

Sumaq Summit07

Infrastructure & Logistics for Global Business



June 21-22, 2007

**NH Eurobuilding Hotel
Madrid, Spain**

Organized by **Sumaq Alliance**

EGADE - Tecnológico de Monterrey, Mexico

FGV-EAESP, Brazil

IE – Instituto de Empresa Business School

IESA, Venezuela

INCAE Business School

PUC – Pontificia Universidad Católica, Chile

Universidad de los Andes, Colombia

Universidad de San Andrés, Argentina



Sumaq

Sumaq Alliance

The Global Learning Network

SumaqSummit07

Infrastructure & Logistics for Global Business

June 21st

- 8:00-9:00 am Registration**
- 9:00-9:20 am Inauguration**
Senior Representative, City Council of Madrid
Santiago Íñiguez de Onzoño, Dean, IE Business School
Fernando Meirelles, President, Sumaq Alliance and Dean, FGV-EAESP
- 9:20-9:30 am Program Presentation by the Academic Co-Directors**
Prof. Luis Solís, IE Business School and Prof. Patricio Donoso, PUC de Chile
- 9:30-10:30 am Overcoming Vulnerability for Competitive Advantage**
Prof. Yosef Sheffi, Director, MIT Center for Transportation and Logistics
- 10:30-11:30 am Operators and Carriers**
Alfonso Fuertes, Managing Director, Iberia Cargo
Armando Robles, Vice President 4PL Division, Taurus Global Logistics
Pedro Cepeda, Director of Logistics, Cofares
Moderator: Prof. José Luis Giménez, IESA
- 11:30-12:00 am Coffee Break**
- 12:00-1:00 pm Infrastructures for Logistics Convergence**
Felipe Pérez Walker, President, Iquique's Free Trade Zone - ZOFRI
Juan Ramón García Notario, Director of Institutional Relations, Madrid Logistic Platform – MPL
Alicia Hinojosa, Director of Infrastructures and Land Development, Region of Madrid *
Moderator: Prof. Patricio Donoso, PUC de Chile
- 1:00-2:00 pm Airport Infrastructures**
Jeff Pearse, Director of Marketing and Business Development, Hartsfield-Jackson Atlanta International Airport
Javier Marín, Managing Director, Spanish Airports - AENA
Jorge del Castillo, Managing Director, Clasa – Madrid Cargo Center
Moderator: Prof. Guillermo Selva, INCAE Business School
- 2:00-3:30 pm Luncheon**
- 3:30-4:30 pm Current Trends in Latin American Logistics.**
Prof. María Fernanda Rey, Universidad de los Andes – LALC Alliance
Omar González Pardo, President & CEO, Almacenar. President, Latin American Logistics Association
Moderator: Prof. Alberto Rodríguez, EGADE – Tecnológico de Monterrey
- 4:30-5:30 pm Port Infrastructures**
Alice H. Krekt, Area Manager America, Port of Rotterdam *
Rodolfo Sabonge, Director, Corporate Planning and Marketing, Panama Canal Authority
Fabrízio Pierdomênico, Director of Commerce and Development, Port of Santos Authority
Moderator: Prof. Manoel A. S. Reis, FGV-EAESP
- 5:30-6:00 pm Coffee Break**
- 6:00-7:00 pm Development, Construction and Maintenance of Infrastructures**
Fernando Reis, Head of Export and Structured Finance, Odebrecht
Further insights from key players in the sector
Moderator: Prof. Santiago Kreiselburd, Executive Director, Zaragoza Logistics Center and Professor, IE Business School

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June 22nd

9:30-10:30 am Technological Infrastructures

Luis Llopis, Director, ERP Practice, Oracle
Diego Molano, Director of Institutional Relations, Telefónica
Felipe González Abad, Senior Adviser, EMEA & Latin America, Amadeus
Moderator: Prof. Gabriel Aramouni, Universidad de San Andrés

10:30-11:30 am Financing Infrastructures

Luis Lucena, Director of Structured Finance, Latin America, BBVA
Antonio Juan Sosa, Infrastructure Corporate Vice President, Andean Development Corporation – CAF
Moderator: Prof. Javier Vega, IE Business School

11:30-12:00 am Coffee Break

12:00-1:30 pm Other World-Class Infrastructures and Initiatives

Singapore
Dubai
New Zealand

1:30-1:45 pm Program Conclusions

Prof. Luis Solís, IE Business School and Prof. Patricio Donoso, PUC de Chile

1:45-2:00 pm Closing Ceremony

Senior Representative, Region of Madrid
Santiago Íñiguez de Onzoño, Dean, IE Business School
Fernando Meirelles, President, Sumaq Alliance and Dean, FGV-EAESP

** To Be Confirmed*

English and Spanish will be the official languages of the Summit
There will be simultaneous translation for both languages

www.sumaq.org



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Infrastructure & Logistics for Global Business

Date June 21-22, 2007

Place
NH Eurobuilding
Madrid, Spain

Special early enrolment fee of 600 €, if you register before May 31, 2007

Registration Form

For on-line registration, please go to www.sumaq.org

Alternatively, please complete this form and fax to Sumaq Alliance: + 34 91 745 21 48

Fees € 750
(Luncheon, coffee-breaks
and all materials included)

Participant

Title	First Name	Surname
Nationality	Job Title	
Direct Telephone	Mobile Telephone	
Direct Fax	E-mail	
Company Name	Address	
Town	State	Country
		ZIP Code
How did you hear about SumaqSummit07?		

