



Classification: Public

Innovationstagung Hochschule für Technik
Rapperswil

Patrik Eigenmann
Head of Digital Service Delivery EMEA/DACH

Rapperswil, 16. Mai 2018

Durchs Schlüsselloch in die Cyberwelt

Business Model Innovation in einem alten
Ökosystem

dormakaba 

Referent



Patrik Eigenmann

Head of Digital Service Delivery EMEA/DACH

seit 2000 bei der dormakaba Gruppe

2004 – 2014 Aufbau Kaba Middle East in Dubai

seit 2015 Entwicklung cloud basierende Systeme

dormakaba digital

dormakaba

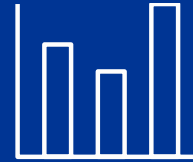
Digitale Transformation

Was ist unsere Strategie?

Strategieumsetzung: dormakaba digital



Top 2-Position im weltweiten Markt für Zutritts- und Sicherheitslösungen



Rund 2.5 Milliarden Schweizer Franken Umsatz. dormakaba ist an der SIX Swiss Exchange kotiert (DOKA)



Mehr als 16 000 Mitarbeitende weltweit



Niederlassungen in mehr als 50 Ländern und starke Präsenz mit globalen Partnern in über 130 Ländern



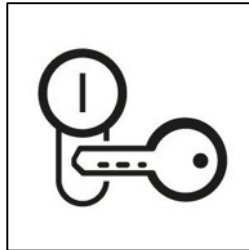
Breites Angebot an Produkten, Lösungen und Services rund um den sicheren Zutritt zu Gebäuden und Räumen aus einer Hand



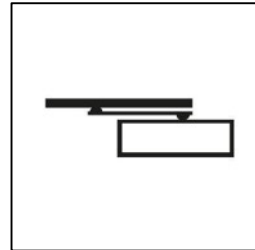
Mitglied der Thomson Reuters Liste der 100 weltweit innovativsten Unternehmen

