Innovation goes digital

• Digitalisation: connected and agile
• Fit for innovation: strategies for the future
• Risk management: effective and sustainable
Greeting

Dear Sir or Madam,

the 2nd Lake Constance Supplier Dialogue will be hosted by Rolls-Royce Power Systems AG and ZF Friedrichshafen AG. Both companies are convinced that innovations lay the foundation for sustainable economic success. It is essential to fully exploit the benefits of digitalisation in the development of new products, processes and business models and to create the necessary prerequisites within the company. In this context players from other industries and startups often serve as a benchmark.

Integrated systems, transparent data in real time and deep learning algorithms offer opportunities previously undreamed of but there are also risks. Under the slogan „Innovation goes digital“ we want to examine the potential of digitalisation from different perspectives.

Therefore we would like to discuss the following key topics with you:

- "Digitalisation: connected and agile"
- "Fit for innovation: strategies for the future"
- "Risk management: effective and sustainable"

Our target is to benefit from the state-of-the-art input and identify individual solution approaches that will enable you to utilise efficiently the opportunities arising from digitalisation. The Lake Constance Supplier Dialogue provides the ideal platform for you to engage in intense networking and in sharing of ideas with suppliers, customers and experts from industry, science and politics.

Mark your calendar and save the date 23 – 24 October 2017!

We look forward to seeing you at the Lake Constance Supplier Dialogue 2017.

Kind regards,

Wilhelm Rehm
Member of the Board of Management of ZF Friedrichshafen AG

Marcus A. Wassenberg
Chief Financial Officer
Rolls-Royce Power Systems AG

Competence Partner

ZF is a global leader in driveline and chassis technology as well as active and passive safety technology. The company has a global workforce of around 137,000 with approximately 230 locations in some 40 countries. In 2016, ZF achieved sales of €35.2 billion. ZF annually invests about six percent of its sales in research & development – ensuring continued success through the design and engineering of innovative technologies. ZF is one of the largest automotive suppliers worldwide.

Rolls-Royce Power Systems AG, Friedrichshafen, is a specialist for large engines, drive systems and decentralised power systems; it formerly operated under the name Tognum AG. The core company is MTU Friedrichshafen, which has regional companies MTU America in Novi, Michigan, USA, and MTU Asia in Singapore.

Rolls-Royce Power Systems sells high-speed large engines and drive systems for ships, heavy land and rail vehicles, military vehicles and for the oil and gas industry under the trademark MTU. The product portfolio of decentralised power systems bearing the trademark MTU Onsite Energy includes diesel generators for emergency power, base and peak loads as well as block heat and power plants for combined heat and power using natural gas engines. The Norwegian subsidiary Bergen Engines manufactures medium-speed diesel and natural gas engines for ships and power plants. Injection systems from L’Orange are another part of the product portfolio. Rolls-Royce Power Systems employs about 10,000 workers and is a business unit of Rolls-Royce plc.
Monday, 23 October 2017

18.30  **Evening event in the Dornier Museum, Friedrichshafen, with reception followed by dinner**

Enjoy a fascinating evening surrounded by historical aircraft and modern architecture in the special ambience of the Dornier Museum. This is the perfect setting for intense networking and sharing of experience.

**Dinner Speech**

*Distribution in the Age of Digitalisation – Impact on Business Models*

*Robert Friedmann*
Chairman of the Central Managing Board of the Würth Group

Tuesday, 24 October 2017

**Moderation Plenary Session:**

*Horst Wiedmann*, Senior Vice President, Head of Strategic Materials Management & Central Services ZF-Group, ZF Friedrichshafen AG and Chairman of the Board, German Association for Supply Chain Management, Procurement and Logistics (BME)

09.00  **Welcome Address**

*Horst Wiedmann*  
*Dr. Silvius Grobosch*, Member of the Board, German Association for Supply Chain Management, Procurement and Logistics (BME)

09.30  **See – Think – Act: Our Way to Intelligent Mechanical Systems**

*ZF at a glance*  
*Mobility of the future – Our way forward*  
*Advanced materials management*

