

BEUMER Group GmbH & Co. KG

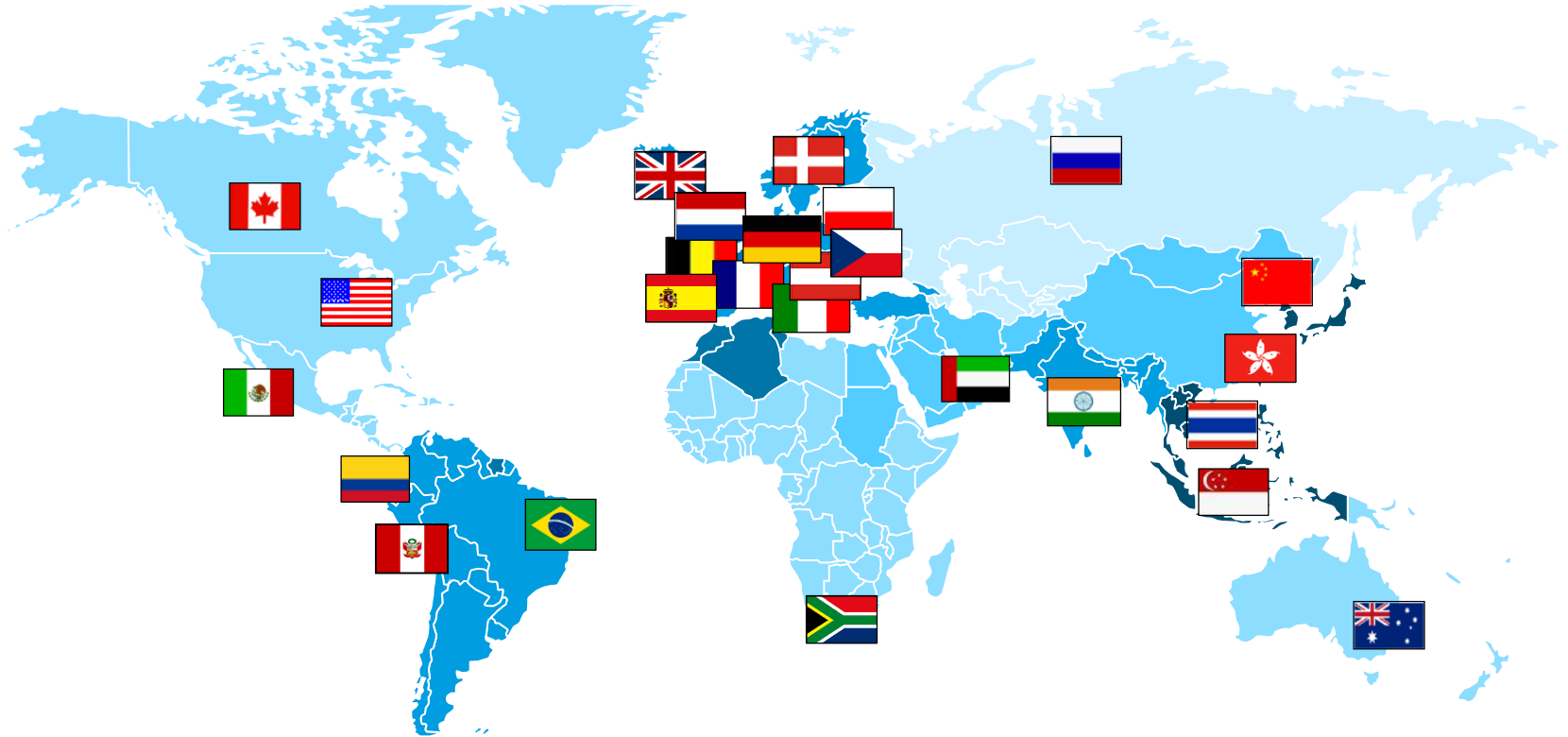
BVL Webinar

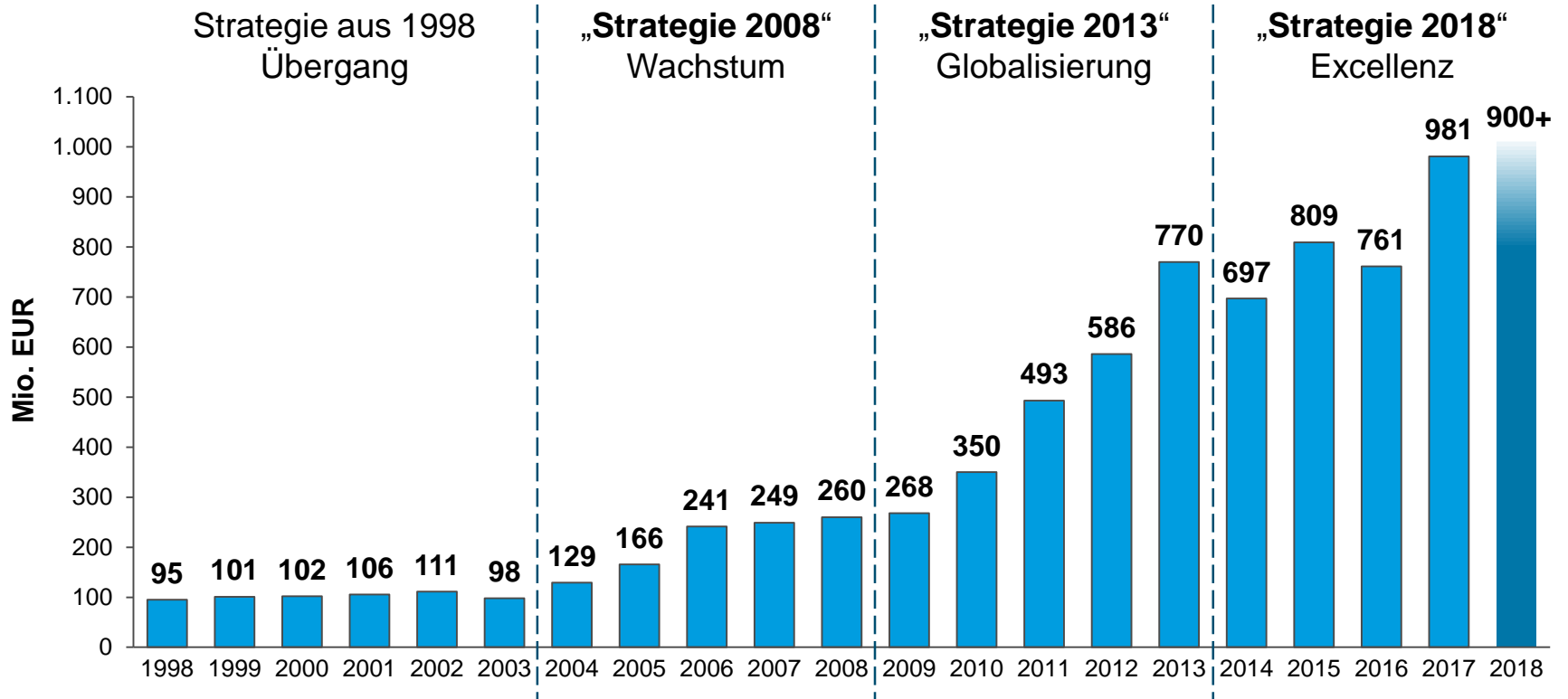
Digitale Transformation im Mittelstand

BVL - Webinar, 16.01.2019
Dr. Johannes Stemmer
Director Digital Transformation
Email: Jo.Sm@beumer.com

- BEUMER Group
- Business as usual?
- Chancen der Digitalen Transformation

| | |
|---------------------|--|
| Name: | BEUMER Group |
| Marken: | BEUMER, Crisplant, Enexco |
| Status: | unabhängiges Familienunternehmen in der dritten Generation |
| Gegründet: | 1935 |
| Umsatz: | 2017: ca. € 770 Mio. |
| Mitarbeiter: | ca. 4.200 weltweit |
| Kontakt: | www.beumergroup.com |