Unser Produktportfolio – smarte und sichere Zutrittslösungen aus einer Hand

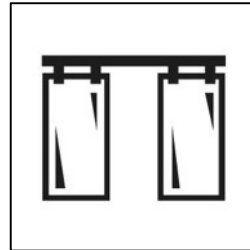
Access Solutions Segmente



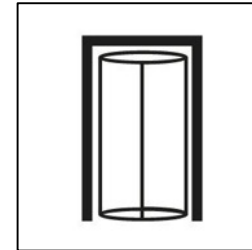
**Mechanical
Key Systems**



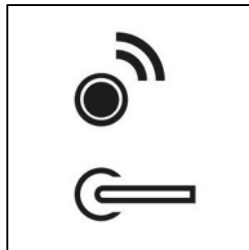
**Door
Hardware**



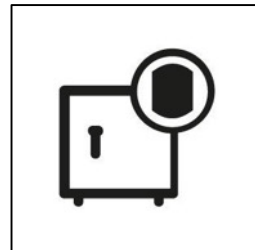
**Interior Glass
Systems**



**Entrance
Systems**



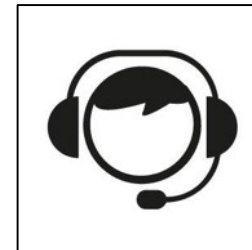
**Lodging
Systems**



Safe Locks