*Wilhelm Rehm*, Member of the Board of Management, ZF Friedrichshafen AG

10.00  **Effective Compliance in Purchasing as Competitive Advantage**

*Current developments at Rolls-Royce Power Systems*  
*Political, technological and economic requirements on a successful company in a social context*  
*Implementation of compliance regulations in purchasing at Rolls-Royce Power Systems*

*Marcus A. Wassenberg*, Chief Financial Officer, Rolls-Royce Power Systems AG

10.30  **Coffee break and networking in the trade exhibition**

11.15  **The Success Model of the German Economy – Challenges in the Year of the Bundestag Election**

*What threats to the foreign business of German companies are lurking in the shadows?*  
*What can we do to secure our competitiveness for the future?*  
*How can we exploit the opportunities offered by digitalisation more effectively?*

*Dr. Eric Schweitzer*, President, Association of German Chambers of Industry and Commerce (DIHK e.V.)

11.45  **Exploiting the Potential of Digitalisation**

*Digitalisation strategy of Baden-Württemberg*  
*Mastering the demographic transformation*  
*Dignity and values in times of hate speech and fake news*

*Manne Lucha*, Member of State Parliament, Minister of Social Affairs and Integration

12.15  **Lunch break and networking in the trade exhibition**
### Focus Session A
**Fit for Innovation: Strategies for the Future**

**Moderation:** Volkher Lins, Senior Manager Purchasing, MTU Friedrichshafen GmbH

**13.30 Structure helps, culture makes the difference – innovation culture at Hilti**
- Strategic technology management
- Promoting innovation culture: more than just product innovation
- Employees and corporate structure as the keys to success

**Dr. Andreas Bong**, Head of Corporate Research & Technology, Hilti AG

**14.00 Changeover break**

**14.15 Make parts from data – experiences with additive manufacturing at ZF group**
- Why do we use additive manufacturing?
- What technologies do we use?
- What do we expect in future?

**Dr. Mathias Eickhoff**, Vice President, Head of Corporate R&D Pilsen, ZF Engineering Pilsen

**14.45 Changeover break**

**15.00 Machine Construction Meets Industry 4.0 – Everything Changes?**
- What is new about Industry 4.0
- Disruptive innovation as illustrated by the practical example of iGo neo
- Necessary changes in a machine construction company

**Christian Fischer**, Head of Product Management Business & Automation Solutions, STILL GmbH

### Focus Session B
**Risk Management: Effective and Sustainable**

**Moderation:** Dr. Michael Karrer, Leiter Lieferantenmanagement ZF-Konzern, ZF Friedrichshafen AG

**13.30 Risikomanagement im Geschäftsmodell eines Automobilzulieferers – ein beherrschbares Thema?**
- Identifizierung der wesentlichen Risiken
- Bewertung der Risiken in Bezug auf Auswirkungen auf den Geschäftsbetrieb
- Maßnahmen zur Eingrenzung der Risiken

**Hans Remsing**, Leiter Expertenteam Automotive & Engineering, Deutsche Bank AG

**14.00 Changeover break**

**14.15 Performance Based Contracting (PBC): Anreizbasierte Verträge mit Lieferanten**
- Neue Formen der Risikoteilung mit Lieferanten
- Digitalisierung und PBC
- PBC in der Anwendung bei Industrie und Bundeswehr

**Prof. Dr. Michael Eßig**, Lehrstuhl Materialwirtschaft & Distribution, Universität der Bundeswehr München

**14.45 Changeover break**

**15.00 Lieferanten-Risikomanagement im Fokus – bestehende und neue Anforderungen**
- Zunehmende Bedeutung des Risikomanagements in komplexen Wertschöpfungsketten
- Produkt- und Prozessrisiken präventiv steuern
- Neue IATF 16949:2016: sinnvoller Standard oder neue Bürde für die Zulieferindustrie?

**Martina Köhler**, Head of Contract & Risk Management, Dräxlmaier Group, Lisa Dräxlmaier GmbH

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**Tuesday, 24 October 2017**

**www.bme-supplierdialogue.de**

**registration@bme.de**

**2. Lake Constance**

All presentations in focus session A will be simultaneously translated.

