

CILT INTERNATIONAL BUSINESS FORUM

1. The Purpose

To provide a world class platform for corporate members of CILT to network, interact and engage with each other especially in cross border trades infurtherence to the development and growth of CILT family globally.

2. The Structure

IBF is another functional section of CILT not dissimilar to WiLAT and Young Professional/Next Generation.

1. The Main Committee reports to the International management Committee (IMC) comprising apointed members as follows;
 - a. Chairperson
 - b. Deputy Chirperson
 - c. Secretary
 - d. Members – appointed representatives from Territorial Council members and selected CILT members (for ease of updating to the council)
2. Each member to focus on promoting/recruiting corporate members to join IBF
3. A common communication platform will be established for members to share relevant business information or leads. A moderator is required for this platform to ensure effectiveness. The paltform must be user firendly and fully beneficial. A simple verification process is required for members to access to the platform.

3. The Content

The main content of IBF may be outlined as follows:

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 to widen the business networking using the existing CILT International Conferences where members come together and participate. Every participating member of each CILT economies may start collaborating and conduct business with other CILT Corporate Members

with complete security and peace of mind.

International conferences usually offer several networking programs such as reception cocktails, networking lunch etc. This is however done individually and mostly informal. IBF will identify specific slots whereby business leaders can meet face to face in a formal setting as part of the conferences programs. The IBF secretariat can assist by setting up the meetings as B2B in advance based on a directory of interested members.

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.

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, Heavy-lift, Low Loader, Multi Axles, Dangerous Goods, Warehousing, Fulfillment Centres, Distriparks, Roadtankers, Relocation, e-Commerce etc

Sea: Container Shipping, Break Bulk 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, Heavy-lift 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 Territorial CILTs

Consultancy: Various cross border expertise resources

4. The Guidelines

1. All corporate members are eligible to be part of IBF
2. The registration process is to determine the validity of current membership by the relevant territorial council and the capability to handle cross border trades
3. Once approved members will be given access to the communication platform and participate accordingly.

5. The Strategy

The strategy includes, among others:

1. Rolling out to Territorial Council by end of 2019.
2. Building up the Members Directory by Q12020
3. Soft launch at AFRICA FORUM 2020
- 4.

6. The Way Forward

1. Finalise and adopt the framework for IMC endorsement
2. Roll out to all Territorial Councils
3. Build up the members directory based on recommendation by Territorial Councils
4. Setting up the Communication Platform – enhancement of the existing Senior Members Forum
5. Identify first Region and Sector to start a project.

END