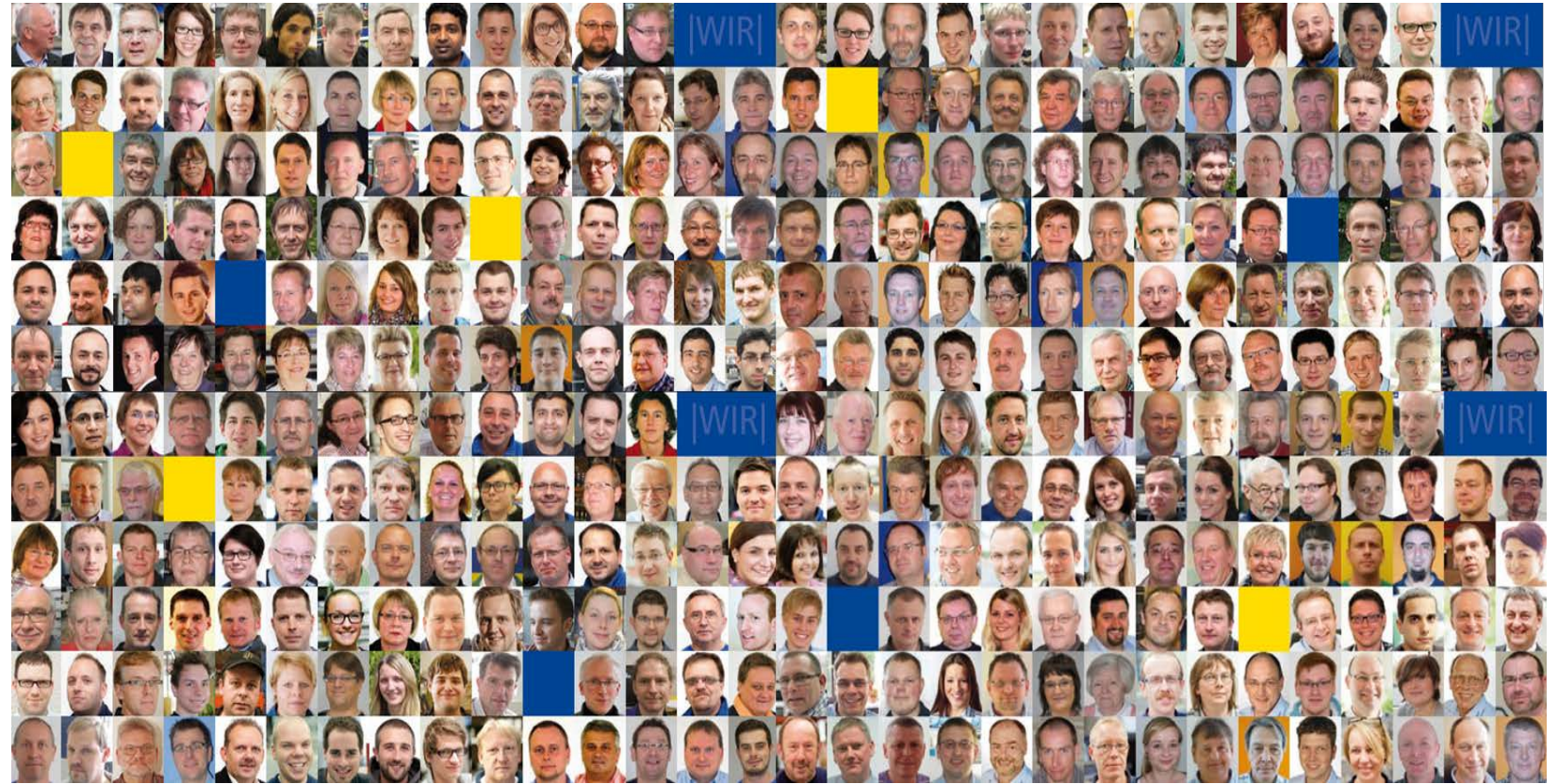




Bucharest, Romania

22.05.2017





