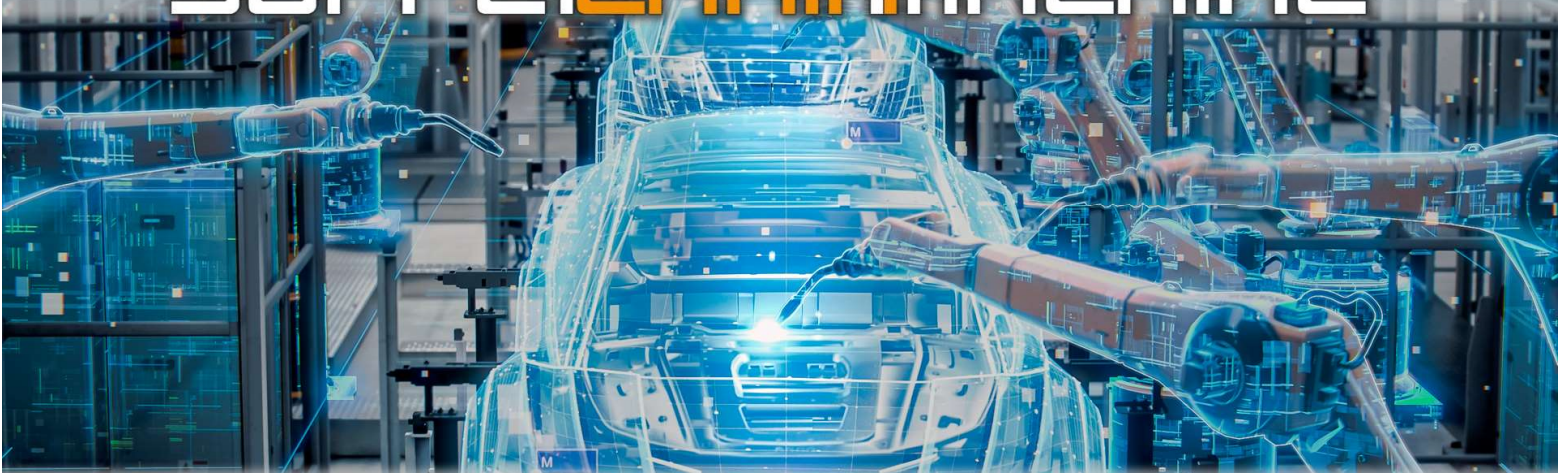


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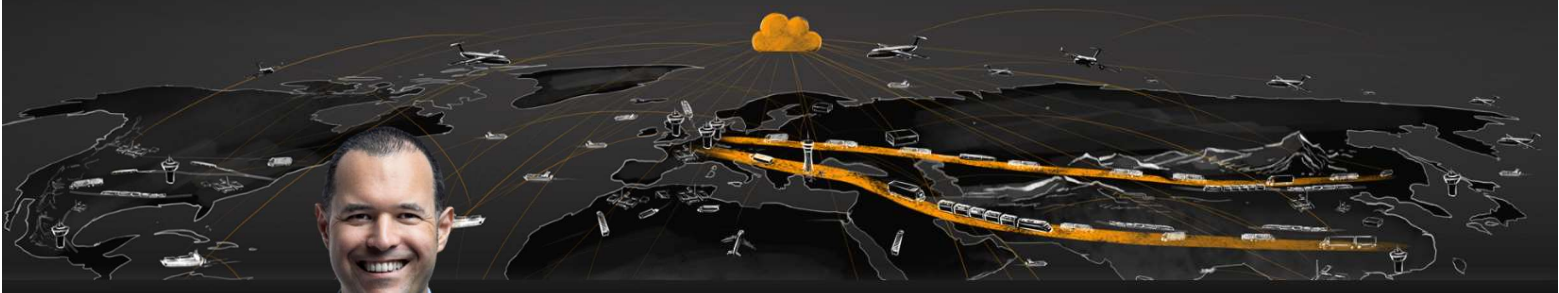