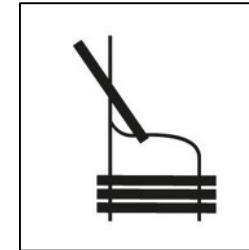


**Electronic
Access & Data**

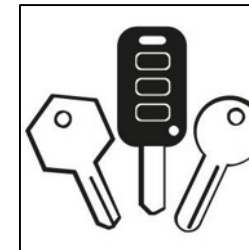


Services

Weitere Segmente



Movable Walls



Key Systems

dormakaba one of the Global Top 100 Technology Leaders



dormakaba digital

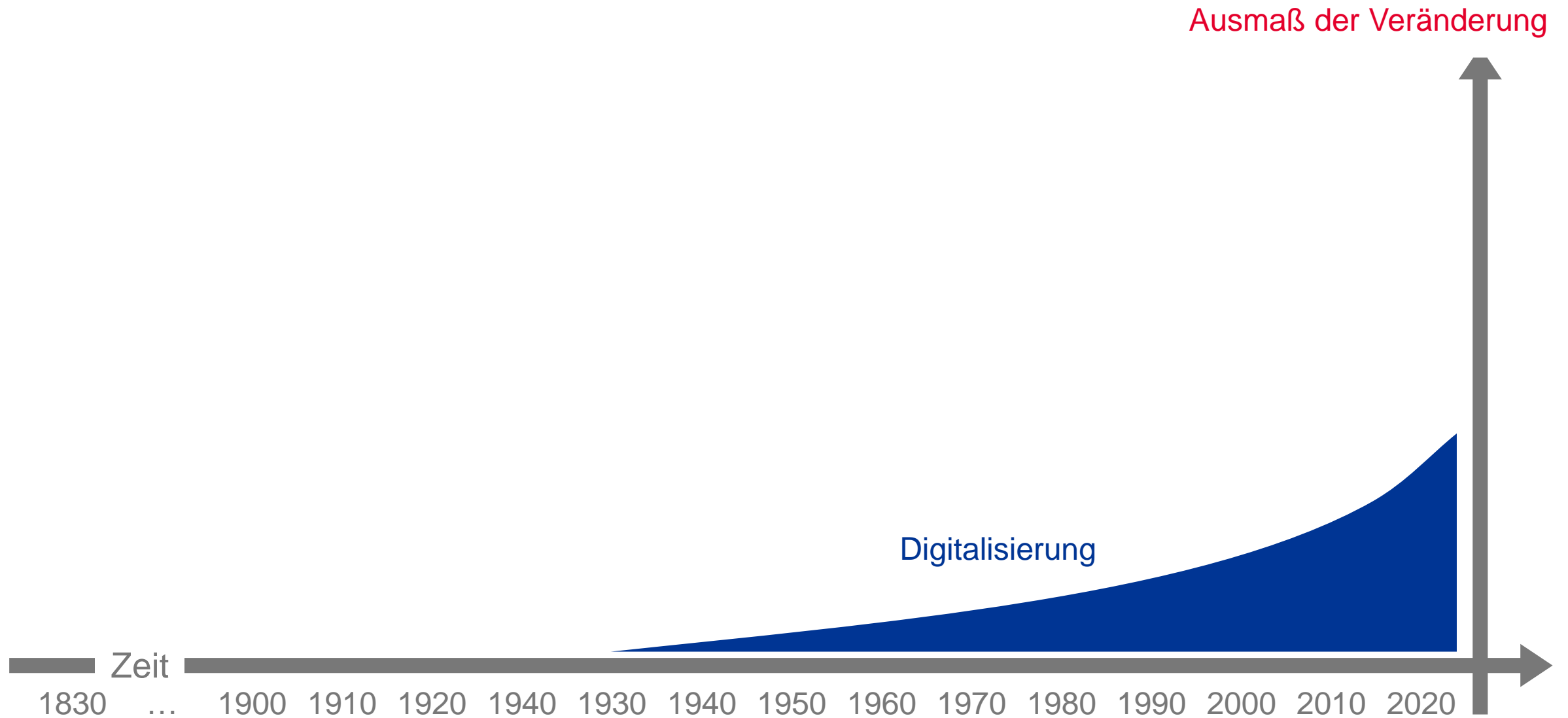
dormakaba

Digitale Transformation

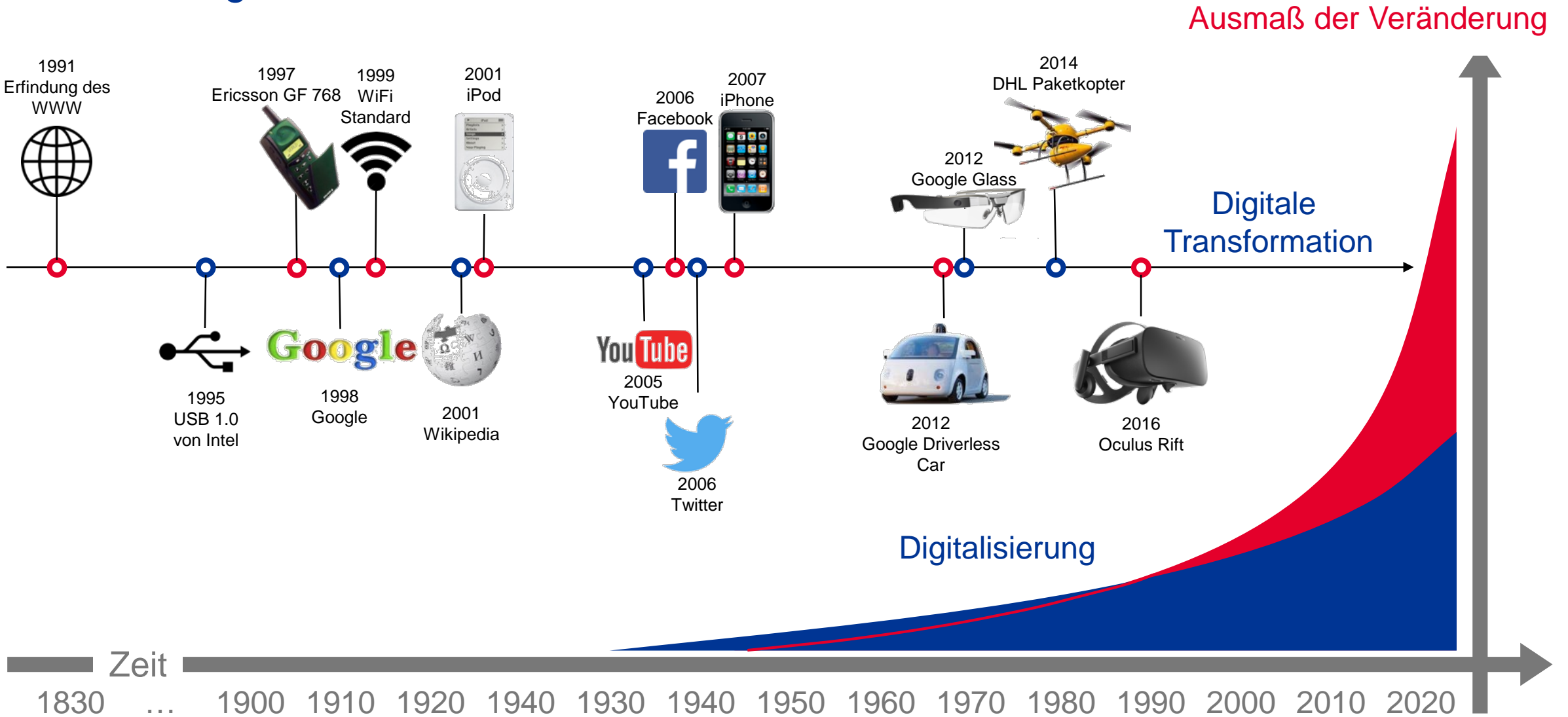
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Digitalisierung ist kein neues Thema!

