

## 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 JSB	<p>Meeting Room: Nefer 1 (08:45 - 16:15)</p> <p>Speakers: Alexander Müller, Thomas Kentischer, Etienne Klinar, Juergen Daberger, Peter Balzer, Nori Christian Sitte, Hiroyuki Natsume, Meh, Paul Roberts, Jeseuk Oh, Yoichiro Abe, Can Zhang Roberto Marazza, Erik Forsberg, Jens Hoewing, Jörg Ruwe, Yohan Cohas, Marco Gnielka</p> <p>Participants: 28 pax</p>

Tuesday, 07.11.23		Who	From	To	Dur.
<b>OE 3A: Advanced Products</b>			<b>Room: Nefer 1</b>		
1.	<b>Welcome and overview</b> <ul style="list-style-type: none"> <li>• Review 2023</li> <li>• OE3a Strategy</li> <li>• Key figures</li> <li>• Target 2024</li> </ul>	Hfg	<b>08:00</b>	08:45	00:45
<b>BU JSB: Joining Systems</b>			<b>Room: Nefer 1</b>		
2.	<b>BU-JSB</b> <ul style="list-style-type: none"> <li>• Review 2022 compared to 2023</li> <li>• Organization</li> <li>• Targets / Strategy 2024</li> <li>• Roadmap</li> <li>• Maxymos NC Release 1.8</li> <li>• General Informations</li> <li>• Study Ostfalia - low energy consumption of el.-mech. Spindles</li> </ul>	Mux	<b>08:50</b>	09:30	00:40
2.1	<b>NCFx</b> <ul style="list-style-type: none"> <li>• Overview &amp; general information</li> <li>• Sales arguments</li> <li>• Pricing</li> <li>• Difference between NCFx - NCFx pro - NCFN/NCFT</li> <li>• NCFx safety</li> </ul>	Kho	<b>09:30</b>	10:00	00:30
Coffee AM			10:00	10:15	00:15

Tuesday, 07.11.23		Who	From	To	Dur.
2.2	NCFC • Sales information • Trainings • BTM • Next steps	Kti	10:15	10:45	00:30
2.3	Potential applications for motors	Dab	10:45	11:00	00:15
2.4	Digital Twin	Bap	11:00	11:15	00:15
2.5	Special Applications and trends - long stroke holding times - special modules	Bap	11:15	11:25	00:10
<b>3.</b>	<b>Sales Strategy JSB</b> • Global overview • DACH • USA	Bae Sic Nah	11:25 11:40 11:55	11:40 11:55 12:05	00:15 00:15 00:10
	Lunch		12:05	13:05	01:00
	• FR	Meh	13:05	13:20	00:15
	• UK	Pob	13:20	13:35	00:15
	• KR	Ohj	13:35	13:50	00:15
	• JP	Aby	13:50	14:05	00:15
	• CN	Zha	14:05	14:20	00:15
	• REG-E	Tas	14:20	14:35	00:15
	• REG-W	Mob	14:35	14:55	00:20
<b>4.</b>	<b>Summary and discussion</b>	Bae	14:55	15:10	00:15
<b>5.</b>	<b>Service</b>	Foe	15:10	15:30	00:20
	Coffee PM		15:30	15:45	00:15
	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> Status, expectations, roadmap, best practice	Hoe, Rjo, Cyo	16:15	17:15	01:00
<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 Höffgen  
Head of OE 3A

Alexander Müller  
Head of BC-JSB