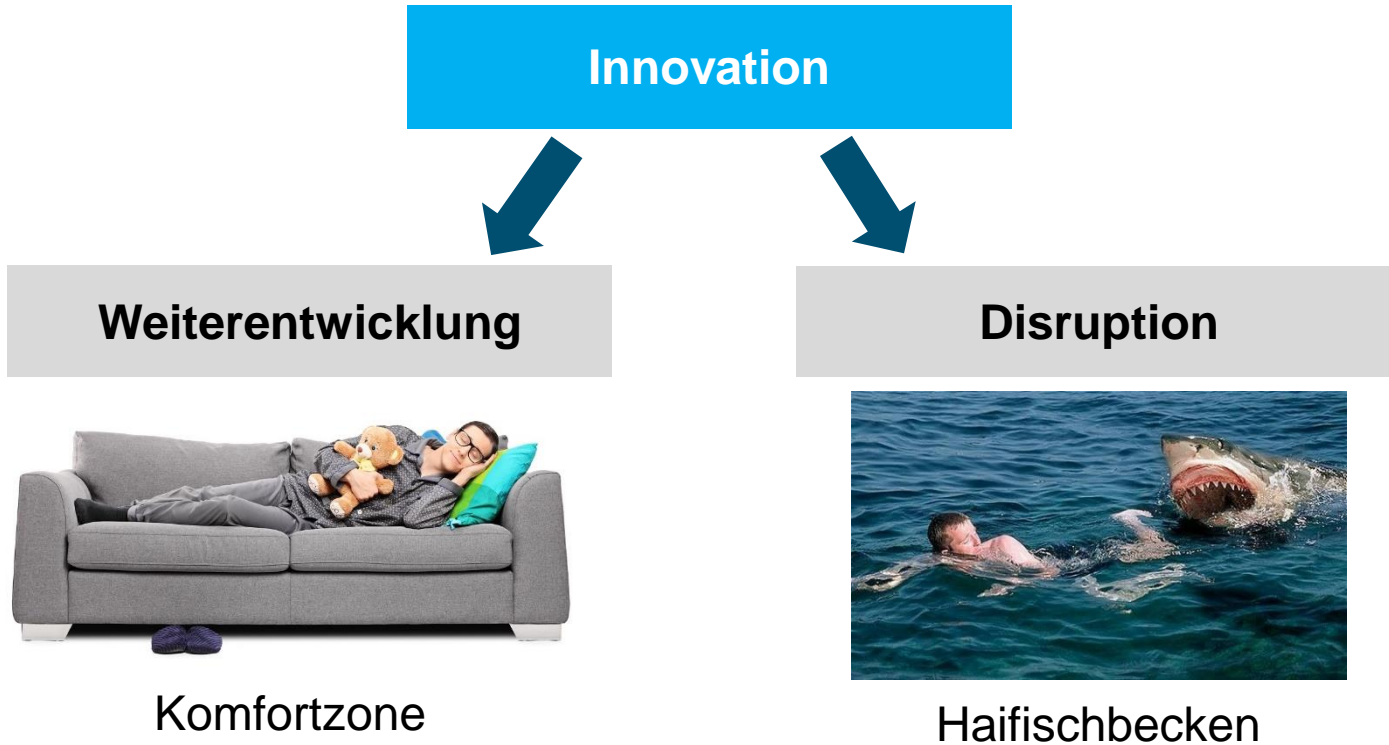








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- Business as usual?
- Chancen der Digitalen Transformation



Example 1: Digital Disruption



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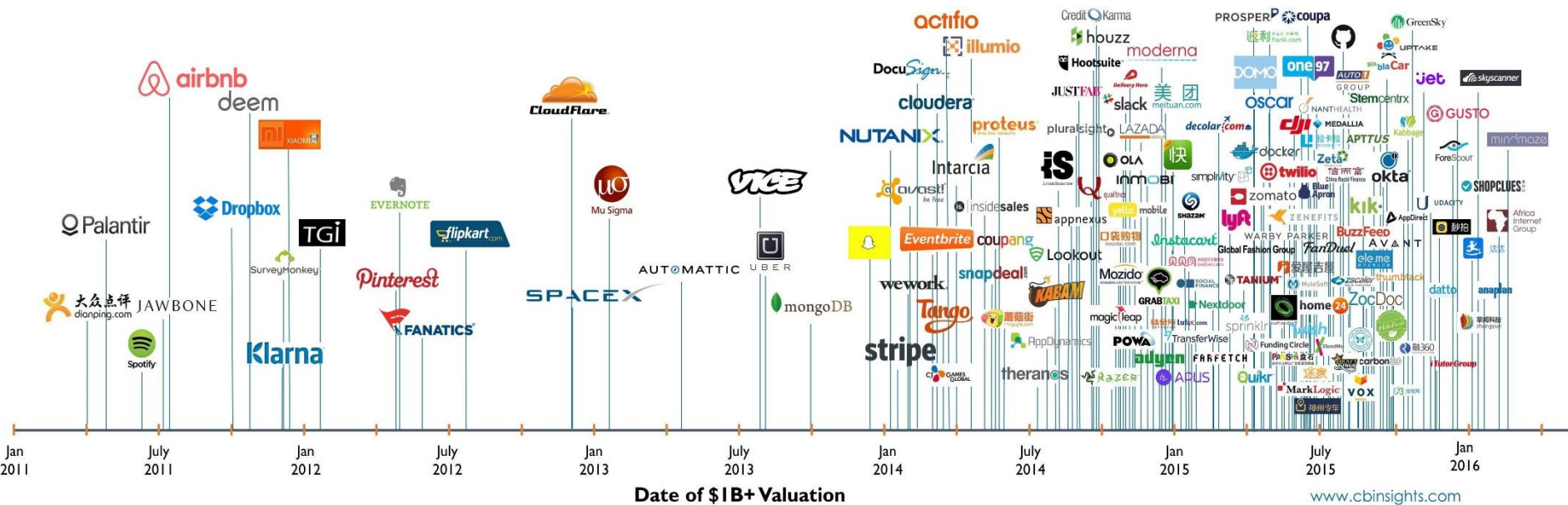


