Harnessing Business Innovation:
Driving Transformation and Growth

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PINASPEED
AIRSPEED
ASIA
FORUM

VISIONARY BEGINNINGS

Starting Small, Aiming Big
In 1985, Airspeed was founded with just six employees and one delivery van. This modest beginning laid the foundation for industry transformation.

We choose to be a small fish in a big pond and embrace growth opportunities. This growth mindset, embracing risk and opportunity, became the cornerstone of Airspeed's success.



THE GROWTH MINDSET

Bold Vision Fuels Rapid Growth

Entrepreneurial drive led to the growth of Airspeed, now one of the country's trusted logistics providers. We now offer comprehensive services, including international and domestic freight forwarding, customs clearance, specialized logistics, storage solutions, and e-commerce fulfillment.



This shows how a **bold vision and adaptability** can scale a business and support economic development.

DIGITAL TRANSFORMATION IN MSMEs and START-UPS

Digital Transformation is the integration of digital technology into all areas of business, fundamentally changing how businesses operate and deliver value to customers.

Key Technologies Driving Digital Transformation:

Artificial Intelligence (AI): Enhances decision-making through data analysis and automation

Internet of Things (IoT): Connects devices and systems for real-time data exchange and monitoring.

Blockchain: Provides secure and transparent transactions and data management.

WHY ADAPT DIGITALIZATION INTO YOUR BUSINESS?

- It will enhance **EFFICIENCY and PRODUCTIVITY**
- It will improve **CUSTOMER EXPERIENCE**
- It will create **better SCALABILITY and FLEXIBILITY**

IN EMBRACING DIGITALIZATION:

- Assess your company's current capabilities and identify gaps
- Develop your company's digital transformation roadmap
- Invest in technology and training
- Have a GROWTH mindset.

Some Digital Transformation Tools for Start-Ups

For Enhanced Connectivity: **5G Networks**
To have fast internet speeds and improved connectivity

For Digital Payments: **Fintech Platforms**
To help in facilitating cashless transactions and financial management

For Cloud Computing: **AWS or Google Cloud**
Scalable and cost-effective solutions for data storage and processing

For E-commerce Solutions: **Shopify or WooCommerce**
Platforms for creating and managing online stores

For Customer Relationship Management (CRM): S**alesforce, HubSpot**
Tools for managing customer interactions and improving service

Together, these technologies significantly enhance your business' processes efficiency, accuracy, and reliability.

Key Lessons for Transformative Growth

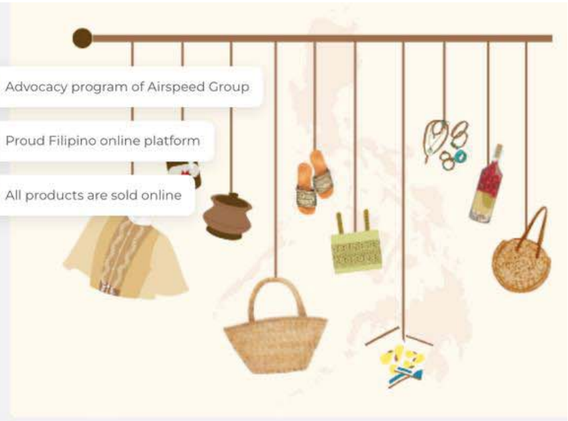
- **Cultivate a Clear Vision and Embrace Change**
- **Keep the Customer at Core**
- **Empower your Team to Innovate**
- **Embrace Technology to Optimize Operations and Scale Up**
- **Build strategic partners and network for growth**
- **Stay true to your Values and Purpose**

Some Airspeed Digital Platforms created for SMEs

KH PH
KAHANGA-HANGA PH

KHPH or known as Kahanga-hanga Pilipinas is the newest proud Filipino online platform. This platform is an advocacy program of Airspeed Group led by APDEC (Amazing Philippines Digital Economy Corp) Team.

https://kh-ph.com/



PINASPEED

Pinaspeed is Airspeed's latest nationwide service, one of the largest, most experienced, and most reputable logistics providers in the Philippines.

https://www.pinaspeed.com/



unboxme

UnboxMe is an international shipping service specially made for customers who love to (online) shop abroad. We ensures to offer an easy, seamless, and safe shopping and shipping experience.

https://unboxmeph.com/



It is crucial for us to embody characteristics that promote a culture of embracing change, which is vital for successfully navigating the complexities of today's fast-paced world.

By leading from within, we can motivate our teams and generate a positive influence on our organizations and the communities we serve.





Thank You!

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