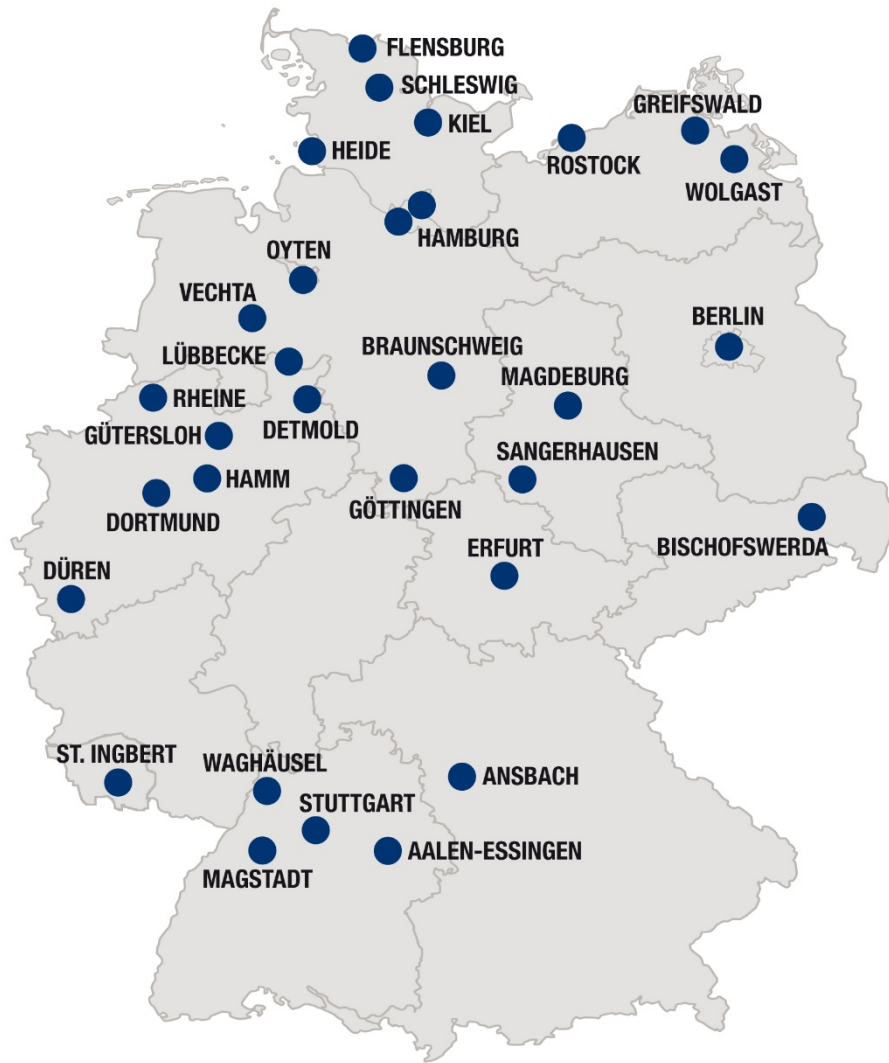




1758

(MDGCLVIII)









