



“A connected world is a better world, in terms of global welfare and individual development. There is tremendous untapped potential for growth in India, as well as globally, with freer trade of products and services, especially for small and medium enterprises. SMEs have great opportunities to get better integrated

into global value-chains and in turn become drivers of economic growth and job creation.

**George Lawson**

CEO - DHL GLOBAL FORWARDING, INDIA



“Post GST, I anticipate a change in landscape of SCM, with a need for larger and multi user size modern warehouses delivering on JT and 3PL capabilities. E-commerce will grow rapidly, COD and CtoD will be the preferred way of purchase. Though challenging, there is immense scope for disruptive opportuni-

ties. Robotics and Technologies supporting data analytics, better visibility over the movement of goods will drive the digitisation in future Supply Chain Management.

**Rajesh Mehta**

EXECUTIVE DIRECTOR, LILADHARINSOO



“The supply chain industry can benefit greatly with the catalytic game-changing GST reform, with accelerated consolidation and integration benefiting commerce and industry in India. Strong compliant 3 PL service providers, who are able to deliver end-to-end innovative supply chain solutions, optimize use

of technology and pass on these efficiencies to their customers, stand to gain potential benefits in the post GST regime.

**Vikas Anand**

MANAGING DIRECTOR, DHL SUPPLY CHAIN



“GST will have a very significant impact on logistics in India. The biggest change GST will bring about will be the restructuring or reconfiguration of supply chains. This will have an impact across transportation network design, warehouse consolidation and more optimal inventory and order management, all

key focus areas focus at Mahindra Logistics. The onus is on established players like Mahindra Logistics to enable hitherto unorganized players to come up the curve and stay relevant in the new regime.

**Poojshaw Sarkari**

CEO, MAHINDRA LOGISTICS



“Ease of trade is the cornerstone for increasing India's trade competitiveness and for the success of the 'Make in India' campaign. There is massive opportunity for the logistics industry, which is the backbone for the trade. Moreover, with implementation of policies such as GST and the investments being

made into various aspects of logistics like physical infrastructure and technology, we see a significant scope for efficiency gains that can translate into better cost position for all.

**R.S. Subramanian**

SENIOR VICE PRESIDENT & COUNTRY MANAGER, DHL EXPRESS INDIA



“To avoid CSE, earlier companies used to have several small warehouses at the state level. But in a uniform tax regime that will not be required. With this solution, we can offer the big companies the Virtual Warehousing solution. They can just continue with their regional distribution centers (RDCs) to deal with

their clients while their goods can remain parked with us in containers in our stock yards.

**Ramesh Agarwal**

CHAIRMAN, AGARWAL PACKERS & MOVERS



“The ET-Edge SCM Summit was a great platform for all key stakeholders in the logistics and supply chain verticals. We at Eligia Tech provide end to end solutions to over 550 customers across industries to automate their logistics and supply chain processes. We believe that automation in general and our customer-centric solutions in particular are the key growth drivers and differentiating factors in this very dynamic, diverse and fast-paced ecosystem. Technology is what will now drive this industry forward.

**Sanket Sheth**

MD, ELIGA TECH