Example 2: Digital Disruption





Unicorn Club

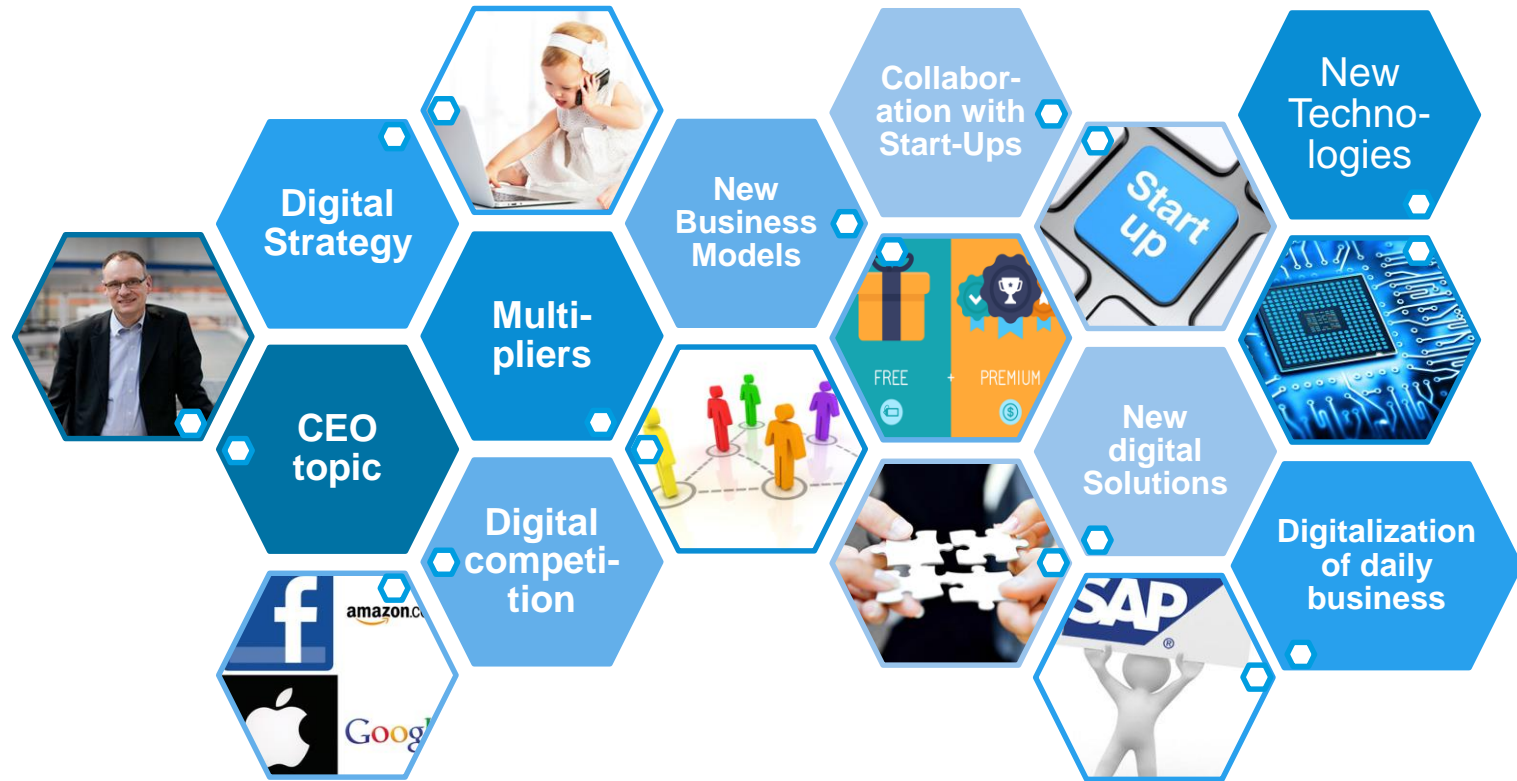


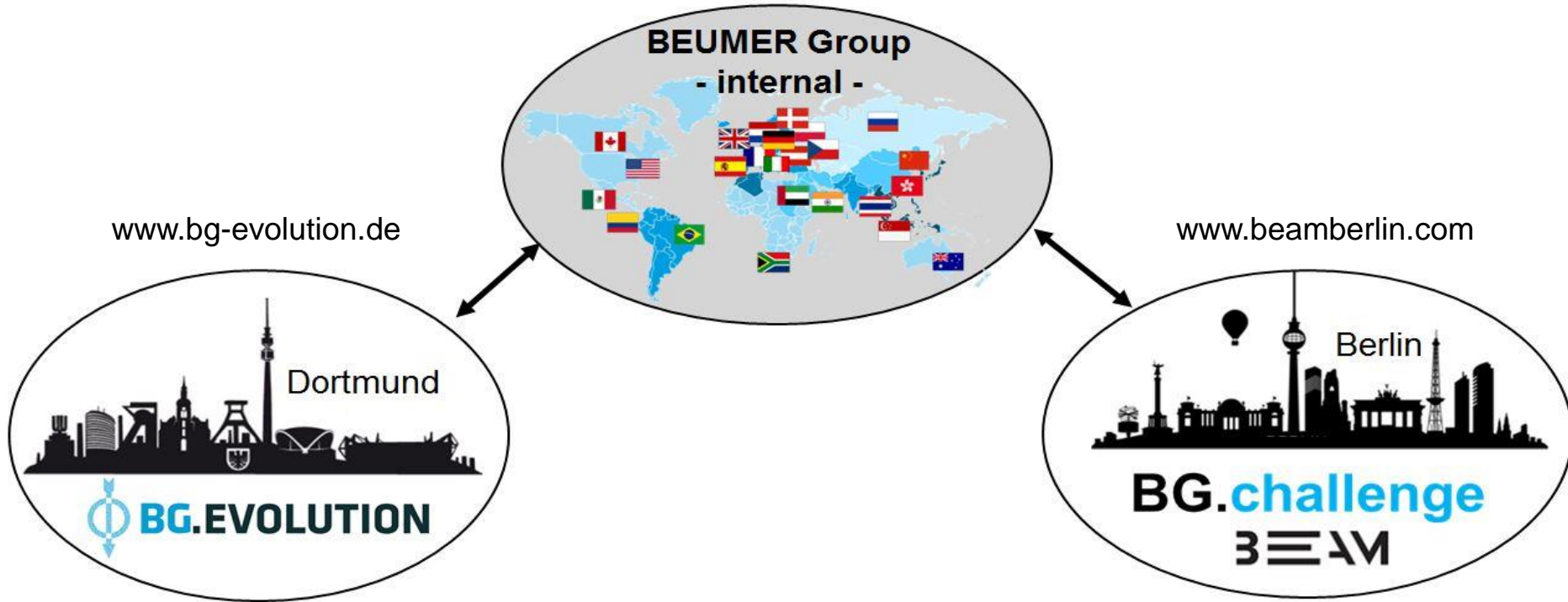


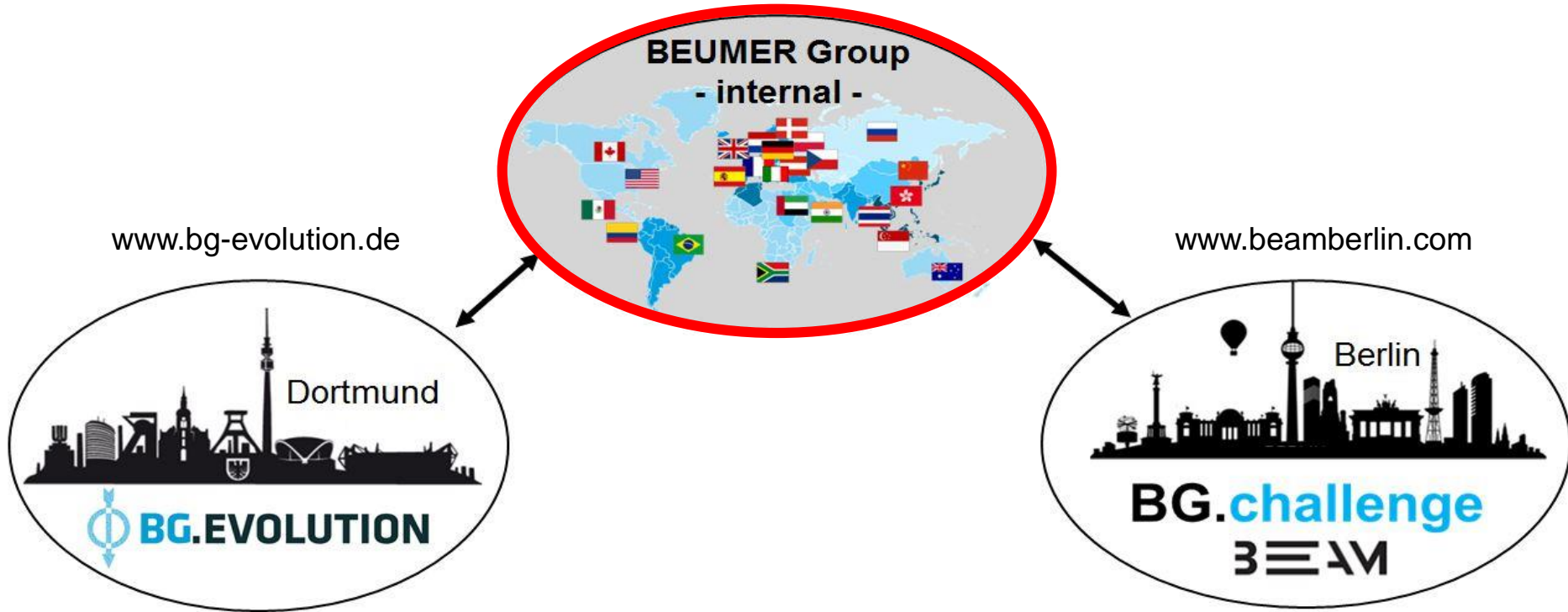


Agenda

- BEUMER Group
- Business as usual?
- Digital Transformation @ BEUMER



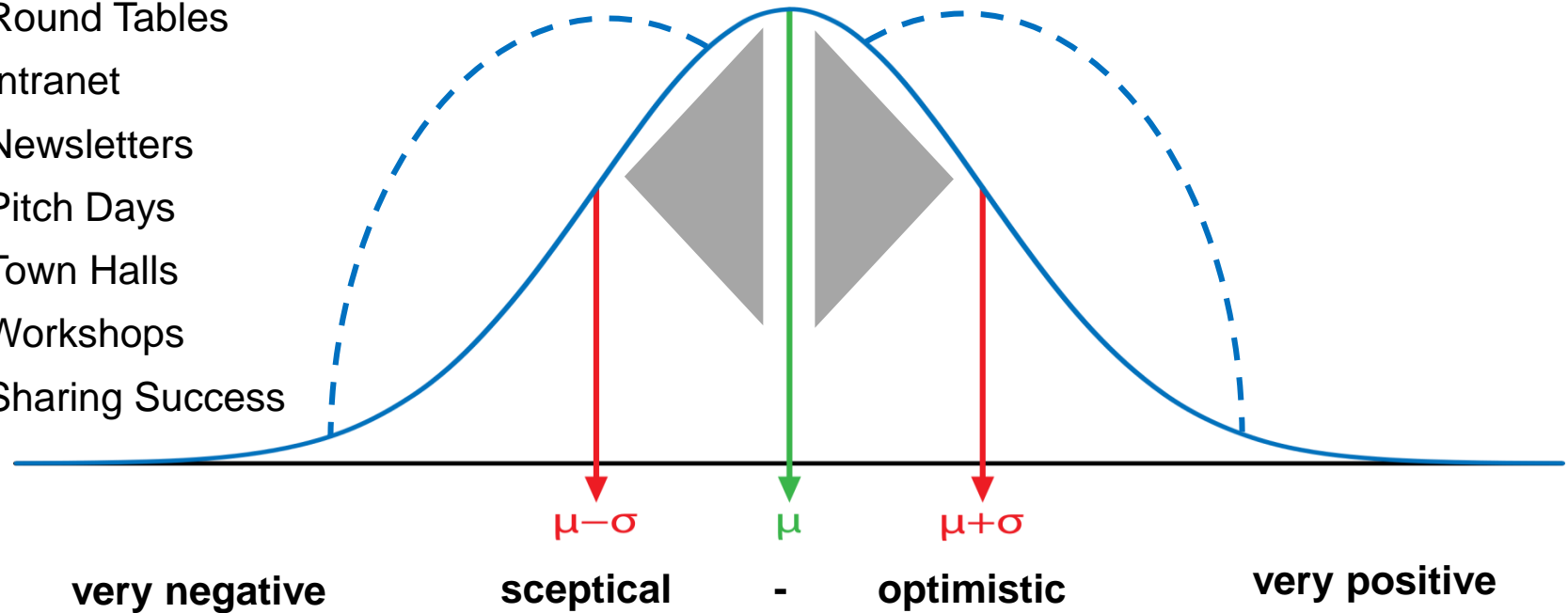


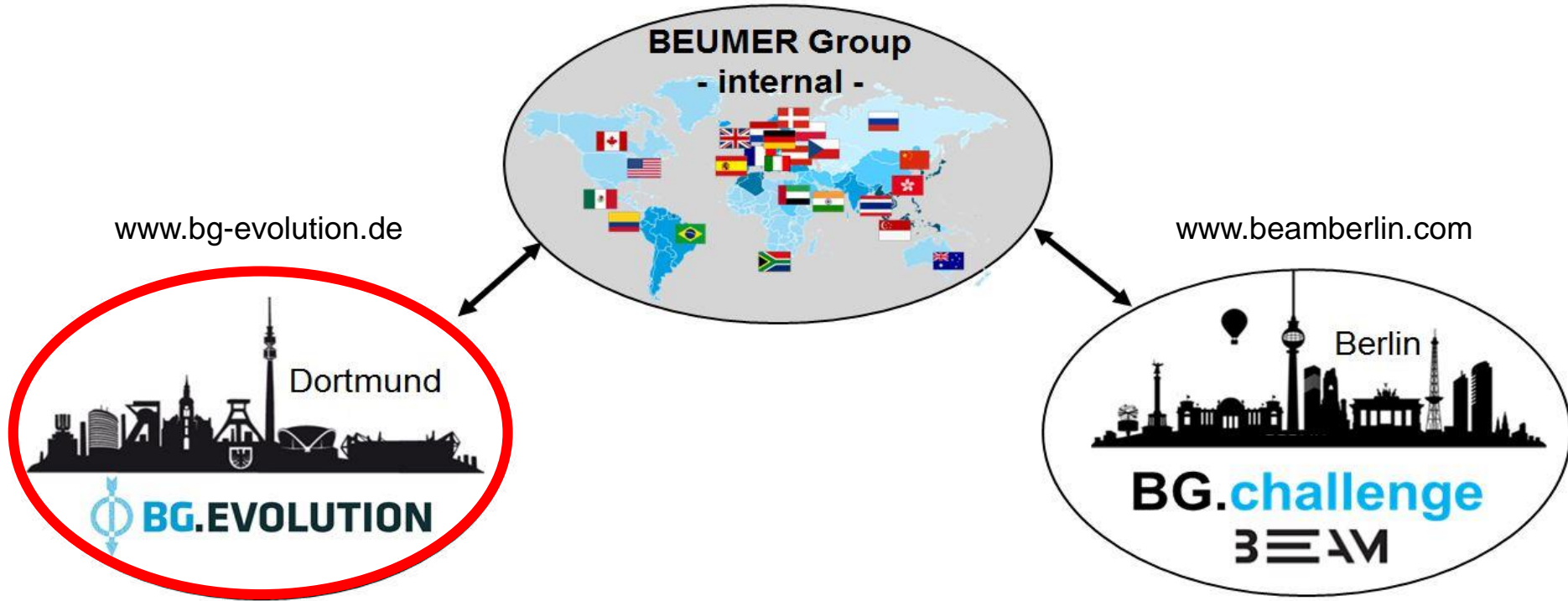


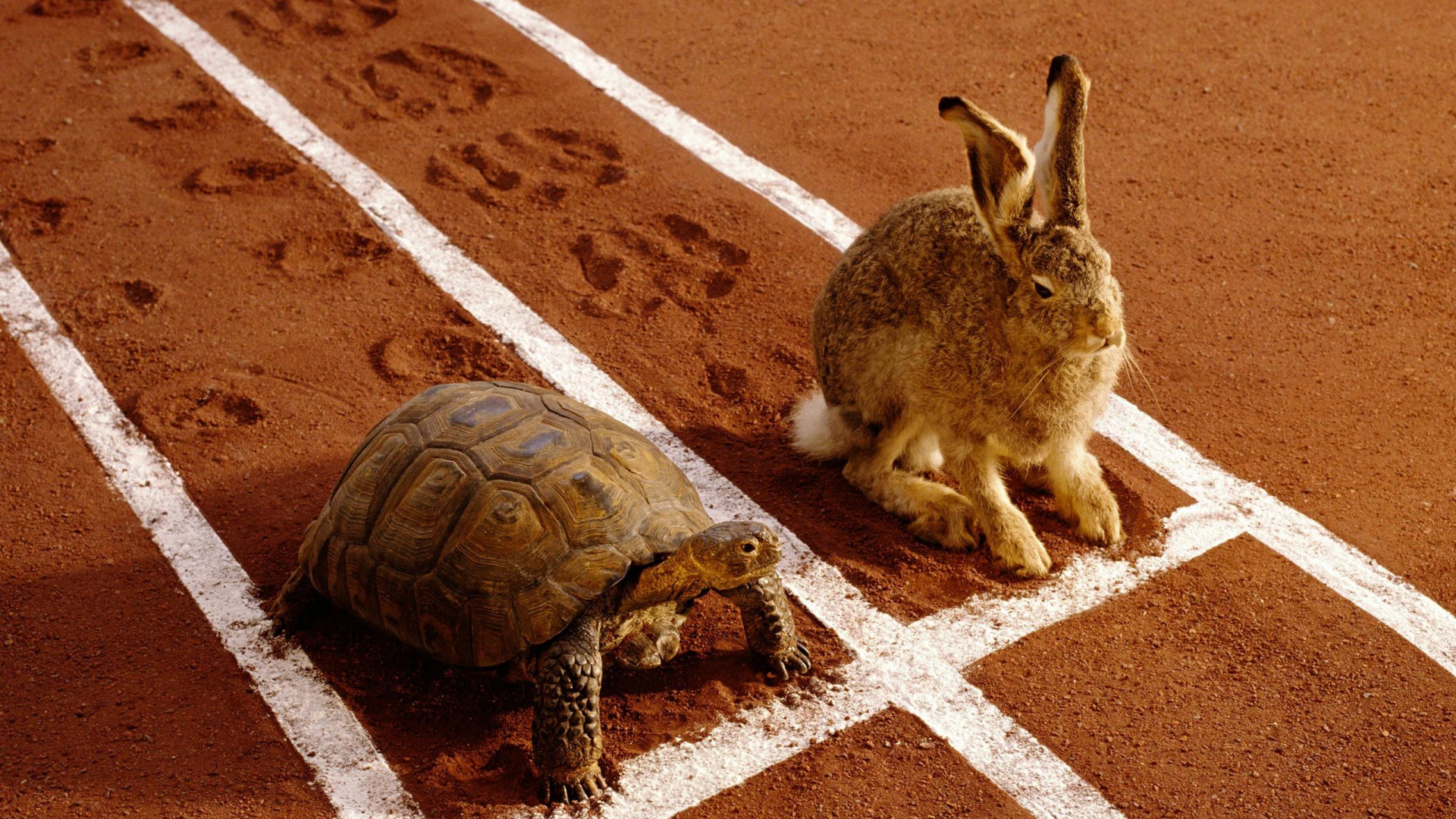