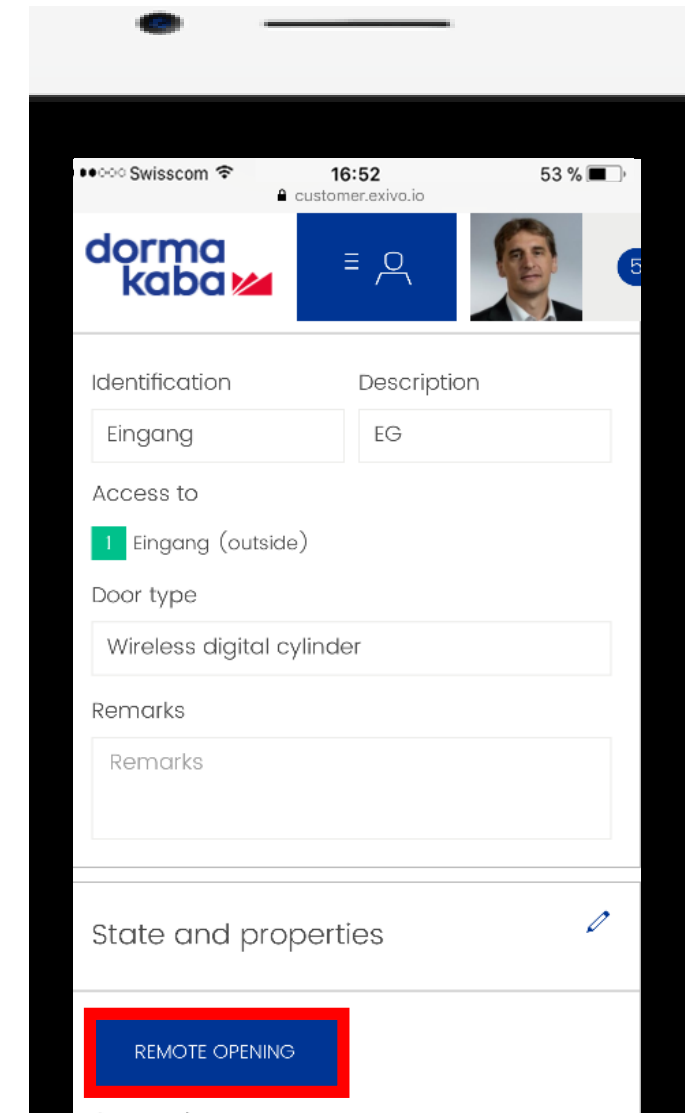
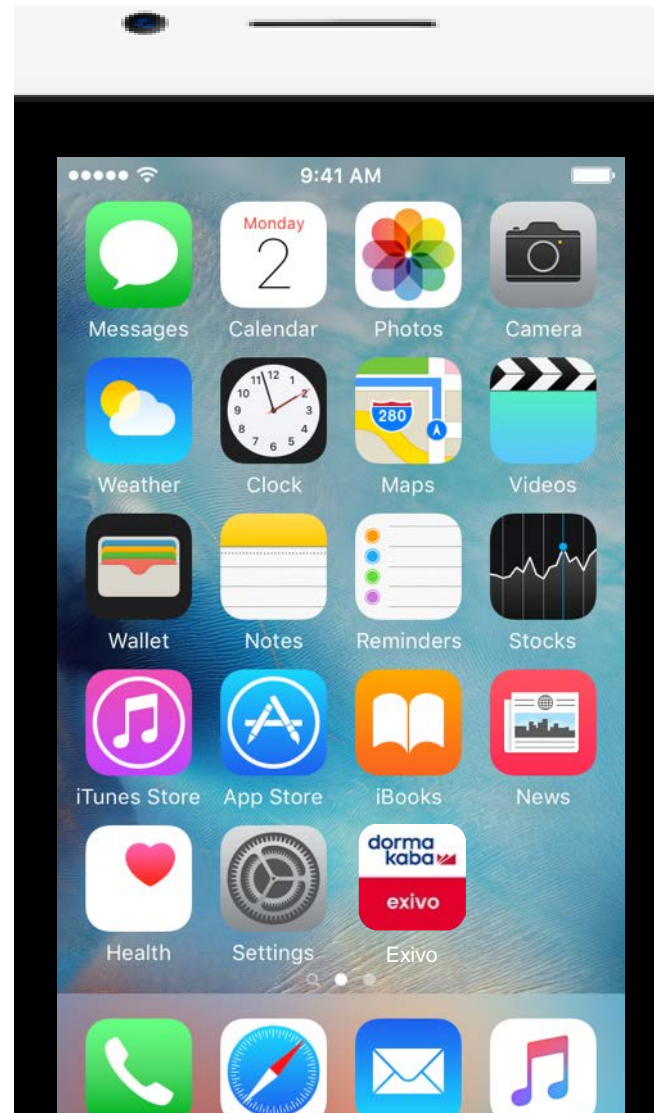


In den letzten zwanzig Jahren gab es fundamentale technologiegetriebene Veränderungen



Die Transformation findet JETZT statt: On-Demand-Dienste! Jederzeit und überall ...

