

# GSSM 2023

## Program

as per 25.09.23

OE 3B	Meeting Room: Luxor 1&3 (08:00 - 09:30) Speakers: Petr Starustka, Jakub Vidner, Matthias Schirmer, David Cornu, Matthias Giese Participants: 140 pax
BU TS	Meeting Room: Luxor 2 (10:30 - 17:30) Speakers: David Cornu, Lukas Koch, Miroslav Zbranek, Thomas Wuhrmann, Francesco Caraglia Christoph Klausner, JT Kirkpatrick III, Muhammed Tuncer, Tamonwan Kanchitakorn Participants: 22 pax

Tuesday, 07.11.23		Who	From	To	Dur.
<b>OE 3B: Integrated Products</b>			<b>Room: Luxor 1&amp;3</b>		
1.	<b>Welcome and overview</b>	Stt	08:00	08:15	00:15
2.	<b>OE3B Strategy</b>	Stt	08:15	08:45	00:30
3.	<b>Product roadmap / Product introduction</b>	Stt/Bu Heads	08:45	09:30	00:45
4.	<b>Product Exhibition</b>	all	09:30	10:15	00:45
	Coffee break		10:15	10:30	00:15
<b>BU TS: Traffic Solutions</b>			<b>Room: Luxor 2</b>		
1.	<b>Welcome and introduction</b>	Cor	<b>10:30</b>	10:45	00:15
2.	<b>Overview BU strategy and targets</b>	Cor	10:45	11:30	00:45
3.	<b>Updates on new products</b>	Product Management			
3.1	KiTraficDigital	Zbm	11:30	11:50	00:20
	Lunch		11:50	12:50	01:00
3.2	Classifier	Khk	12:50	13:05	00:15
3.3	KiTrafic-Plus	Zbm	13:05	13:25	00:20
3.4	Lineas Compact	Khk	13:25	13:45	00:20
4.	<b>Competitors</b>	Khk	13:45	14:15	00:30
	Coffee break		14:15	14:45	00:30
5.	<b>Introduction &amp; Workshop on Bridge Structural Health Monitoring</b>				
5.1	Introduction	Cor	14:45	15:05	00:20
5.2	Presentation & life-demo of the full solution / SW cockpit	Wut	15:05	15:25	00:20
5.3	IT: the success story in establishing multi-million contracts in SHM	Caa	15:25	15:40	00:15
5.4	US: sharing market development strategy & results	Kjm	15:40	15:55	00:15
5.5	DE: sharing market development strategy & results	Klc	15:55	16:10	00:15
5.6	Discussion & outlook international market development	all	16:10	16:30	00:20
6.	<b>Success stories - inspiring growth</b>	Sales team			
6.1	DE - moving to solution supplier	Klc	16:30	16:45	00:15
6.2	TR - a major project in Azerbaijan	Tmu	16:45	17:00	00:15
6.3	TH - building up a sustainable system business	Kan	17:00	17:15	00:15
6.4	US - BQE bridge, a trigger for direct enforcement	Kjm	17:15	17:30	00:15
7.	<b>Summary &amp; closing</b>	Cor/all	17:15	17:30	00:15
	End of meeting				<b>17:30</b>

Petr Starustka  
Head of OE 3B

David Cornu  
Head of BU TS  
GSSM 2023, 5-6 Nov 2023  
Grand Luxor Hotel  
Benidorm, Spain