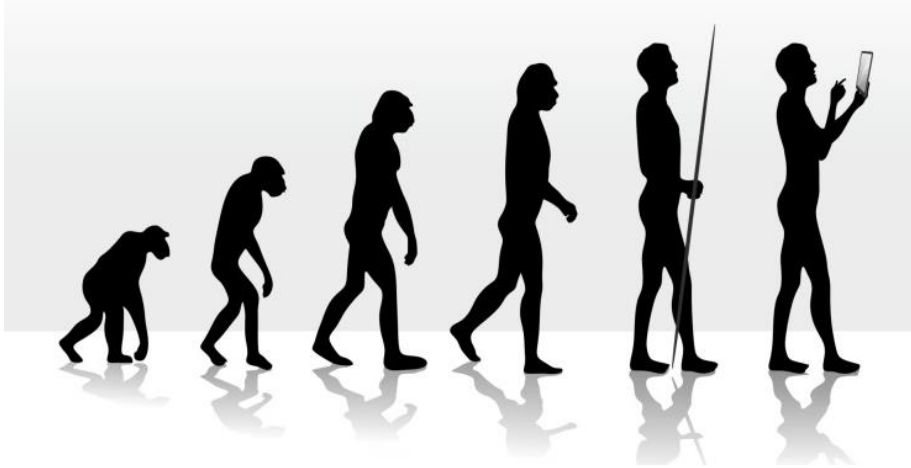
Acceptance of Digital Transformation = Success Probability

- Discussions
- Round Tables
- Intranet
- Newsletters
- Pitch Days
- Town Halls
- Workshops
- Sharing Success



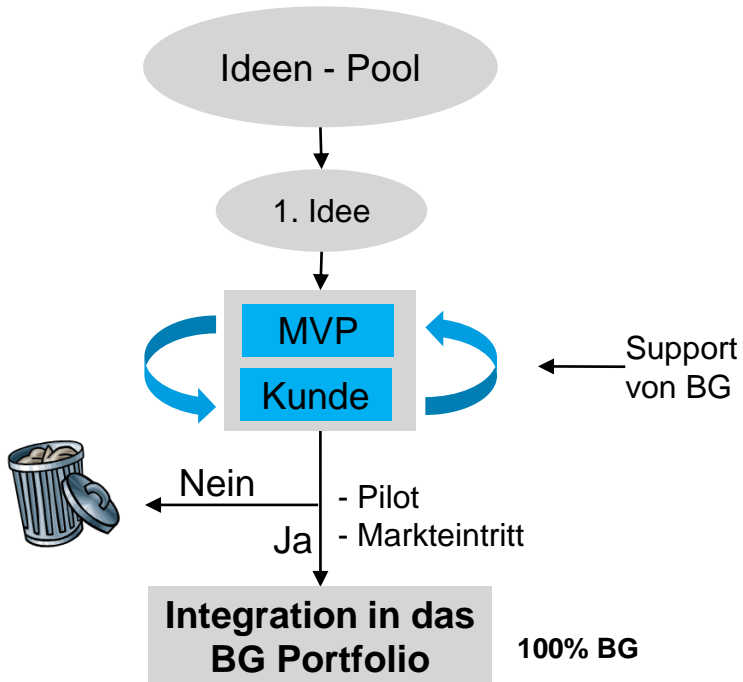




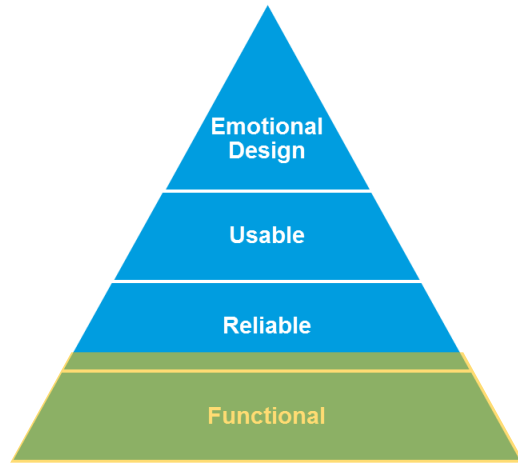


BG.evolution

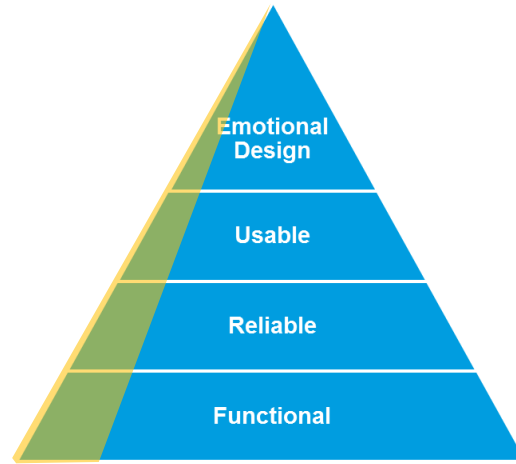
- **Nicht profitorientierte** Innovationseinheit an der TU **Dortmund**
