pm Refreshment Break & Sponsor Exhibits
Oceana & Coral Foyers

4:00 pm - 5:50 pm Track Sessions
Times, locations, & descriptions begin on page 37

6:30 pm - 8:30 pm Technology Fair & Networking Reception
Oceana Ballroom
Join us in the Oceana Ballroom for drinks and heavy hors d'oeuvres. Network with Descartes' domain experts as they demonstrate a broad array of Descartes' logistics technology solutions. Speak to our sponsors to discover how their complementary solutions can deliver additional value for your business.

Please note that content, times and room locations are subject to change.



Global User & Partner Conference
March 6-8 | West Palm Beach, Florida

Global User & Partner Conference

Track Sessions (Morning) - Wednesday, March 7

Time	Description	Room	Track
10:30 am - 11:20 am <i>Length: 50 minutes</i>	Roadmap/Peer Group: Descartes Telematics & Compliance™ Join the discussion with other users and Descartes' product management team on the latest capabilities for ELD compliance, as well as plans to enhance the application with business intelligence dashboards and reporting.	ConvCtr-1BC	
10:30 am - 11:20 am <i>Length: 50 minutes</i>	Enhancing Driver Productivity: Developing Performance Standards, Monitoring & Managing Driver performance is critical to overall delivery success. Learn how to implement performance standards that reflect the behavior you expect, and develop monitoring and reporting programs that allow you to better understand what is happening in the field and to improve the performance of each driver.	Coral B	
10:30 am - 12:15 pm <i>Length: 1 hour 45 minutes</i>	User Training: Descartes Route Planner™ On-demand - Intermediate [Repeat] <i>Joanne Cochrane with Al de la Vega and Marco Sponza from Descartes:</i> In this interactive workshop, learn more about enhanced integration with other solutions (e.g., Descartes wGLN & Descartes Mobile), as well as best practices, tips and shortcuts to improve dispatcher and planner productivity.	ConvCtr-1DE	
10:30 am - 11:20 am <i>Length: 50 minutes</i>	Forwarder & Broker Benchmark Survey: Impact of Ecommerce Join us to discuss our third annual benchmark study that explores current insights from freight forwarders and customs brokers on the impact of ecommerce, regulatory compliance, and macroeconomic trends that are affecting the industry's strategies, tactics and use of technology.	Coral D	





Global User & Partner Conference

Track Sessions (Morning) - Wednesday, March 7

Time	Description	Room	Track
10:30 am - 11:20 am <i>Length: 50 minutes</i>	<p>Introducing Descartes MacroPoint Real-Time Transportation Visibility</p> <p>Companies are demanding that their transportation providers offer real-time location-based information. Learn how Descartes MacroPoint in combination with the Descartes GLN provides a cloud-based, real-time load visibility platform that empowers transportation brokers, logistics service providers and shippers to better serve their customers and run their transportation operations.</p>	ConvCtr-1JK	
10:30 am - 11:20 am <i>Length: 50 minutes</i>	<p>Global Trade Content Best Practices for Importers</p> <p>Importers that understand the flow of goods via key trade lanes can make better sourcing decisions for the required goods and logistics resources they need to run effectively. Learn more about the global trade content strategies and solutions that make a difference to importers' performance.</p>	Coral A	
10:30 am - 11:20 am <i>Length: 50 minutes</i>	<p>Customer Panel or Case Study</p> <p>This session highlights the successful strategies, tactics and technology use of leading ecommerce companies.</p>	ConvCtr-1F	
11:30 am - 12:20 pm <i>Length: 50 minutes</i>	<p>Strategic Route Planning Best Practices to Improve Fleet Productivity & Service</p> <p>Strategic route planning can fundamentally improve your fleet's productivity and customer service. Gain a better understanding of the strategies and techniques that can be employed to redefine your fleet's performance, and gain insight into options that could make a significant impact to your business.</p>	Coral B	
11:30 am - 12:20 pm <i>Length: 50 minutes</i>	<p>John S. James Case Study: Leveraging Global Trade Data</p> <p>Learn how John S. James is using Descartes CustomsInfo global trade data in combination with its Descartes OneView enterprise solution to provide new services to import customers.</p>	Coral E	 