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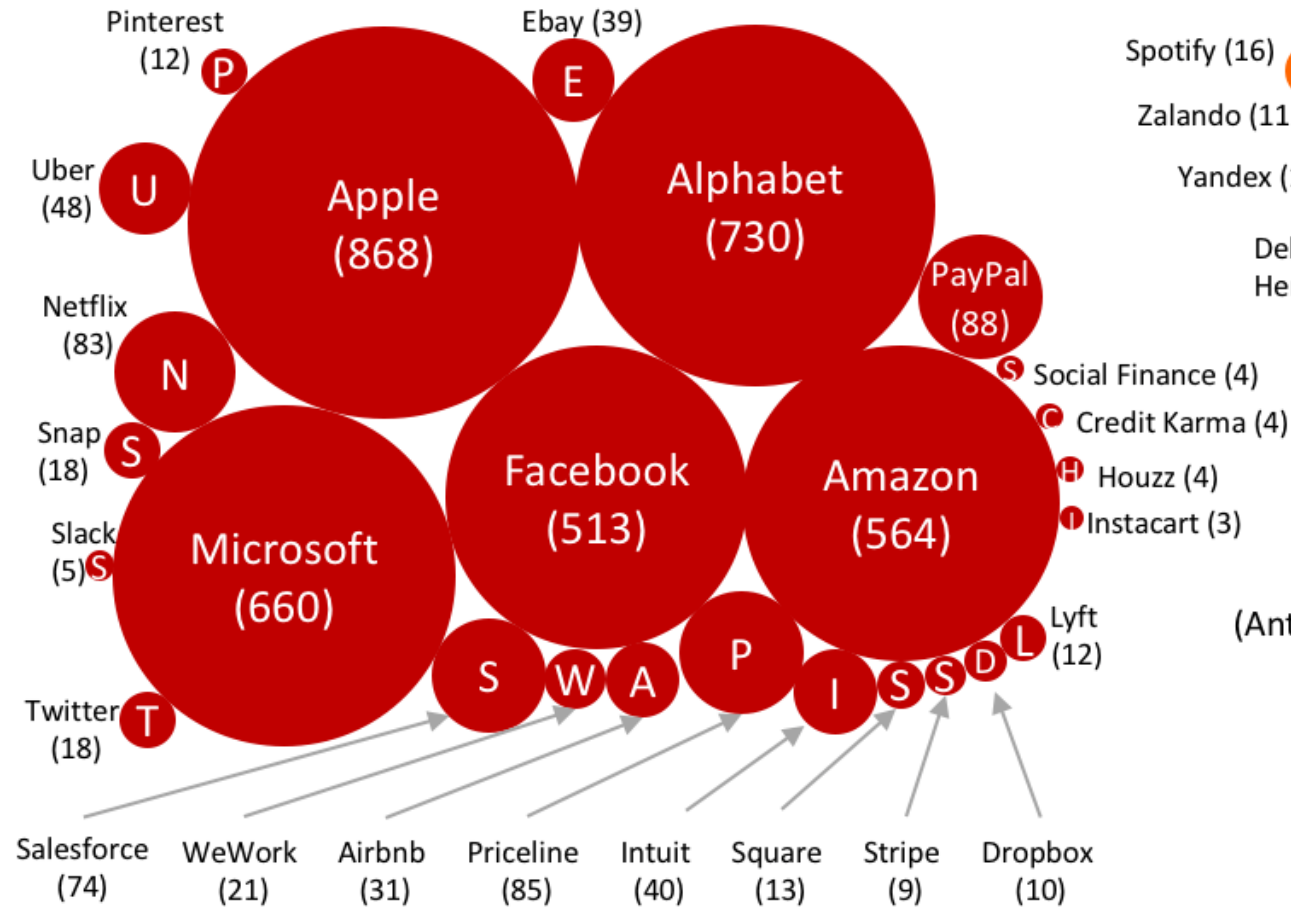


Die Unwucht der Plattform-Ökonomie

Die 60 wertvollsten Plattformen der Welt (Mrd. Dollar (Börsenwert; jüngste Finanzierung / Stand 31. Dezember 2017))