All presentations in focus session B will be held in German.

**15.30 Coffee break and networking in the trade exhibition**

**Moderation Plenary Session: Horst Wiedmann**

**16.00 Digitalization changes everything**
- Our digital master plan
- Value through co-creation with our Networked Ecosystems
- See – Think – Act: positioning ZF for success in the digital era

**Mamatha Chamarthi**, Chief Digital Officer, Senior Vice President, ZF Friedrichshafen AG

**16.30 The Future of the Internet of Things (IoT) will be Cognitive**
- IoT & Cognitive Computing – What is it and why?
- Industrial case studies
- Outlook and role of Blockchain

**Thorsten Schröer**, Director Automotive & Electronics, IBM Deutschland GmbH

**17.00 Closing discussion and summary of results**

**17.15 End of the 2nd Lake Constance Supplier Dialogue 2017**
Exhibitors

The family-run Böllhoff Group is a global leading manufacturer and supplier of fasteners and assembly systems. With its wide range of products and diverse logistics, development, quality and IT services, Böllhoff forms a close cooperation network with many industry customers. For many years Rolls-Royce Power Systems and ZF have been special affiliated partners.

**Böllhoff GmbH – Dienstleister Verbindungselemente**

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Established in June 2017, c-Com GmbH is a young Startup of the Mapal Group, offering digital services for the manufacturing industry. Based on an innovative collaborative approach, the open cloud-based platform c-Com enables a new and efficient tool data management between customers and suppliers.

**c-Com GmbH**

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Offering about 900,000 articles on its marketplace (www.conrad.biz), Conrad is a strong and innovative partner for its business customers with own stationary shops, 24-hour delivery service, business catalogs, eProcurment solutions, own sales team, as well as various product services.

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In the HALEX GROUP’s hardening shops, a wide range of steel precision parts are treated with various heat processes to change their structure, so that the work pieces have the exact hardness characteristics that customer wants.

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Kärcher is the world’s leading provider of cleaning technology. The family owned enterprise employs more than 12,000 people in 67 countries and 110 companies. More than 50,000 service centres in all countries ensure continuous and comprehensive supplies to customers all over the world. In 2016, Kärcher reached the highest sales with 2.33 billion euros, the highest sales in its history.

**Alfred Kärcher Vertriebs-GmbH**

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Kupek is an internationally operating specialist for material, supplier and supply chain management. The individually adapted, innovative procurement and logistics services allow the customers of Kupek to concentrate upon their core processes and to reduce costs.

**KUPEK GmbH**

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LEE, a market-leading manufacturer of miniature hydraulic components. Successfully varied in fields from the aerospace-, the offshore- and the automotive industry, in industrial and mobile hydraulics. We also offer a product line with applications in medical and scientific technology, opening the way to a host of space-saving constructions.

**LEE Hydraulische Miniaturkomponenten GmbH**

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With 130 years’ experience, REYHER is one of Europe’s leading distributors of fasteners and fixing technology supplying customers worldwide. With 130,000 different items, cutting-edge warehouse logistics and comprehensive range of services, REYHER is on course for the future.

**F. REYHER Nchfg. GmbH & Co. KG**

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Yes, I will be attending the 2nd Lake Constance Supplier Dialogue 2017.

Please let us know what contacts from MTU/Rolls-Royce Power Systems or ZF you would like to meet during the event.

Yes, I will be attending the evening event on 23 October 2017. (Advance registration is required for attendance at the evening event.)

Yes, I would like to use the 2nd Lake Constance Supplier Dialogue as a marketing platform; please contact me.

Participant 1:
Surname
First name
Position
Department
phone
fax
mail

Participant 2:
Surname
First name
Position
Department
phone
fax
mail

Company:
Company
Street / PO box
Postal/ZIP code/City

Date/Signature

Billing Address (if different from above address):
Surname/First name
Department
Road / PO box
Postal/ZIP code/City
KON-SDG

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