- **Fokus auf neue Technologien** und **Geschwindigkeit** im Entwicklungsprozess
- Digitale MVPs im Kontext des BG Portfolios



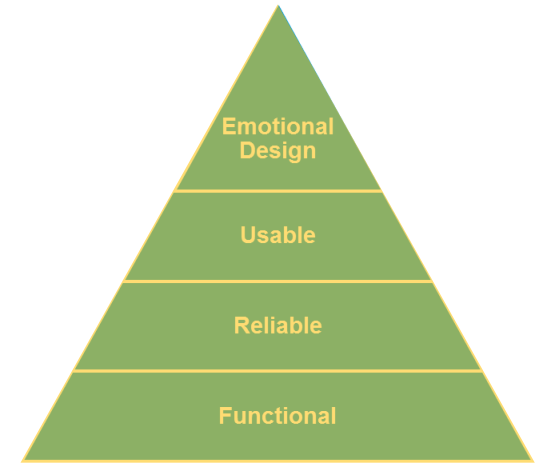
Was ist ein MVP?



Expert Prototype



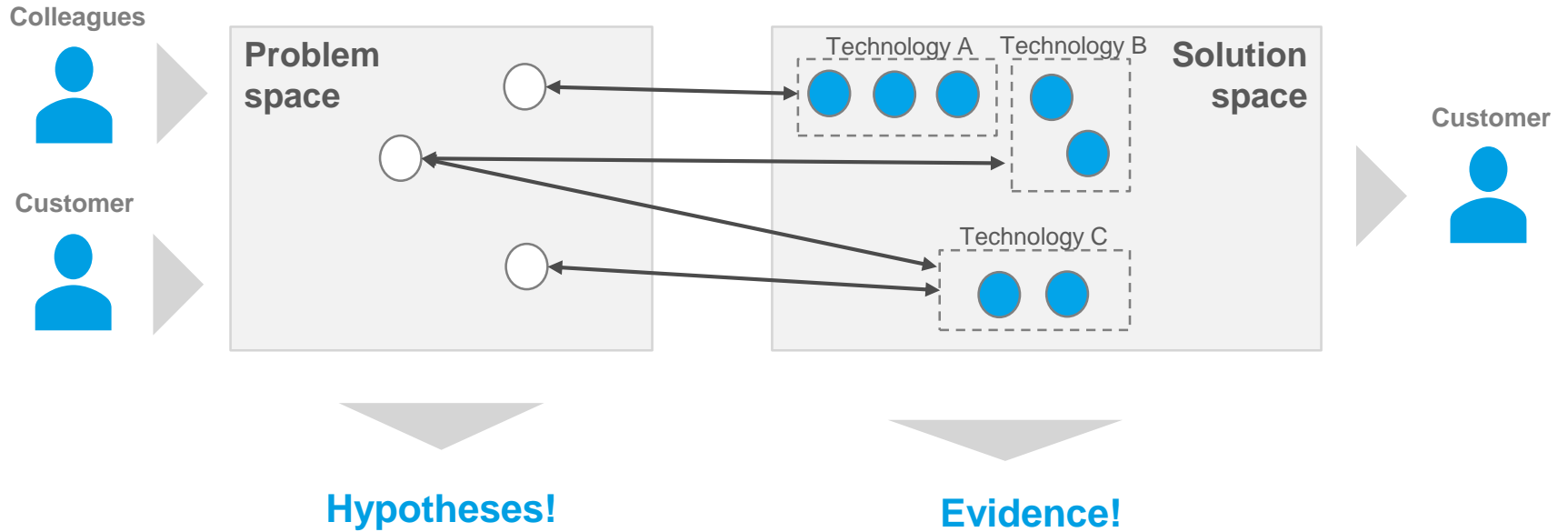
Minimal Viable Product



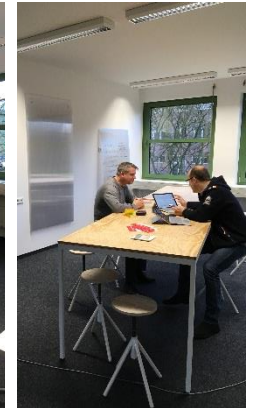
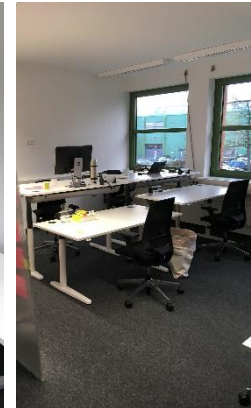
Product

