

## Quarterly partner meeting – Agenda

March 13, 2025

Time	Topic	Speaker
9:00 – 9:05 am	<b>Welcome</b> <ul style="list-style-type: none"> <li>– Opening remarks</li> <li>– Overview of the session</li> </ul>	Carmen Ludwig-Papst, Director Business Development Distribution Channel
9:05 – 09:15 am	<b>New team members &amp; updated materials</b> <ul style="list-style-type: none"> <li>– Introduction of new team members</li> <li>– Overview of updated materials and resources</li> </ul>	Carmen Ludwig-Papst, Director Business Development Distribution Channel
9:15 – 10:00 am	<b>New product insights &amp; launch of new products with customer focus</b> <ul style="list-style-type: none"> <li>– Introduction to new products</li> <li>– Key features and benefits</li> <li>– Customer-centric approach (storyline and positioning)</li> <li>– Discussion (15 minutes)</li> </ul>	Markus Langsdorf, Product manager
10:00 – 10:15 am	<b>Software – new packages, solutions &amp; features</b> <ul style="list-style-type: none"> <li>– Overview of new software solutions</li> <li>– Key features and enhancements</li> </ul>	Florian Bichteler, Head of Digitization
10:15 – 10:30 am	<b>Q&amp;A</b> <ul style="list-style-type: none"> <li>– Open floor for questions and discussion</li> </ul>	All speakers