

R&D Autumn Conference 2014

Challenging High Performance Organisations

Conference Programme

Thursday, September 25

17:00 **Apéro** in the Hotel Foyer

18:00 **Welcome and Introduction**

Martin Paping · Kontrapunkt Technology · Konstanz (Germany)

Keynote Speech

"Air Liquide: Global Transformations and new Business Models"

Michael Nüssli · Director Market · Carbagas AG · Gümligen (Switzerland)

After a brief introduction to the world of industrial gases and their use in medical, industrial and environmental processes, Michael will elaborate on the Air Liquide group as the world's key player in this market. In particular the group's fundamental business model will be explained and analysed. Based on the personal experience of an employee, three examples will be presented to show how the group deals with the challenges of a transforming world: 1. The globalised market requesting homogenous offerings. 2. Specific challenges a western company faces when entering in the fast expanding Chinese market. 3. How the gas industry has to adapt and leverage new opportunities in mature markets.

19:00 **Dinner** at the *Restaurant Schänzli*

afterwards

Get Together in the Penthouse Bar:

Networking, Discussions, Informal Chat ...

Friday, September 26

8:30 **Transfer** to Utzenstorf

9:00 **Factory Tour at Carbagas AG**

Organized by Michael Nüssli



10:30 **Factory Tour at Stahl Gerlafingen**

Organized by Michael Nüssli

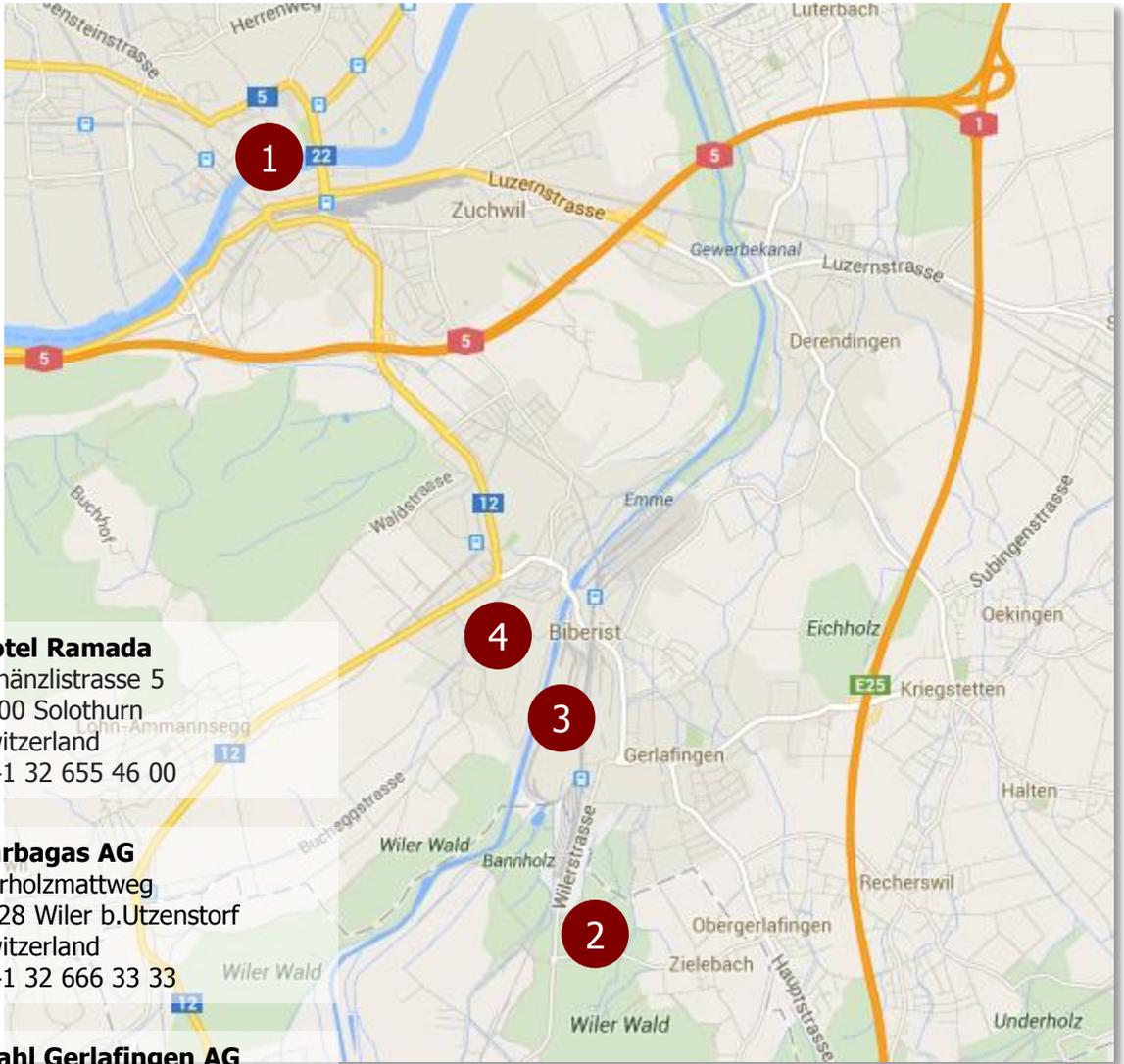


12:30 Lunch at Restaurant "Zum Goldenen Gallier", Biberist

14:00 Closing of Conference

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Travel Instructions 1



1 **Hotel Ramada**
Schänzlistrasse 5
4500 Solothurn
Switzerland
+41 32 655 46 00

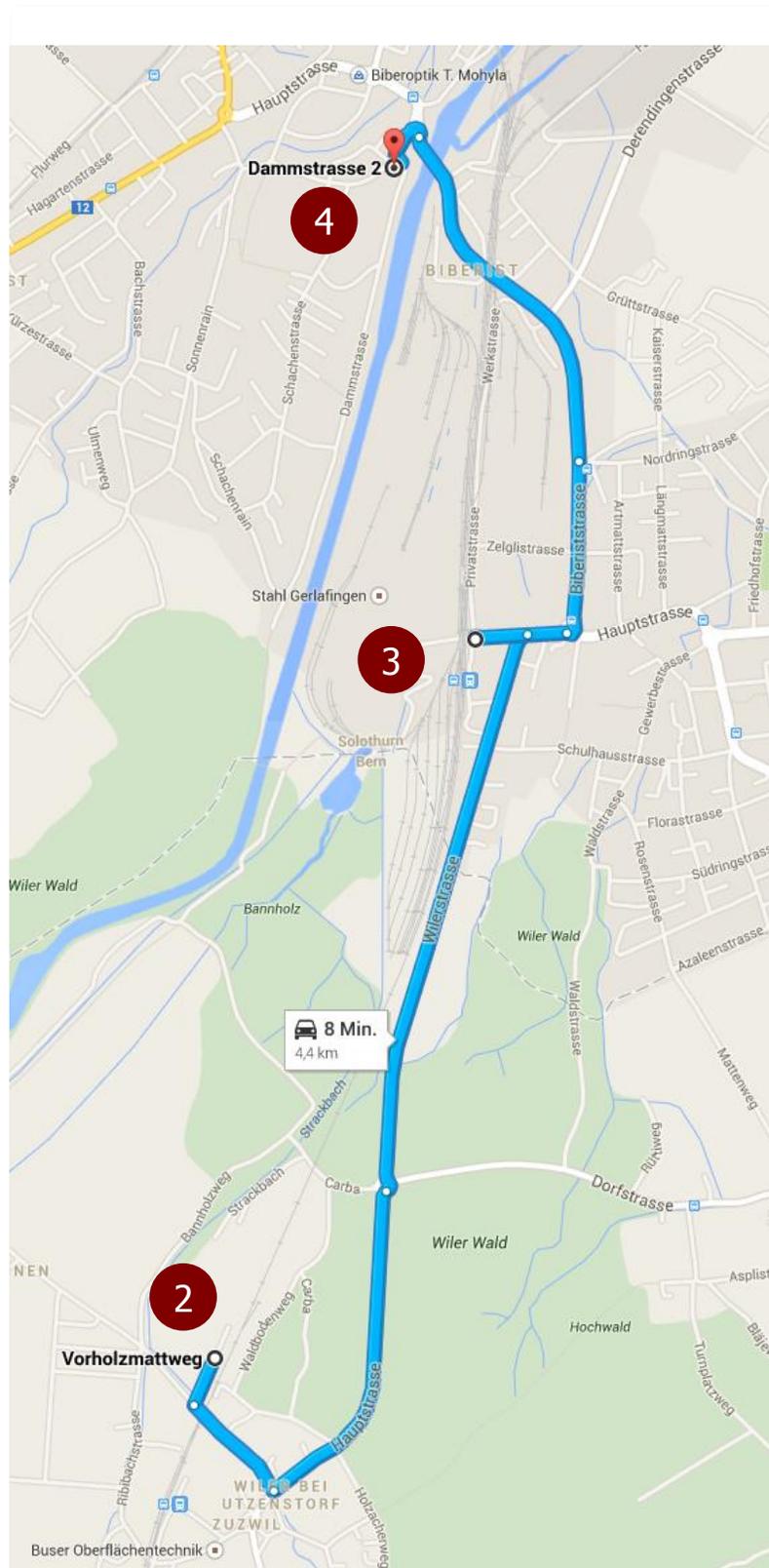
2 **Carbagas AG**
Vorholzmatweg
3428 Wiler b.Utzenstorf
Switzerland
+41 32 666 33 33

3 **Stahl Gerlafingen AG**
Bahnhofstrasse 2-3
4563 Gerlafingen
Switzerland
+41 32 674 22 22

4 **"Zum Goldenen Gallier"**
Dammstrasse 2
4562 Biberist
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Travel Instructions 2



2

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