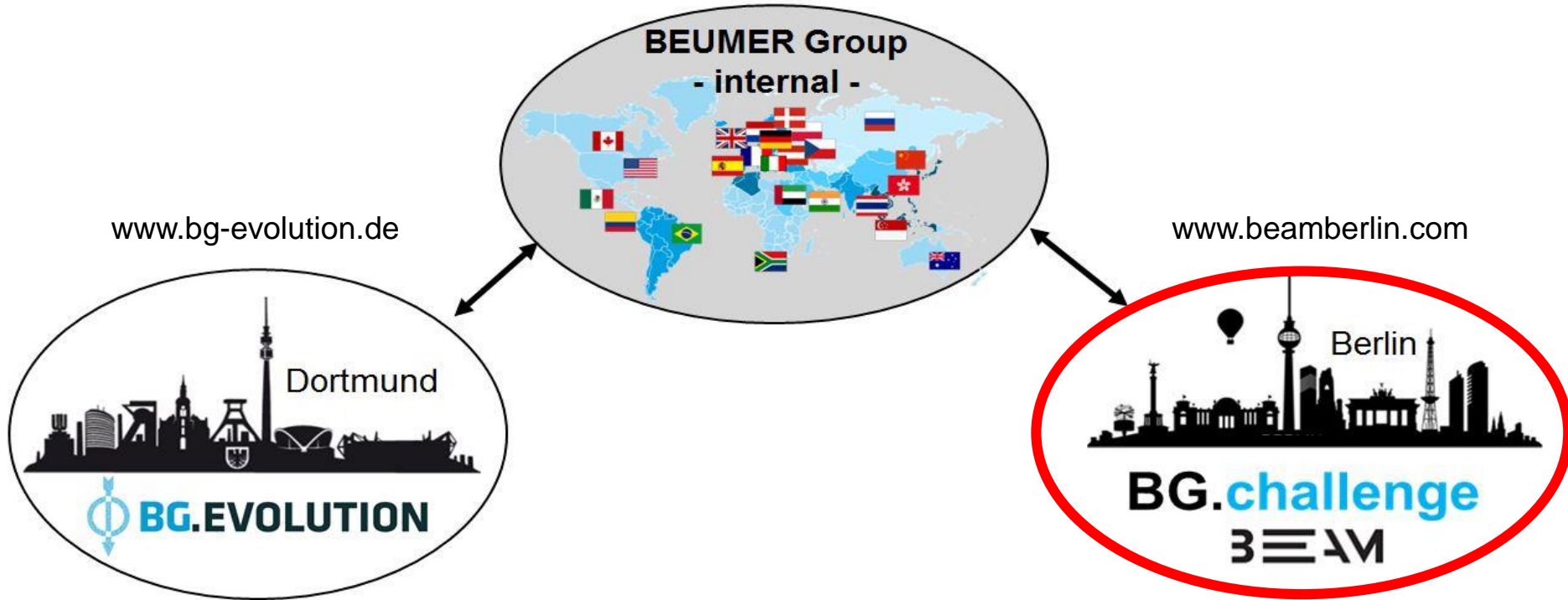
Let's build enough to see if people buy!

Wie arbeitet die BG.evolution?



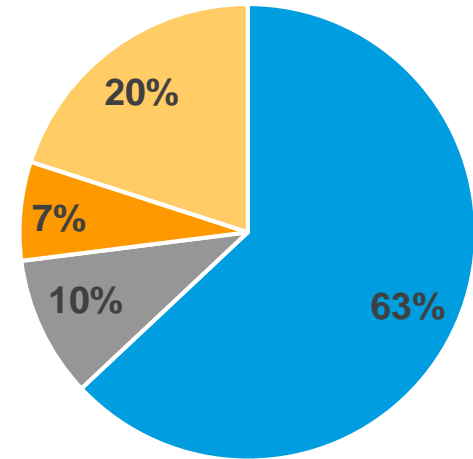
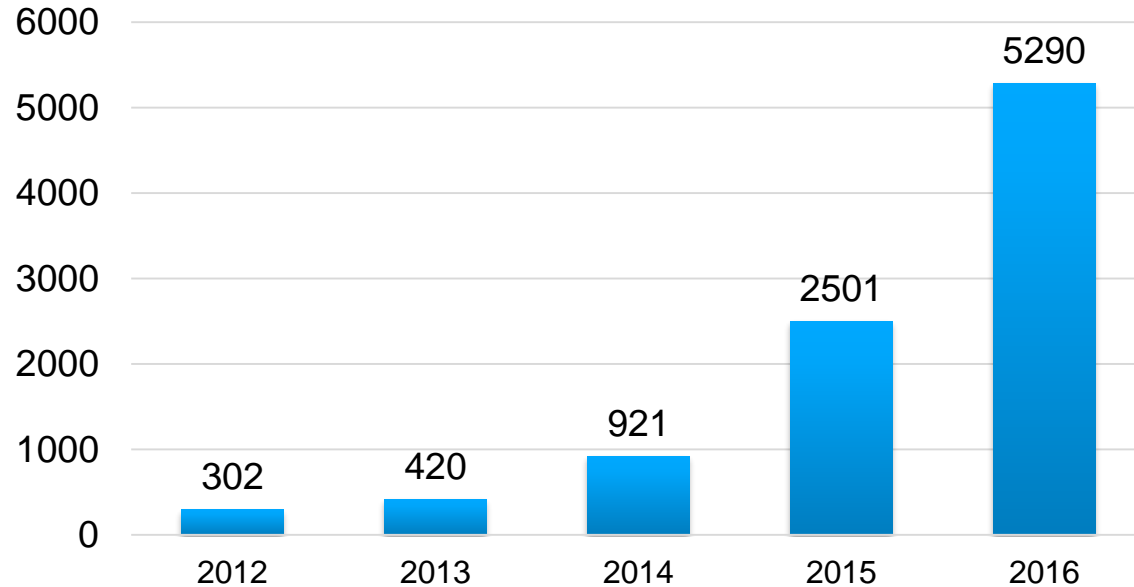
Das Office in Dortmund





