

# GSSM 2023

## Program

**Draft as per 21.09.23**

|              |   |
|--------------|---|
| OE 3A        | <p>Meeting Room: Nefer 1 (08:00 - 08:45   16:15 - 18:00)</p> <p>Speakers: Peter Höffgen, Jens Höwing, Jörg Ruwe, Yohan Cohas, Marco Gnielka</p> <p>Participants: 70 pax</p>   |
| BU ENG       | <p>Meeting Room: Nefer 2 (08:45 - 16:15)</p> <p>Speakers: David Mauke, Miika Jussila, Jens Höwing<br/>Jörg Ruwe, Xiangdong Bai, Satoru Hiraki, Michael Tokar, Yohan Cohas<br/>Samuel Olesky, Roger Leutwyler, Andrea Bertola, David Rogers, Tomislav Grabavac</p> <p>Participants: 23 pax</p> |
| BU OEM & ENG | <p>Meeting Room: Nefer 2 (09:35 - 12:20   15:15 - 16:15)</p> <p>Speakers: David Mauke, Miika Jussila, Jens Höwing, Jin Soo Kim, Yinghua Liu, Hiroyuki Yamada, Erik</p> <p>Participants: 42 pax (23+19 pax)</p>  |

| Tuesday, 07.11.23               |   | Who                  | From         | To    | Dur.  |
|---------------------------------|---|----------------------|--------------|-------|-------|
| <b>OE 3A: Advanced Products</b> |   | <b>Room: Nefer 1</b> |              |       |       |
| <b>1.</b>                       | <b>Welcome and overview</b>   | Hfg                  | <b>08:00</b> | 08:45 | 00:45 |
|                                 | <ul style="list-style-type: none"> <li>• Review 2023</li> <li>• OE3a Strategy</li> <li>• Key figures</li> <li>• Target 2024</li> </ul>  |                      |              |       |       |
| <b>BU Engines</b>               |   | <b>Room: Nefer 2</b> |              |       |       |
| <b>2.</b>                       | <b>BU Engines</b>   | Mvi & team           | <b>08:50</b> | 09:35 | 00:45 |
|                                 | <ul style="list-style-type: none"> <li>• Review 2023</li> <li>• Organization</li> <li>• Target / Strategy 2024</li> <li>• Products</li> <li>• Roadmap</li> <li>• Best practice / lessons learned</li> </ul> |                      |              |       |       |
| <b>BU Engines &amp; BU OEM</b>  |   | <b>Room: Nefer 2</b> |              |       |       |
| <b>2.1</b>                      | <b>Alternative fuels update</b>   | Mvi, Jua             | <b>09:40</b> | 10:25 | 00:45 |
|                                 | Coffee AM   |                      | 10:25        | 10:40 | 00:15 |
| <b>3.</b>                       | <b>Sales Strategy Engines &amp; OEM</b>   | Hoe                  | 10:40        | 11:10 | 00:30 |
|                                 | Status and Expectations / new monthly Report  |                      |              |       |       |
| <b>BU Engines</b>               |   | <b>Room: Nefer 2</b> |              |       |       |
| <b>3.1</b>                      | <b>Presentations SC-Engines</b>   |                      |              |       |       |
|                                 | • Engines DACH  | Rjo                  | 11:10        | 11:25 | 00:15 |
|                                 | • Engines CN  | Bai                  | 11:25        | 11:40 | 00:15 |
|                                 | • Engines JP  | Hsa                  | 11:40        | 11:55 | 00:15 |
|                                 | • Engines USA   | Tmi                  | 11:55        | 12:10 | 00:15 |
|                                 | • Engines WE  | Cyo                  | 12:10        | 12:25 | 00:15 |
|                                 | Lunch   |                      | 12:25        | 13:30 | 01:05 |

| Tuesday, 07.11.23               |  | Who           | From                 | To           | Dur.  |
|---------------------------------|--|---------------|----------------------|--------------|-------|
| 3.2                             | Success Story: KiBox @ Daimler Truck US      | Ole           | 13:30                | 13:45        | 00:15 |
| <b>4.</b>                       | <b>Trainings</b>                             |               |                      |              |       |
|                                 | • MSPs                                       | Lro           | 13:45                | 14:15        | 00:30 |
|                                 | • Optical Solutions                          | Bea           | 14:15                | 14:30        | 00:15 |
|                                 | • KiBox II                                   | Rda/Gto       | 14:30                | 15:15        | 00:45 |
| <b>BU Engines &amp; BU OEM</b>  |  |               | <b>Room: Nefer 2</b> |              |       |
| <b>5.</b>                       | <b>Summary actions</b>                       | Hoe           | 15:15                | 15:45        | 00:30 |
|                                 | Coffee PM                                    |               | 15:45                | 16:15        | 00:30 |
|                                 | Product Exhibition                           |               | 15:45                | 16:15        | 00:30 |
| <b>OE 3A: Advanced Products</b> |  |               | <b>Room: Nefer 1</b> |              |       |
| <b>6.</b>                       | <b>C4C</b>                                   | Hoe, Rjo, Cyo | 16:15                | 17:15        | 01:00 |
|                                 | Status, expectations, roadmap, best practice |               |                      |              |       |
| <b>7.</b>                       | <b>Account Management</b>                    | Gn, Hoe       | 17:15                | 17:45        | 00:30 |
| <b>8.</b>                       | <b>Wrap up</b>                               | Gn, Hoe       | 17:45                | 17:50        | 00:05 |
| <b>9.</b>                       | <b>Fotoshooting OE3A</b>                     | all           | 17:50                | 18:00        | 00:10 |
|                                 | End of meeting                               |               |                      | <b>18:00</b> |       |

Peter Hoeffgen  
Head of OE 3A

David Mauke  
Head of BU ENG