Global User & Partner Conference

Track Sessions (Morning) - Wednesday, March 7

Time	Description	Room	Track
11:30 am - 12:20 pm <i>Length: 50 minutes</i>	<p>Transportation Management Benchmark Survey: Strategies & Tactics of Top Performers</p> <p>Join us to review our second annual transportation benchmark study that dives into the perspectives of shippers and logistics service providers on the growing strategic importance of transportation management, ecommerce and other top trends that are affecting their transportation management strategies, tactics and use of technology.</p>	Coral D	
11:30 am - 12:20 pm <i>Length: 50 minutes</i>	<p>Global Trade Content Strategies for Forwarders and Brokers</p> <p>Knowing who are potential customers and what carriers are operating in certain trade lanes are critical for forwarder and broker financial success. Learn how global trade content can provide the market insight that helps forwarders and brokers drive revenue while increasing the customers satisfaction.</p>	Coral A	
11:30 am - 12:20 pm <i>Length: 50 minutes</i>	<p>B2B Collaboration: Powering the Ecommerce Network</p> <p>Leading ecommerce companies rely on a network of highly connected trading partners to rapidly and cost effectively react to changing market conditions. Learn how B2B collaboration has grown in its sophistication and importance to ecommerce.</p>	Sapodilla	
11:30 am - 12:20 pm <i>Length: 50 minutes</i>	<p>The Mobile Revolution in Logistics</p> <p>Mobility is a critical element of ecommerce and is rapidly evolving and empowering logistics workers. Learn how companies are using mobile technology in the warehouse and for home delivery to make their operations faster and more agile and to enhance the overall customer experience.</p>	ConvCtr-1F	

12:30 pm - 1:30 pm Lunch & Sponsor Exhibits

Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers


Global User & Partner Conference

Track Sessions (Afternoon) - Wednesday, March 7

Time	Description	Room	Track
1:30 pm - 2:20 pm <i>Length: 50 minutes</i>	<p>Uncovering the Business Value of Dynamic Delivery Appointment Booking</p> <p>Learn how retailers and distributors are using the ability to dynamically book delivery appointments during the buying process to create a “game changing” customer experience that not only reduces delivery costs, but also increases revenue and creates a competitive service advantage.</p>	Coral D	
1:30 pm - 2:20 pm <i>Length: 50 minutes</i>	<p>BASF Case Study: Using Real-Time Visibility to Drive Supply Chain Excellence</p> <p>BASF discusses how it is using real-time visibility to more effectively manage transportation across multiple business units and locations to better serve customers.</p>	ConvCtr-1JK	
1:30 pm - 2:20 pm <i>Length: 50 minutes</i>	<p>Customer Case Study: Extending the Value of ERP through Global Trade Content</p> <p>This customer case study examines how global trade content and classification solutions are adding value to enterprise resource planning (ERP) solutions.</p>	Coral A	
1:30 pm - 2:20 pm <i>Length: 50 minutes</i>	<p>Logistics Strategies & Tactics of Top Ecommerce Performers</p> <p>This benchmark study of ecommerce companies examines how the top performers around the globe think and act differently toward logistics to create customer differentiation and superior financial performance. Gain insight to the top logistics issues and understand where top performers are placing their priorities.</p>	Coral C	
1:30 pm - 2:20 pm <i>Length: 50 minutes</i>	<p>Introducing Descartes' New Customer Support Platform [Repeated]</p> <p>Learn how Descartes is modernizing our Incident Management system for customers worldwide with a next-generation, easy-to-use service desk solution in the cloud! With increased self-service, automation and the best-rated mobile service desk app, the new solution has the functionality and versatility needed to simplify support—and to help us serve you faster and more efficiently.</p>	Coral E	General