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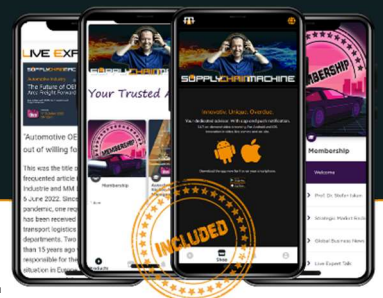
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## Topics Shaping Future Supply Chains

### Program 2023

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Learn more on **Prof. Dr. Stefan Iskan** special topics and events 2023:

Türkiye – Europe's Next Nearshore Boom  
2023



Geopolitics! Supply Chain Reconfiguration



Tender Management, Procurement, RFQ



E2E Industrial Transformation in Logistics



ESG Compliance & IT Sustainability



Next Generation TMS & 4PL Control



Available-to-Promise? Market Capacities



Battery Cell Supply Chain Solutions



New OEM Gebietsspedition Strategies



2024

80 topics across industries & logistics service providers.

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## Superior Technology.

### Matthias Braun, Volkswagen AG

Stefan Iskan is an absolute insider of the (automotive) logistics business. He is one of the few in the market who has first-hand knowledge of both the procurement side of logistics service providers and, at the same time, the world of logistics giants and medium-sized companies. A book that not only makes you think,

### Thomas Duvenbeck, Thomas Duvenbeck Holding

Hardly anyone in the market has passed by Stefan Iskan in recent years. And those who know him, know what they get. Strategies with operational relevance, statements to the point and straightforward facts. Here is a knowledgeable book for and about the industry from a practitioner with a high level of credibility who,

### Ralf-Charley Schultze, International Union for Road-Rail Combined Transport

Stefan Iskan presents a concrete action plan on where and how to approach the logistics industry of the future. The book is hard-hitting in its description of the state of the logistics industry, and it also criticizes the role of the industry's procurement to some extent. By addressing the management issues of



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VIDEO

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## Corporate strategy manager & trusted advisor

As a former corporate strategy manager and direct report to a member of the management board. I do know your strategic and operational pain points in freight forwarding, logistics and automotive. For 17 years, I am a trusted advisor to leaders in the **international holding** and **family owned** business arena. Having your best interest at heart, my deep business understanding and demonstrated trustworthiness is what makes me a personal and dedicated advisor.

Are you looking for a **strategist with hands-on operational background**, strong skills in change leadership and high speed execution? A dedicated, virtual resource, who has "survived" in a matrix organization, at the OEM customer frontline and on the corporate boardroom? Someone who will motivate your employees to lifelong learning with tangible enthusiasm in the COVID-19 pandemic.

I am a **dedicated and trusted advisor** to managers and their leadership teams in the logistics and automotive industry along China's One Belt One Road including the nearshoring boom market Türkiye. For years, I have been highlighting that we no longer consider the supply chain purely from an operational function. Today, supply chain management is (geo-)strategic management and access on geo-strategic infrastructure. But above all, supply chain management is about enabling competitive advantages in the interaction of people, culture, technology, data and assets.

## Direct Report to CEO Land Transport Europe

Prof. Dr. Stefan Iskan worked as a manager corporate strategy for the top management in Berlin and Istanbul within the holding management of **DB Mobility Logistics AG**, the Deutsche Bahn AG group for its transport and logistics business (**DB Cargo** and **DB Schenker**). At Schenker AG in Essen, he was also responsible for strategic projects and business development and reported directly to a member of the management board, being responsible for region Europe and the DB Schenker Land Transport network organization.

