

SUNLAND LOGISTICS – 11.5.2025

Quick recap

The instructor introduced Melissa Scott, the Vice President of Information Technology at Sunland Logistics, and provided an overview of the company's organizational structure, core values, and strategic initiatives. The discussion concluded with details about Sunland's technology infrastructure, departments, and future, including upcoming internship opportunities and the development of new platforms leveraging AI and supply chain data.

Next steps

- Anthony: graded thank you letters and will add grades into Blackboard
- Anthony: will grade resume revisions that were submitted
- Anthony: register for the etiquette dinner on November 11th at Capstone
- Melissa Scott: provide contact information to interested students for IT internship opportunities

Sunland IT Leadership Transition

The instructor introduced Melissa Scott, the Vice President of Information Technology at Sunland Logistics, who has 20 years of IT experience and 10 years in logistics IT. The instructor mentioned upcoming meetings and transitions in the department, including Dr. Jorge Crichigno becoming the department chair. He also reminded students about the upcoming etiquette dinner on November 11th and they need to register.

Third-Party Logistics and Supply Chain Optimization

The guest speaker introduced third-party logistics, explaining how the company helps manufacturers and sellers optimize their supply chains by centralizing operations and providing data analytics. She outlined Sunland Management System, a quality management tool, and detailed the company's focus on lean logistics, supply chain visibility, and value-added services. Anthony highlighted the company's workforce, emphasizing the balance between labor and professional roles, and explained their mission to enhance their clients' operations, with IT playing a crucial role in achieving these goals.

Sunland's Organizational Structure and Values

The guest speaker discussed Sunland's organizational structure and core values, emphasizing safety as a priority in their warehouse operations and servant leadership as a guiding principle. She explained that the company focuses on continuous learning, requiring all team members to complete 20 hours of training annually, and measures performance through MBOs. Melissa also mentioned Sunland's geographic presence in the Southeast, with plans to expand to California, the Midwest, and Texas, driven by customer demand and business opportunities.

Success Playbook for Vertical Growth

Melissa discussed the company's focus on serving different verticals, with a particular emphasis on automotive manufacturing and chemical handling. She outlined their success playbook, which consists of three components: building a strong team, implementing effective process leadership, and leveraging technology. These elements work together to create value for customers and drive the company's financial performance.

Organizational Departments and AI Platform

Melissa discussed the three main departments within his organization: workplace security and infrastructure, business application services, and business solutions services. She explained that the business application services team uses a warehouse management system and develops custom solutions on top of it, while the business solutions services team focuses on pricing and customer partnerships. Melissa also mentioned a new platform being developed that leverages AI and supply chain data to provide customers with a more interactive and transparent view of their supply chain.

Tech Team Infrastructure and Internships

Melissa discussed the technology delivery team's infrastructure and support model, highlighting their use of Microsoft Azure, redundant systems, and monitoring tools. She explained their plans to purchase a new on-premises server to enhance their chatbot's capabilities and mentioned upcoming internship opportunities for summer 2026, focusing on IT infrastructure and cybersecurity. Melissa also provided insights into the company's logistics operations, emphasizing value-added services in supply chain management, and mentioned past collaborations with universities for internships and capstone projects.