Global User & Partner Conference

Track Sessions (Afternoon) - Wednesday, March 7

Time	Description	Room	Track
2:30 pm - 3:20 pm <i>Length: 50 minutes</i>	<p>Change Management: Strategies to Create a Culture of Success</p> <p>Gaining organization support can be the biggest challenge to successfully implementing and operating a routing solution. Learn how to get buy-in from drivers all the way to the boardroom to create a culture that not only delivers great results today, but constantly challenges for better ones in the future.</p>	Coral E	
2:30 pm - 3:20 pm <i>Length: 50 minutes</i>	<p>The Broker/Forwarder Response to the Ever Changing Ecommerce World</p> <p>Ecommerce continues to transform the way that shippers are running their businesses. This session discusses how brokers and forwarders fit and can be successful in this ever-increasing business model.</p>	Coral B	
2:30 pm - 3:20 pm <i>Length: 50 minutes</i>	<p>Customer Panel: Transportation Management: The Ecommerce Enabler</p> <p>This panel session addresses how transportation management is an enabler of ecommerce. Understand the strategies, tactics and technology that B2B and B2C companies are using to better manage their parcel and common carrier shipments.</p>	ConvCtr-1JK	
2:30 pm - 3:20 pm <i>Length: 50 minutes</i>	<p>The Value of Global Trade Content in Ecommerce</p> <p>Global trade is the fastest growing segment in ecommerce, but it comes with a set of challenges that can negatively impact customers and their compliance programs. Learn how global trade content can help determine the true cost to international customers and ensure that they are the best partners for your supply chain.</p>	Coral A	
2:30 pm - 3:20 pm <i>Length: 50 minutes</i>	<p>Customer Panel or Case Study</p> <p>This session highlights the successful strategies, tactics and technology use of leading ecommerce companies.</p>	Coral C	

3:30 pm - 4:00 pm

Refreshment Break & Sponsor Exhibits

Oceana & Coral Foyers

Global User & Partner Conference

Track Sessions (Afternoon) - Wednesday, March 7

Time	Description	Room	Track
4:00 pm - 4:50 pm <i>Length: 50 minutes</i>	<p>Fleet Management Benchmark Survey: Strategies, Tactics & Technologies of Industry Leaders</p> <p>Descartes surveyed a wide array of companies across the globe that use routing, mobile and telematics solutions to understand what was driving their companies' adoption and overall business success. Gain insight into the differences in the strategies, tactics and technologies used by top fleet performers and the rest of the pack.</p>	Coral E	
4:00 pm - 5:50 pm <i>Length: 1 hour 50 minutes</i>	<p>Roadmap/Peer Group: Descartes Mobile™</p> <p>Collaborate on development direction with other users and Descartes' product management team, and review new capabilities such as single sign on with a corporate identity server, enhanced user interface design for increased usability and configurability, and building optimized routes on the fly.</p>	ConvCtr-1DE	
4:00 pm - 4:50 pm <i>Length: 50 minutes</i>	<p>Update on Global Cargo Security Compliance</p> <p>Cargo security continues to become more complex and governments are constantly changing their screening requirements. This session provides a global perspective on the security changes that are underway or coming, and offers recommendations on how they should be addressed.</p>	Coral D	
4:00 pm - 4:50 pm <i>Length: 50 minutes</i>	<p>Standardizing Transportation Processes on a Global Scale</p> <p>This session discusses how global companies are standardizing their transportation operations on a worldwide basis.</p>	ConvCtr-1BC	

Global User & Partner Conference

Track Sessions (Afternoon) - Wednesday, March 7

Time	Description	Room	Track
4:00 pm - 4:50 pm <i>Length: 50 minutes</i>	<p>Introducing Descartes ShipRush</p> <p>Without a comprehensive omnichannel strategy that includes advanced parcel shipping capabilities, ecommerce retailers and SMBs alike can be faced with escalating costs and poor delivery execution that can impact customer satisfaction. Learn how the combination of Descartes ShipRush and the Descartes GLN can help companies streamline their supply chain and reduce transportation costs.</p>	Coral C	 
4:00 pm - 4:50 pm <i>Length: 50 minutes</i>	<p>Introducing Descartes' New Customer Support Platform [Repeat]</p> <p>Learn how Descartes is modernizing our Incident Management system for customers worldwide with a next-generation, easy-to-use service desk solution in the cloud! With increased self-service, automation and the best-rated mobile service desk app, the new solution has the functionality and versatility needed to simplify support—and to help us serve you faster and more efficiently.</p>	Coral B	General
5:00 pm - 5:50 pm <i>Length: 50 minutes</i>	<p>Strategies & Tactics for Maintaining and Maximizing System ROI</p> <p>Through working with hundreds of customers, Descartes has learned key strategies and tactics that help diverse organizations maintain and expand the business value they receive from their route planning investments. Gain insight into the operational processes, system management practices, training and collaboration with Descartes that keeps great results coming.</p>	Coral E	
5:00 pm - 5:50 pm <i>Length: 50 minutes</i>	<p>Customer Panel: Exploiting Ecommerce Growth</p> <p>Customers discuss how forwarders and brokers are taking advantage of the growing ecommerce opportunity.</p>	Coral B	