# INTERNATIONALISIERUNG





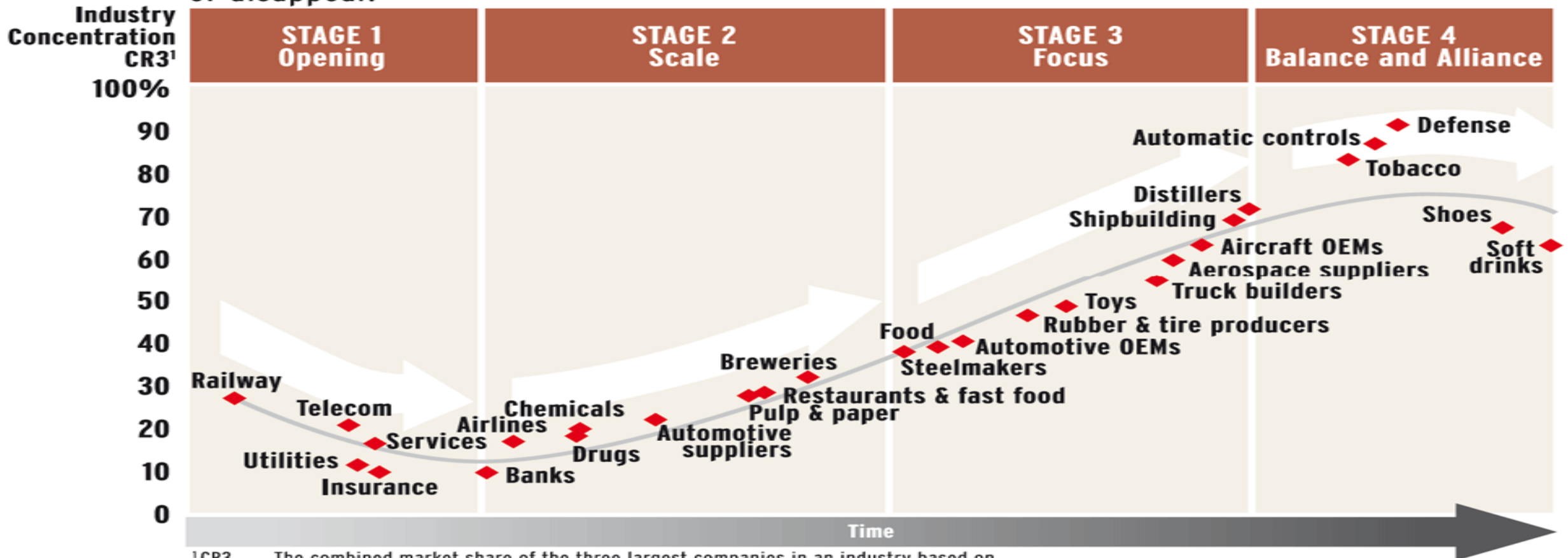
# TOGETHER STRONGER

LONGTERM TRUST IS MUCH MORE IMPORTANT  
THAN SHORTTERM GAINS.