PAYMENT METHOD (tick as appropriate)

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<input type="checkbox"/> Bank Transfer to Banco Popular, Serrano, 77, Madrid - 28006, Spain				
• Account Name	Instituto de Empresa, S.L.			
• Account Number	0075 1283 47 0600049215			
• SWIFT	POPUESMM			
• IBAN	ES9600751283470600049215			
• Reference SS07	SS07 + Name of Participant			
• Amount €				

Accommodation

There is an agreement with the hotel whereby rates for participants stand at 161 € plus taxes, for a limited number of rooms. Participants who wish to take advantage of this offer must reserve by May 31, calling the hotel at the above number. Please refer to Sumaq Summit 2007. Program will be held at NH Eurobuilding Hotel www.nhhotels.com

Address: Padre Damián 23, 28036 Madrid (Spain) · E-mail: nheurobuilding@nh-hotels.com · Tel.: +34 91 353 73 00 · Fax: +34 91 345 45 76

Air Travel

Iberia Airlines is offering a discount of up to 45% to be applied to the applicable one way or round trip published fare. To take advantage of this discounted fare and arrange your travel needs, please call the travel agency Grupo 7 Viajes at the number +34 91 564 1626 and refer to Sumaq Summit 2007 or agreement number 40700601 (contact: Ms. Eva Fernandez). Alternatively, you may send an e-mail to evafernandez@grupo7viajes.com

Cancellation Policy

After registration, 70% refunds will be made if notice of cancellation is received in writing at least two weeks prior to the start date of the program. A registered participant may be substituted by another from the same firm up to the day before the start date of the program.

The program organizers reserve the right to alter the content, speakers or schedule of the sessions, in case of unforeseen circumstances. Any modifications will respect program objectives.

Networking

Our delegates are some of the most senior decision-makers in the infrastructure and logistics industries. Attending Sumaq Summit 07 provides multiple opportunities for networking, building alliances, appreciating cutting edge initiatives and understanding competitor strategies.



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Sumaq Summit07

Infrastructure & Logistics for Global Business



Prof. Luis Solís
IE Business School
Academic Co-Director



Prof. Patricio Donoso
PUC de Chile
Academic Co-Director

It is our pleasure to present our specialized program on current and emerging trends on Infrastructure and Logistics for Global Business. We believe Sumaq Summit 2007 will bring you privileged insights into optimum strategies and world-class developments related to infrastructure and logistics for a global world. To make this happen, the Sumaq Alliance has convened a select group of practitioners and academicians –all outstanding experts in their respective fields- who will share their extensive knowledge and experience with participants. The program will address the issues you will find below. We look forward to seeing you in Madrid.

The Sumaq Alliance organizes the first European edition of Sumaq Summit

The Sumaq Summit program, aimed at members of the business community and academics in Europe, Latin America, the US and Asia, has been held for three consecutive years in Atlanta, US, where it enjoyed great success. These programs generated numerous opportunities for executives, as they exchanged experiences and insights into business management and established contacts with top-level representatives from different world regions and sectors.

Background

International trade has assumed a pivotal role in wealth creation in globalized countries with open economies. International demand is growing and logistics are increasingly sophisticated, resulting in a need for new capacities and infrastructures to manage this changing scenario.

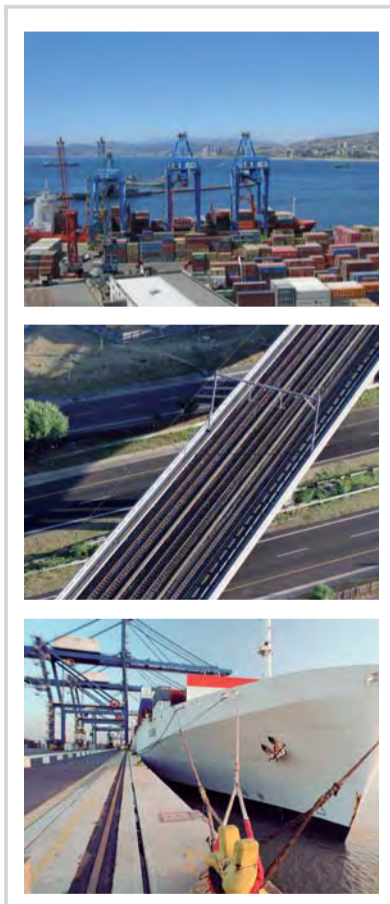
The kind of development can be, and should be, observed in all those countries and cities that aim to foster economic development through international trade, the success of which will be greatly enhanced by effective infrastructures and logistics.

Thousands of firms in different European and US sectors compete on a global level, managing international and multimodal logistic operations. There are also numerous firms offering services to meet these complex challenges, enabling logistics that are both efficient and effective.

International logistics involves a large number of players with shared interests and concerns, in both private and public sectors. Subsequently, the sector is poised to have a growing impact on the success of international business and the global economy.

Objectives

- To discuss best practices and strategies with a view to defining, implementing and managing modal and multimodal logistics and infrastructures (ports, airports, railway terminals, motorways, etc.) required for international integration of trade.
- To analyse the different alternatives and successful cases that have enabled the implementation of modern and effective logistics and infrastructures that foster the development of companies, cities and countries.
- To gain cognisance of development models used in different countries and cities, such as Madrid's plan for logistics infrastructures.
- To generate a top-level contact network, with experts in the field of management and development of logistics, infrastructures and services in Europe, America and Asia.
- To provide a platform for top-level directors who recognise globalisation as their main challenge and relevant connections as their major allies.



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Infrastructure & Logistics for Global Business

Co-organizing Partner

PROMOMADRID
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Centros Logísticos
Aeroportuarios



CONSEJERÍA DE ECONOMÍA
E INNOVACIÓN TECNOLÓGICA
Comunidad de Madrid



Official Carrier



Collaborators



For more information

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