

The Changing Environment for Package Delivery

- Our Panel
 - Dennis Nicoski — Director, Strategy and Contracts, United States Postal Service
 - Marc Gorlin — Founder and CEO, Roadie, Inc.
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Moderator — Tim Jones

The Landscape in Small Package is Changing Dramatically

B2B Growing with The Economy

- Traditional battleground for legacy carriers - UPS and FedEx
- Most profitable characteristics
 - Higher weight
 - Higher density
 - More packages/stop
 - More miles/stop
 - Higher revenue
- 2% growth - sluggish economy

B2C with Explosive Growth

- 15-20% annual growth
- Fundamental shift
- Least profitable characteristics
 - Low weight
 - Low density
 - Fewer packages/stop
 - Fewer miles/stop
 - Lower revenue
- USPS playing pivotal role in final mile
- New business models emerging

Demanding Consumer Behavior

- Amazon driving service models
- Same-Day fulfillment
- Free shipping
- Low cost returns
- Conflict with traditional package economics
- All parts of package cycle being optimized

Changing Human Behavior

- Sharing economy
- Public more willing to provide personal data
- New business models
 - Uber
 - Airbnb
- Data, applications and tools driving value versus assets