Funding in
\$ M

Investment in Logistic Startups



■ Early Stage ■ Mid-Stage
■ Later Stage ■ Other

Source: CB Insights

Accelerator

Incubator

Company
Builder

VCs

Corporate
VCs



axel springer 

 b10

CAVALRY
VENTURES

next 47

 RHEINGAU
FOUNDERS

NBT

CH
REY

 MAERSK

PLUG AND PLAY
Silicon Valley in a Box

Lufthansa
INNOVATION
HUB

HOWZAT
PARTNERS

 innogy

VIESSMANN

T | TENGELMANN
ventures

 ProSiebenSat.1
Media SE

 ROCKETINTERNET



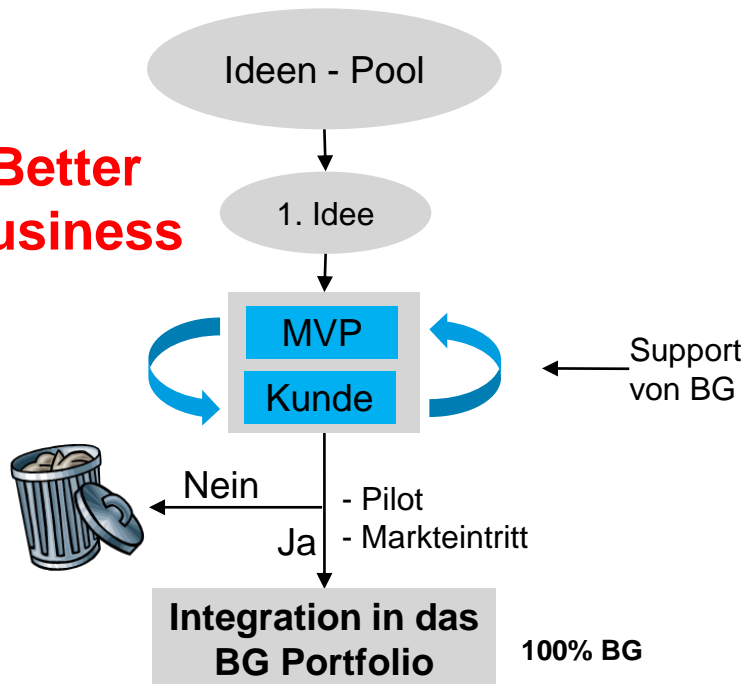
BEAM



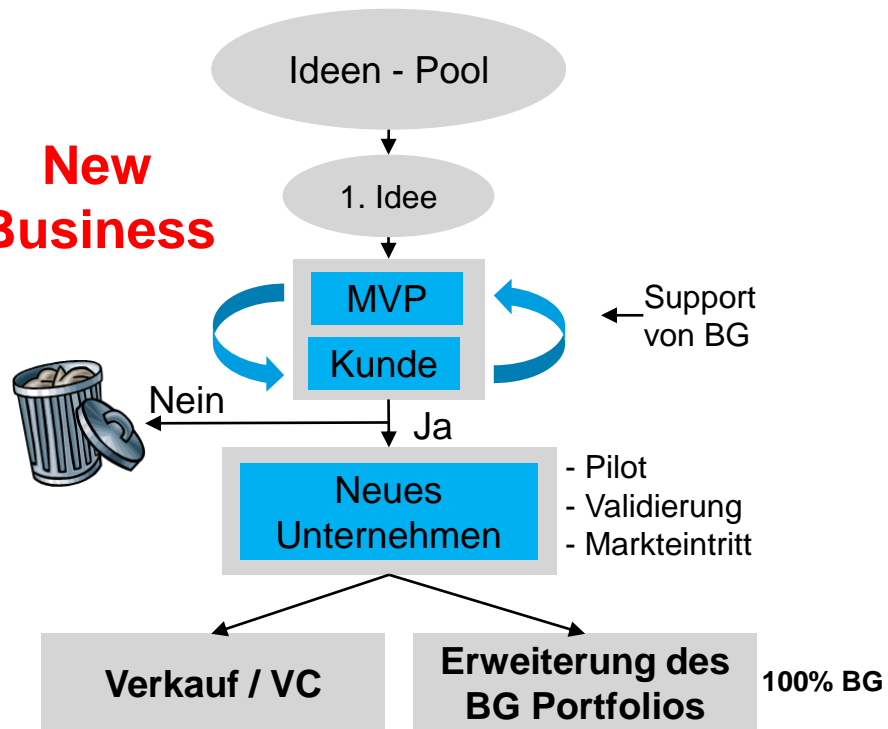
BG.challenge

- **Company Builder** in Berlin
- „Angreifen“ des BEUMER eigenen **Kerngeschäfts** (“challenge”)
- **Fokus auf neue und disruptive Geschäftsmodelle**
- Nutzung von „**unfair advantages**“

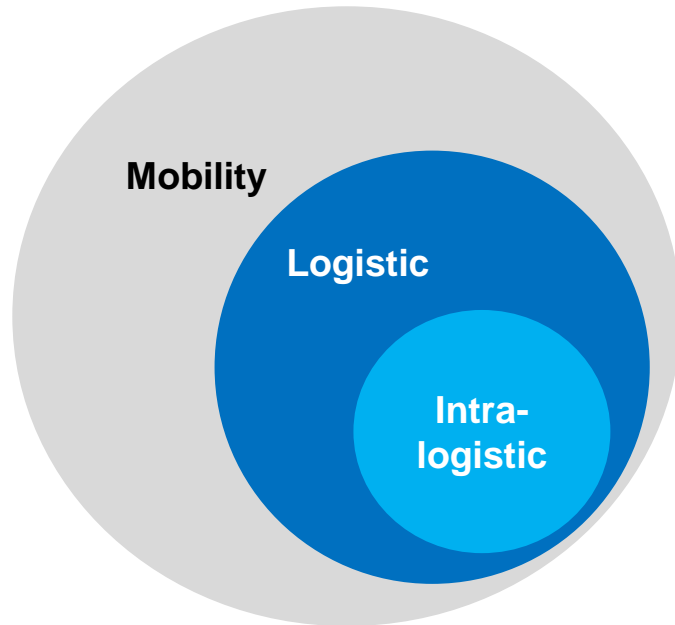
Better Business



New Business



Ziel: 3 Startups pro Jahr



Term Sheet A

100 % Anteile
BEUMER Group

Core
Business

Intralogistic

Bonus für
Gründer

Term Sheet B

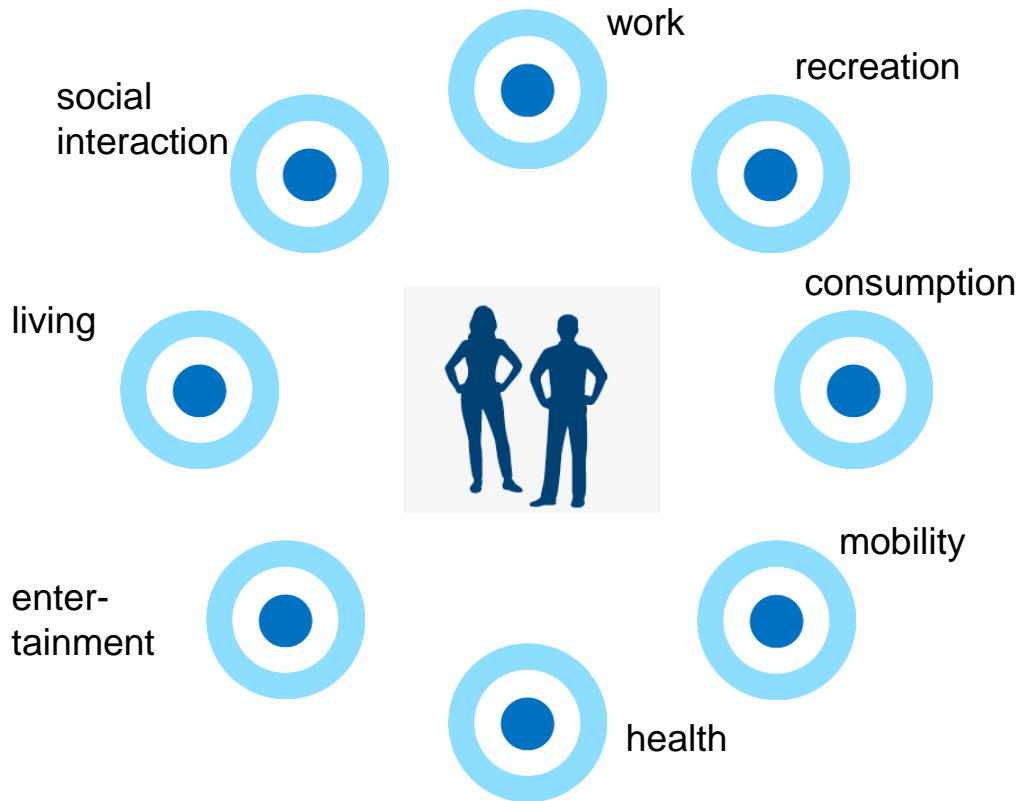
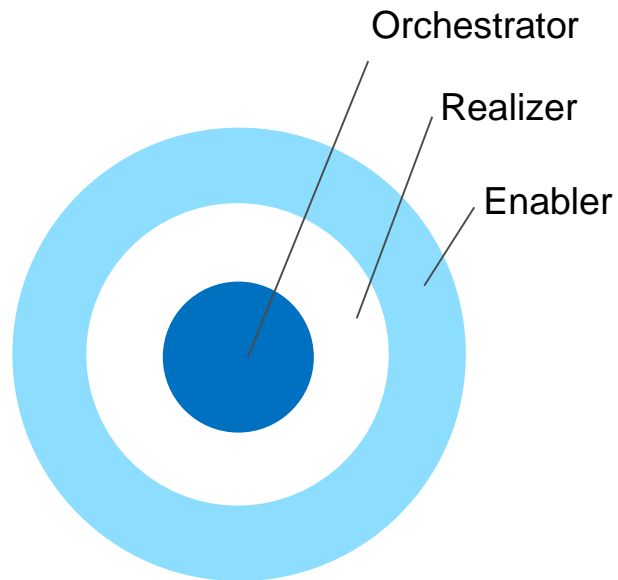
20 % Anteile
BEUMER Group