# MARKET TRENDS

## Industry Consolation Life Cycle

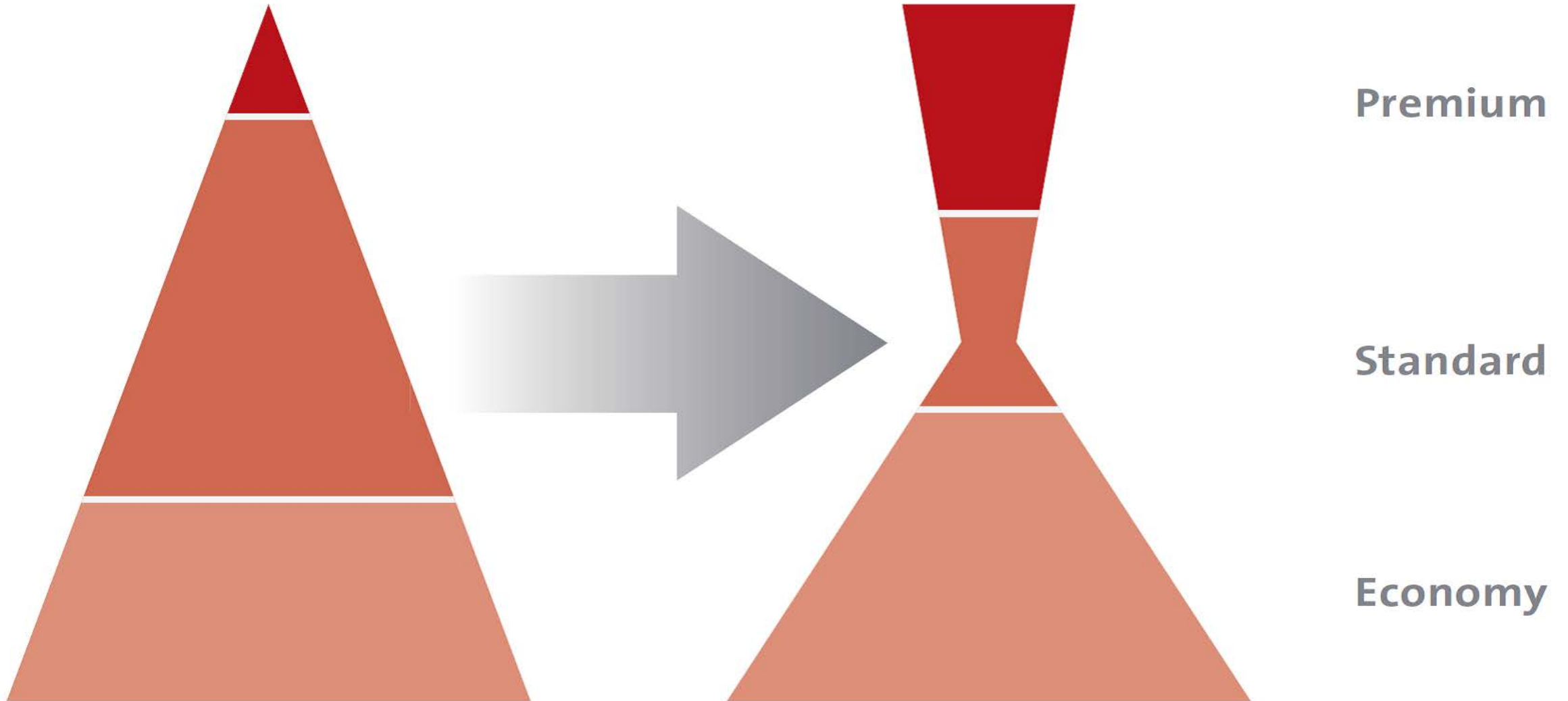
Once an industry forms or is deregulated, it will move through four states of consolidation — or disappear.



<sup>1</sup> CR3 — The combined market share of the three largest companies in an industry based on A.T. Kearney's Value-Building Growth database of 25,000 companies.



# PRODUCT TRENDS



# BEST PRACTICES

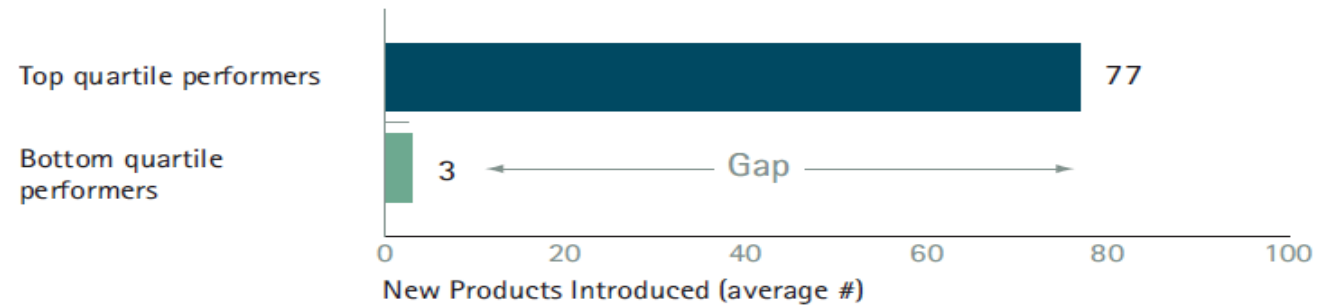
- ❖ Speed
- ❖ Lean / Digital
- ❖ Focus / Creative
- ❖ Cash Flow
- ❖ Employee Engagement