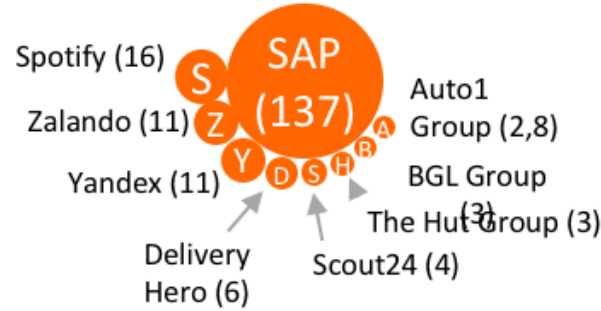
USA

(Anteil: 64% (2015: 67%))



Europa

(Anteil: 3% (2015: 3%))



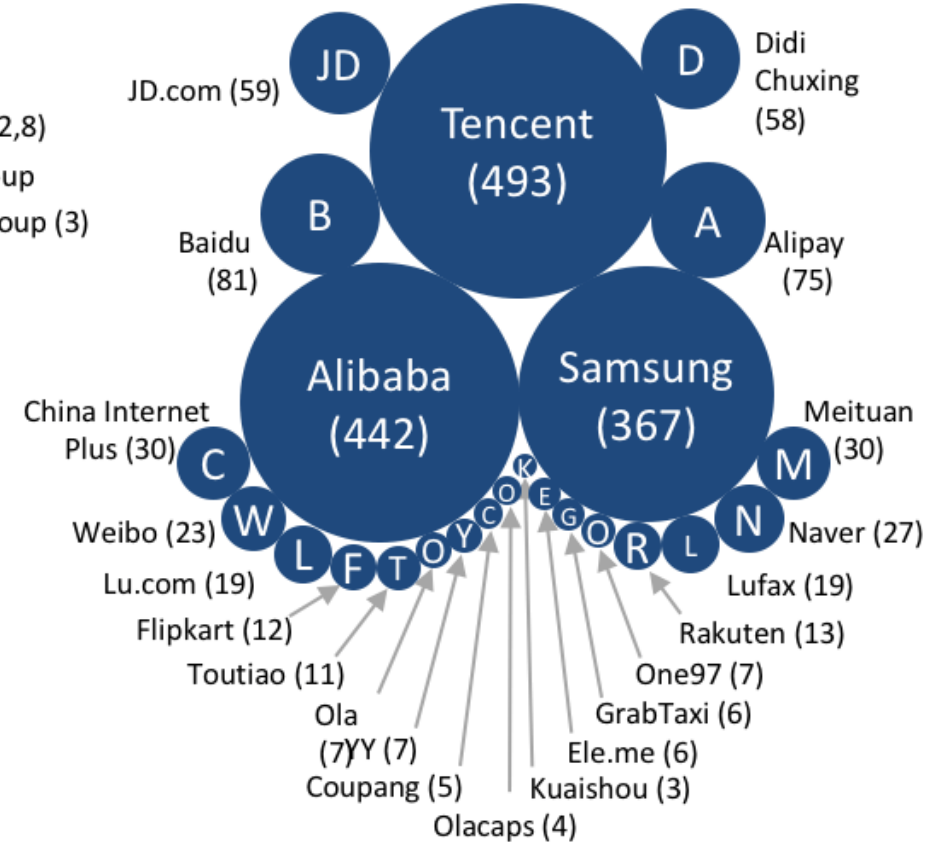
Afrika

(Anteil: 2% (2015: 2%))



Asien

(Anteil: 31% (2015: 28%))