## Mercedes-Benz, DB Schenker & DHL Consulting

Prof. Dr. Stefan Iskan also was a Key Account Manager OEM at the Automotive Transport & Systems (ATS) unit of **Schenker Deutschland AG** in Frankfurt. There, he developed an integrated supply chain solution for connecting Asian and Maghreb suppliers to European OEM production sites. He also focused on the pan-European area freight forwarding system (Gebietsspedition), including intermodal solutions to Russia and Türkiye. At Deutsche Post Consult GmbH, he rolled out the innovative **DHL** last mile delivery system Packstation in several German cities. Based on the implementation of rail-based finished vehicle transports at Bremen plant and the procurement of the inbound transport network at the Stuttgart headquarters, he still is associated with the **Mercedes-Benz Group AG**.

VIRTUAL PRESENTATION



**AUTOMOTIVE CIRCLE**  
CONFERENCE  
CAR BODY PAINTING 2022

Prof. Dr. Stefan Iskan



## Online Bidding Events

**Japanese. Reverse. In Logistics Procurement.**  
Top 6 Procurement Mistakes

Exemplary

- 1 “RFQ“: Tender Management**  
In today’s setup, tender managers are allocated somewhere in sales.
- 2 “Multi-Room“: Game Theory**  
Procurement ethics in multi-room negotiations hardly exist in practice.
- 3 “Japanese“: Online Auction**  
Squeeze out last cent with Japanese Reverse or Dutch Forward + Last Call.
- 4 “Excel World“: Simulation**  
Smart LSPs calculate multi-million pan-European network RFQs in Excel.
- 5 “Impossible“: Invoicing**  
Logistics consultants make RFQs too complicated – fail in invoicing.
- 6 “New Generation“: Lead Buyer**  
Generation 50+ sent home by industry – unqualified job rotation in procurement.

\*LSP = Logistics Service Provider



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## Tech-Lead



### IT System Integrator

**Robert Kölbl** is a precisely specialist meeting today's challenges of modernizing complex legacy IT systems during ongoing operations. The creative perfectionist is an expert on end-2-end **process automation**, high performing fault tolerant servers, storage and cyber security.

### Video Engineer

**Robert Kölbl** is working independently in the IT industry for over 25 years. His closest partners include the world's leading Japanese technology group **NEC Corporation (Sumitomo)** and the **Oracle Platinum Partner ISE Information Systems Engineering**.



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## Shared Service Center

Stop. Repeating. Same Mistakes.

Exemplary

1

### “Weak“: Strategy Consultant

In today's projects, consultants make the decisions due to heavy manpower.

2

### “Assumptions“: Business Case

Best case assumptions still dominate the project methodology and agenda.

3

### “Naive“: Locations

Bucarest, Poznan, Manila & Co.  
Always same blocks in same cities.

4

### “Inflation p.a.“: Salaries

In SSC reality, salaries are higher than expected and adjusted e.g. 2 times p.a.

5

### “Low Brainer“: Functions

HR, IT, Accounting & Co. Virtual and primary functions neglected.

6

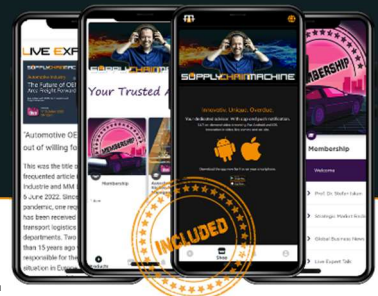
### “Universities“: Fluctuation

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## International Editor in Chief

**Altinay Bekar** has a strong footprint in international media and trade fairs around transport, logistics, commercial vehicles and trailer industry. She had a strong contribution and a leading position in establishing the International Transport Logistics Exhibition **logitrans** - the sister exhibition of **transport logistic** in Munich, the world's leading fair for logistics, mobility, IT and supply chain management.

## Professional Moderator

**Altinay Bekar** not only is a perfect interpreter between the markets along **China's One Belt One Road**, she also is a professional moderator. For more than 15 years, she was editor in chief of **Intermodal** magazin and member of the editorial board of **KargoHaber**.

altinay@supplychainmachine.com  
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