Global User & Partner Conference

Track Sessions (Afternoon) - Wednesday, March 7

Time	Description	Room	Track
5:00 pm - 5:50 pm <i>Length: 50 minutes</i>	Helping Retail & Distribution Companies Compete Better through Pool Distribution Retailers and distribution companies are under pressure to deliver faster and for a lower cost. Learn how advanced pool distribution can be instrumental in helping businesses achieve these traditionally conflicting objectives simultaneously by leveraging a network of carriers that are using a common business process and supporting technology.	ConvCtr-1JK	
5:00 pm - 5:50 pm <i>Length: 50 minutes</i>	Best Practices in Restricted Party Screening With rapidly changing restricted party lists, companies need to move from slower and less up-to-date methods to dynamic screening. This session covers the strategies and solutions to make restricted party screening a key proactive element of a company's compliance program.	Coral D	
5:00 pm - 5:50 pm <i>Length: 50 minutes</i>	Combining Warehouse & Transportation Solutions for Competitive Advantage Ecommerce companies are looking for new ways to enable their delivery operations to deliver a superior customer experience and do it cost efficiently. Learn what happens when companies combine warehouse and transportation to change the ecommerce game.	Coral C	

6:30 pm - 8:30 pm **Technology Fair & Networking Reception**

Oceana Ballroom

The Descartes Technology Fair and Networking Reception provides a venue to view sponsor and Descartes solutions in action, and to ask questions of our partners, product experts and key Descartes personnel.

Global User & Partner Conference

Conference Agenda Day Three - Thursday, March 8

7:30 am - 8:30 am **Breakfast & Sponsor Exhibits Open**

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

8:30 am - 12:30 pm **Track Sessions**

Times, locations, & descriptions begin on page 41

12:30 pm - 1:30 pm **Lunch & Sponsor Exhibits**

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

Please note that content, times and room locations are subject to change.

*Evolution 2018 is a customer-driven event.
If you are a Descartes customer and would like to
speak or have program recommendations,
please contact us at usergroup@descartes.com.*



**Global User & Partner Conference
March 6-8 | West Palm Beach, Florida**

Global User & Partner Conference

Track Sessions (Morning) - Thursday, March 8

Time	Description	Room	Track
8:30 am - 10:20 am <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes Route Planner™ Meet with other users and Descartes' product management team for a discussion of Descartes Route Planner's faster user interface, support for Google Chrome, the product's new, redesigned user interface planning dashboard, and more.	ConvCtr-1DE	
8:30 am - 10:20 am <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes Canadian Customs Brokerage™ & Descartes Forwarder Portal™ Collaborate with other users and Descartes' product management team on evolving Advanced Trade Data requirements, the Single Window Initiative and enhancements to the web-based user interface modernization project for Descartes Canadian Customs Brokerage. Discuss Descartes Forwarder Portal capabilities such as flexible dashboarding, shipment visibility, alerting and collaboration. Review current integrations with Descartes ForwarderLogic™, Descartes OneView™ and other Descartes customs solutions.	Coral B	
8:30 am - 10:20 am <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes Editrade™ Customs Link Join the discussion with other users and Descartes' product management team on enhancements including increased ACE/PGA functionality, enhanced integration, new FDA product code search abilities, additional reporting capabilities and more.	Coral E	

Thank you to the Descartes' Global User Group Steering Committee for their guidance and input on the program development for Evolution 2018.