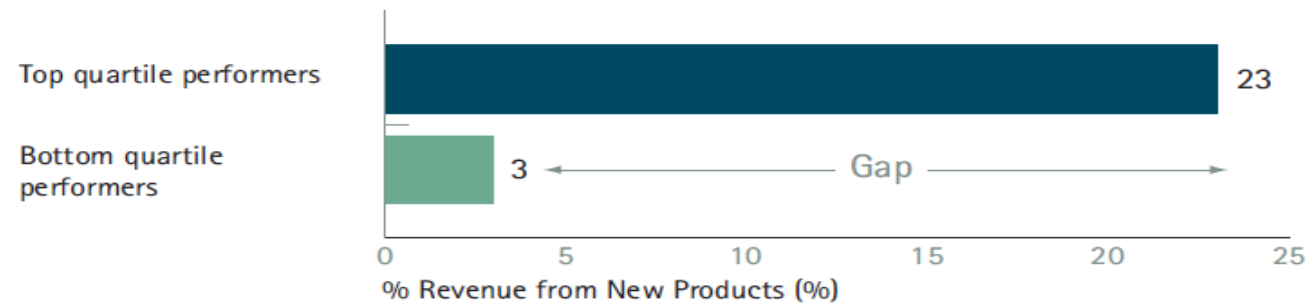
# PERFORMANCE

## Key Indicators

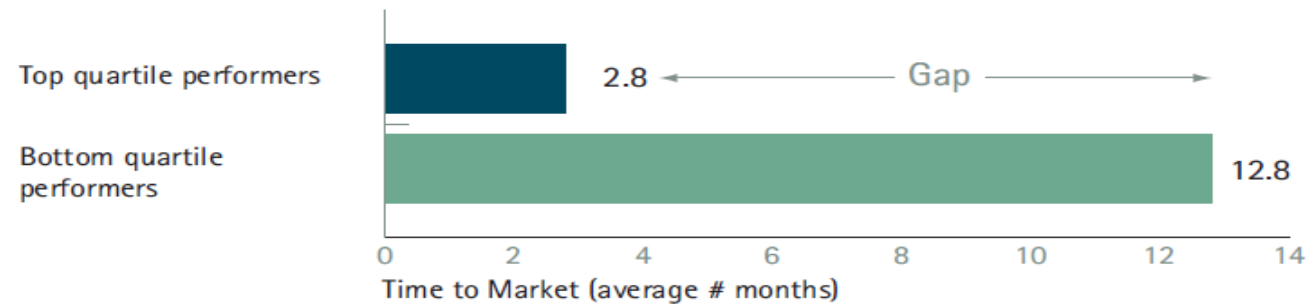


## Top Quartile "Prize"

Launch more than 25 times the number of products



Generate 20% more revenue from NPI



Speed to market is almost 5 times faster

# LEAN



optiLog Live Desktop

Testkunde Fuchs  
Fuchs

## Bestellvorschlag

Bestellvorschlag wählen  
TEST-12345

Abmelden

Artikelsuche

Bestellvorschlag **1**

Warenkorb **5**

Einstellungen

Menge	Name	Scannummer	Art.Nr.	Lief.Art.Nr.	EAN	VE
20	ECKUMLENKUNG DK P N 400 A 15306 ROTO NT 260 290	260290	0162666	260290	4003720952976	10
5	MITTELVERSCHLUSS MEHRTL.G.N 401 A 21219 MV 600...	260303	0165917	260303	4003720963217	22
1	SCHRAUBHAKEN 2001/28 MM EISEN GLANZVERZ.	2001	0256271	2001	4046704005541	
1	SCHRAUBHAKEN 2002 EIS.VZ	2002	0260730	2002	4046704005008	