New
Business

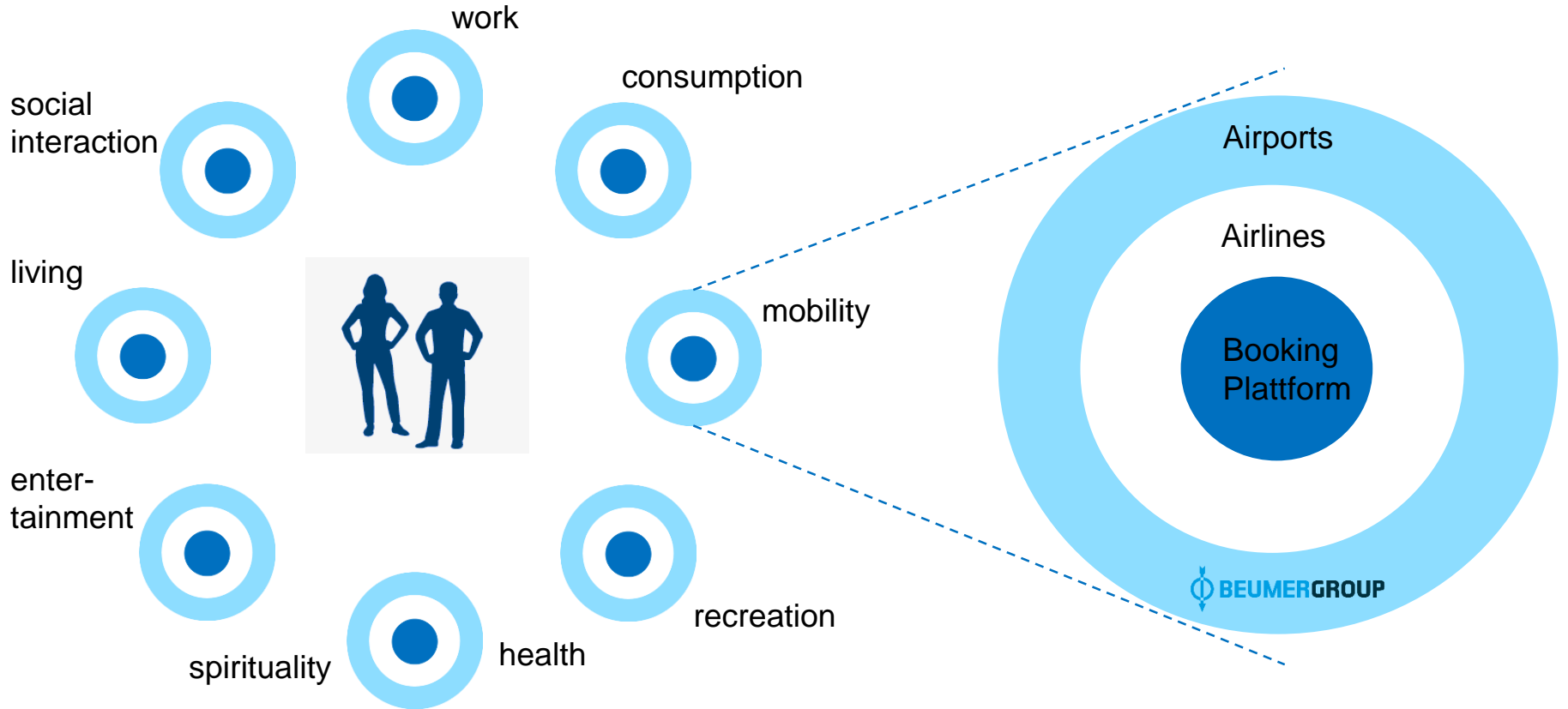
Logistic

80% Anteile
für Gründer

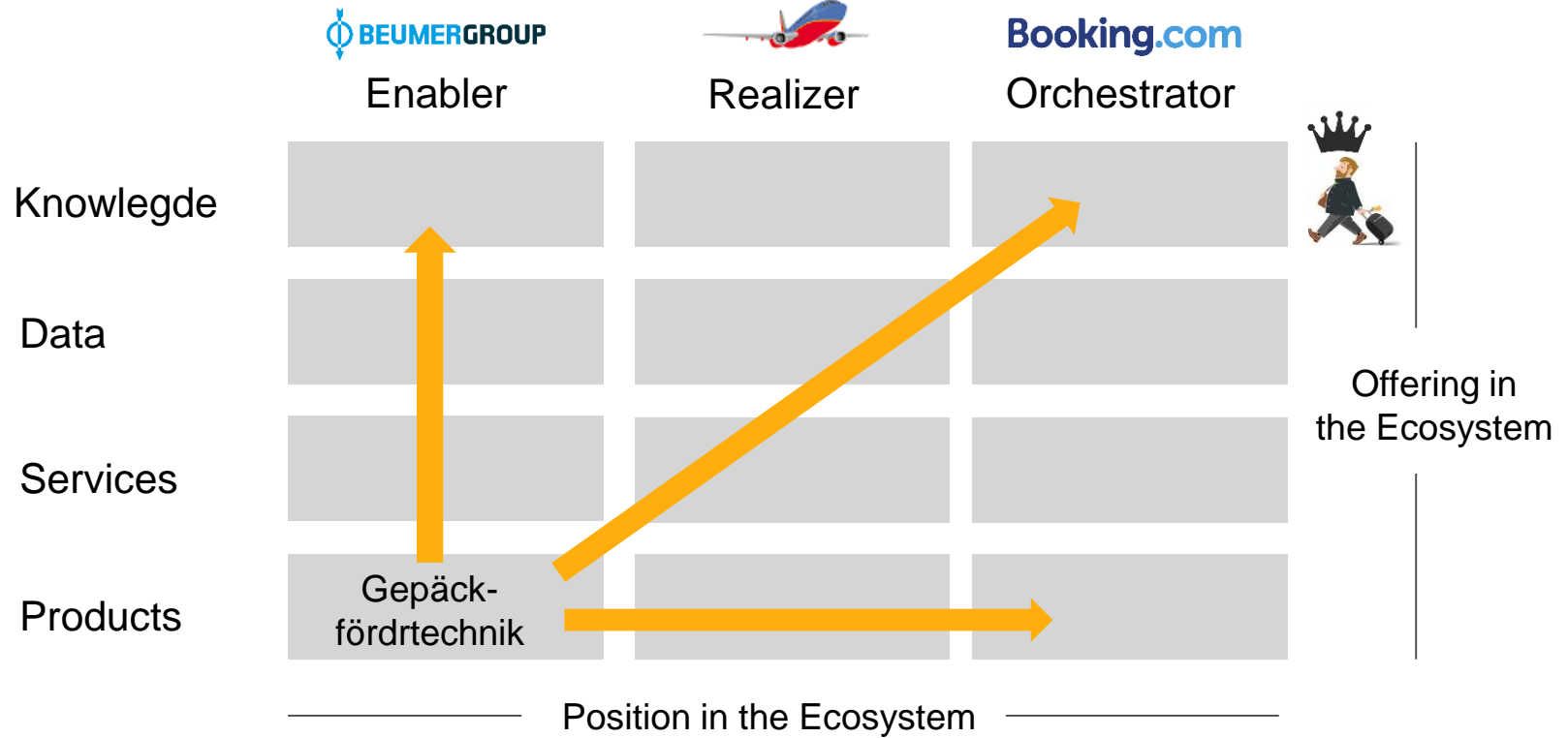
Roles in Ecosystems



Our Role in the Ecosystem? – (Airport)



Network Example within the Airport





Logist!cs X Startups

presented by  STARTUP GROUP





Wir...

- haben erkannt, dass es gibt **keinen „Blue-Print“** für die Digitale Transformation gibt,
- müssen die **Digitale Transformation** zum **Chef–Thema** erklären,
- haben – auch als Anlagenbauer - einen **Wettbewerb mit digitalen Unternehmen**, von denen wir mitunter noch gar nichts wissen,
- müssen die „**unfair advantages**“ im Mittelstand nutzen und brauchen uns nicht zu verstecken
- müssen Ökosysteme schaffen, um „**out of the box**“ zu denken,
- können **nicht** alle digitalen Herausforderungen **intern** lösen,
- müssen **handeln** – und zwar **jetzt!**

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BVL Webinar

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Dr. Johannes Stemmer
Director Digital Transformation
Email: Jo.Sm@beumer.com