

# **CILT MALAYSIA**

## **A PROPOSAL TO THE COUNCIL OF TRUSTEES CILT INTERNATIONAL**

From: Dato' Ts Abd Radzak Malek

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**SUBJECT: CILT INTERNATIONAL BUSINESS FORUM**

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### **AGENDA**

This proposal is to table to the Council of Trustees for further consideration and decision.

#### **1. OBJECTIVE**

To propose the setting up Business Forum as a portfolio at CILT International and all other CILTs.

#### **2. BACKGROUND**

The CILT Fraternity has always been known as the global professional organization as far as the Logistics & Transport is concerned. The members are working from every sector of the industry including ports and manufacturing, land, sea, air and rail, transport planning, supply chain and demand planning, freight and warehousing. In short, CILT Fraternity is represented in an industry that accounts for 12% of GDP globally.

As a global membership organization, our standards and membership status are recognized wherever we go and wherever we work. Many of CILT members are holding key and influential positions in both the public and private sectors to influence decision making processes on policies and regulations within the relevant industry sectors across many economies. With the education and training programs that CILT Fraternity are involved in, at all levels and in all sectors the members have become the professionals everybody wants to be.

It is in the light of the above that CILT Malaysia is proposing to the CILT International to consider setting up a business platform which can be utilized as the world's largest and most powerful network of independent Logistics & Transport Network, capitalizing on the existing 30 countries members around the world.

### 3. INTERNATIONAL BUSINESS FORUM

For the past decades the CILT Fraternity has grown to what it is today. It took a lot of effort by the Institute's leadership who foresaw the need for the professionals to be involved in the Logistics and Transport Industry. The scope has also widened from mere training and education to include activities that could enhance the value of CILT Fraternity further. Among others, the formation of WILAT and Young Professional Forum has extended the potential outreach of CILT at the local levels.

**WILAT** is primarily focused to promote the Logistics & Transport Industry to Women members. WILAT members have activities to encourage and support their career development as well as to provide a platform for them to contribute to the Fraternity in a more coordinated manner. It is estimated that WILAT currently has more than 1600 professionals in 14 countries right now.

At the same time the **Young Professional Forum** is touted as the platform to develop future leaders of Logistics & Transport Industry. Through Young Professional Forum, CILT aimed to allow younger members (usually post graduate members or just starting career in Logistics & Transport) to have direct access to the vast experience of the senior members of CILT. With this kind of exposure to the industry, especially on the working environment, it is hoped that career advancement within the industry will be accelerated hence the leadership development opportunities. The last ICM in Macau has started to show how the **Young Professional** took the centre stage on innovation and leadership initiatives.

Over the years, many Chartered Members have had very successful careers in the industry. Some have become Captains of the industry while others holding senior positions in government department or agencies as well as venturing to own businesses which have grown to become corporate entities. The need for these entities to be involved in the professional development of CILT members has led to the establishment of the **Affiliate Corporate Membership** as part of CILT membership rolls. Among others, this is also to allow businesses in the Transport & Logistics Industry to be exposed to the other aspects of the industry through the CILT Fraternity. Immediately the Corporate members will have access to the vast talent from the industry. CILT can also assist their staff overall human capital development and ultimately into career advancements as well.

Considering the networking opportunities within CILT Fraternity as part of the **STRONGER TOGETHER** theme, it is timely for CILT to look at assisting the Corporate members to expand their business network to achieve higher productivity and profitability which would eventually contribute to a stronger CILT Fraternity.

CILT Malaysia under the leadership of President Elect Dato' Ts Radzak would like to present this concept for further consideration.

CILT Malaysia envisaged that the combined Corporate Members strength within the Fraternity could exceed even that of the world's largest Multinational Logistics & Transport operators especially when our corporate members are increasing every single year. With the objective of providing world-class benefits and networking opportunities to its members, CILT Malaysia is proposing the formation of CILT Business Forum to coexist side by side WILAT and Young Professional Forum under the CILT Umbrella.

### **3.1 Pillars of the International Business Forum**

The Business Forum is proposed to operate based on the following pillars;

1. Opportunity for networking
2. Exchanging of ideas / knowledge / experience
3. Optimizing members businesses capability

Business Forum will focus to accelerate the growth of business of the members via the range of networks CILT Fraternity has and also expands the business networking using the existing CILT International Conference where members come together to meet and increase their business. It is proposed that every participating member of each CILT economies to start collaborating and conduct business with other CILT Corporate Members with complete security and peace of mind.

### **3.2 Types of Business to be generated between ourselves from the formation of International Business Forum**

There are so many possible business ventures that Business Forum can generate. From a simple shipping and freight forwarding nomination business to international training or consultation programs. Below are some of the common areas that are within the reach of Corporate members.

**Land** : Bus, Trucks, Last Mile Logistics, Heavylift, Low Loader, Multi Axles, Dangerous Goods, Warehousing, Fulfilment Centres, Distriparks, Roadtankers, Relocation, eCommerce etc

**Sea** : Container Shipping, BreakBulk Shipping, Tankers, Bulkers, Ports, Chartering, Terminal, Container Yards, Ocean Freight, Container Depot, Oil & Gas, Tug & Barge, rivers and inland waterways

**Air** : Commercial Jet, Cargo Freighters, Private Jet, MRO, Heavylift Transporter Antonov, Chartering,

**Rail** : Rail Freight, Passenger Rail, LRT, Metros, MRT, Monorails, Hyperloop

**Training** : Global network of training resources and possible customers

**Events** : Opportunities to have more events between CILT International

**Consultancy**: Various cross border expertise resources

#### **4. WAY FORWARD**

When Business Forum becomes part of the Conference agenda, these business people would be able to engage face to face in sessions specific to their scope expanding their business worldwide.

This Business Forum will also offer a platform for debate and knowledge sharing from real business perspectives on all these new disruptors. Business Forum members will also showcase their product and services in a trade exhibitions organized in the main ballroom or foyer of the hotels.

Ultimately, it is envisaged that before the conference ends, after the lunches, meetings and dinners, our corporate members are creating profitable ventures among themselves particularly cross border contracts. The impact and influence of CILT on its members especially the Corporate Members will be another mean to sustain the very existence and relevance of the Institute globally.

#### **5. RECOMENDATION**

Considering the above, CILT Malaysia recommend this new inclusion to the CILT International scope. Should this conceptual proposal is considered favourably by the Council of Trustees, CILT Malaysia will present the full proposal with a more in-depth perspective along with case studies as our benchmark at the forthcoming CILT International Conference in June 2018.

**END**