optiLog® live

Bestellvorschlag löschen

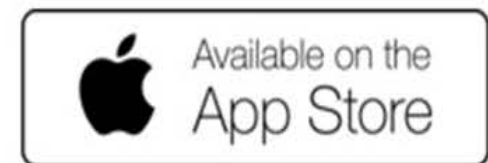
In den Warenkorb



# SOLUTIONS PROVIDER

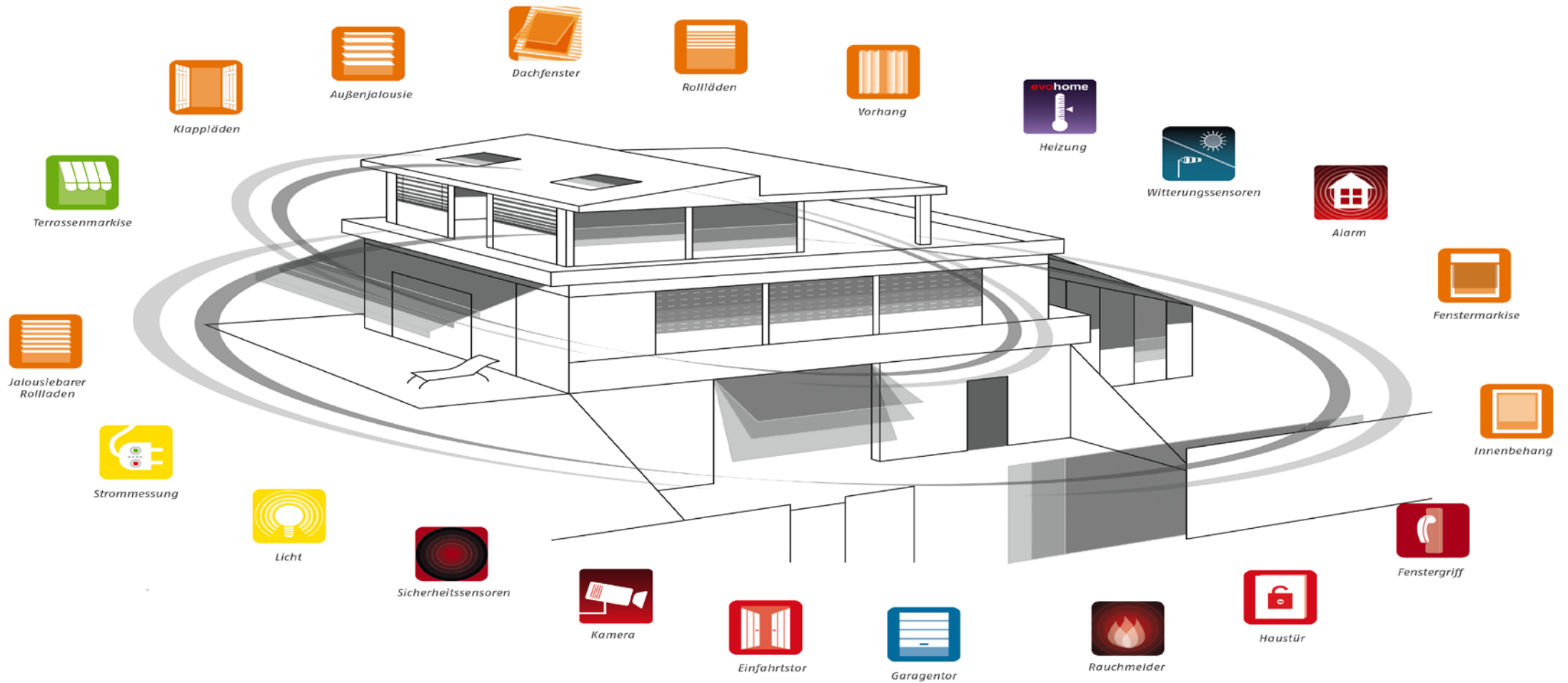


# SALES AUTOMATION





# NEW WAYS



**Meesenburg**  
est. 1758



THANK YOU