Global User & Partner Conference

Track Sessions (Morning) - Thursday, March 8

Time	Description	Room	Track
8:30 am - 10:20 am <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes OneView™ Forwarder Enterprise & Descartes OneView™ Customs House Broker Join Descartes' product management team and other users to discuss continued support for PGAs, ACE enhancements, recent functional developments and integration opportunities for ocean transportation, contact management capabilities and more.	Coral A	
8:30 am - 10:20 am <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes Transportation Manager™ Collaborate with other users and Descartes' product management team on capabilities such as MacroPoint integration, mass import of cost center codes for freight bill auditing, and auto-publishing bill of lading documents in PDF format. We'll also discuss future development priorities such as cubic minimum charge calculation and document upload for loads.	Coral D	
8:30 am - 10:20 am <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes CustomsInfo™ & Descartes MK DPS™ Portfolios Review recent enhancements including expanded coverage on DPS lists, case numbers linked to anti-dumping and countervailing duties, and notifications when tagged HS codes are tied to regulations. Collaborate on new development initiatives such as expanding PGA and global regulatory data, adding multi-country landed cost comparison to global tariffs, broader multi-language/alphabets for DPS, new reporting capabilities, modifying the revalidator process when global HS codes change, and advanced alert functionality.	Sapodiilla	

Global User & Partner Conference

Track Sessions (Morning) - Thursday, March 8

Time	Description	Room	Track
10:30 am - 12:15 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Mobile™ & Descartes wGLN™ [Repeat]</p> <p><i>Matt Gruden with Pel Saint-Fort from Descartes:</i> Understand the latest methods to improve tracking and visibility for fleet operations and real-time information exchange throughout last mile distribution processes. Learn about mobile improvements, enhanced connectivity with the Descartes Global Logistics Network, and the latest in peripherals and device types to improve tracking and visibility.</p>	Coral A	
10:30 am - 12:15 pm <i>Length: 1 hour 45 minutes</i>	<p>User Training: Descartes Route Planner™ - Intermediate [Repeat]</p> <p><i>Shaki Kodi with Beth Davies, Justin Marshall and Satvir Kambo from Descartes:</i> For intermediate users, understand how to use the latest route planning developments and tips/tricks to help you improve solution proficiency. Benefit from all the insights on the improved user interface.</p>	Coral E	
10:30 am - 12:20 pm <i>Length: 1 hour 50 minutes</i>	<p>Roadmap/Peer Group: Descartes Perform™ Portfolio</p> <p>Collaborate with other users and Descartes' product management team to discuss capabilities such as enhanced Descartes wGLN™ integration, including payment processing and dispatch, broadened mobile support for Perform-specific capabilities, and integration with Descartes' routing and scheduling applications.</p>	Coral B	
10:30 am - 12:20 pm <i>Length: 1 hour 50 minutes</i>	<p>Roadmap/Peer Group: Descartes Route Planner™ On-demand</p> <p>Participate in an extended discussion with other users and Descartes' product management team to help set development priorities for future releases and to discuss recent enhancements, such as the ability for drivers to use mobile devices to scan deliveries and build their own workload along with support for historic traffic patterns.</p>	ConvCtr-1DE	

Global User & Partner Conference

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10:30 am - 12:20 pm <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes Solutions for Visibility, Dock Appointment Scheduling, Yard Management & Reporting Work together with other users and Descartes' product management team to discuss development priorities for upcoming releases, including real-time visibility into transportation moves with integration to MacroPoint, APIs to support integrations with Dock Appointment Scheduling, and large scale report distribution methods with Reporting Services.	Coral D	
10:30 am - 12:20 pm <i>Length: 1 hour 50 minutes</i>	Roadmap/Peer Group: Descartes Datamyne™ Portfolio Understand the latest features and capabilities within the Descartes Datamyne™ web-based solution and our Market Insight product including offerings for banks, foreign investors and more. Review our new country-level offerings in Asia including Philippines import and export data, Indonesian reports and others.	Sapodilla	

12:30 pm - 1:30 pm Lunch & Sponsor Exhibits

*Oceana Ballroom, Outdoor Lawn
& Oceana/Coral Foyers*

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