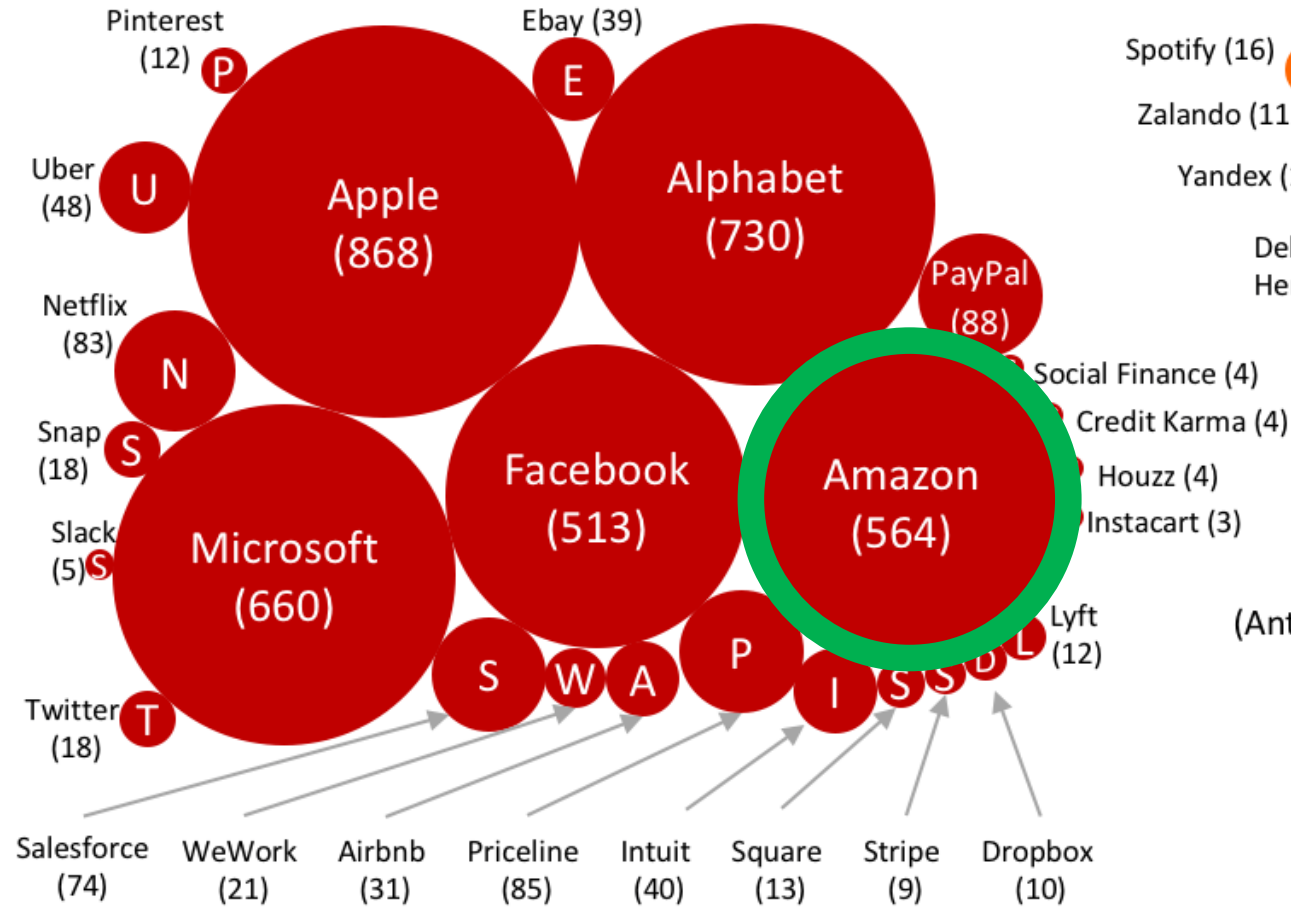
Quelle: Netzoekonom.de / Idee: Peter Evans

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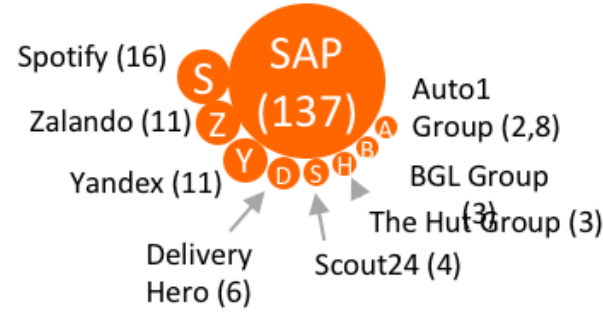
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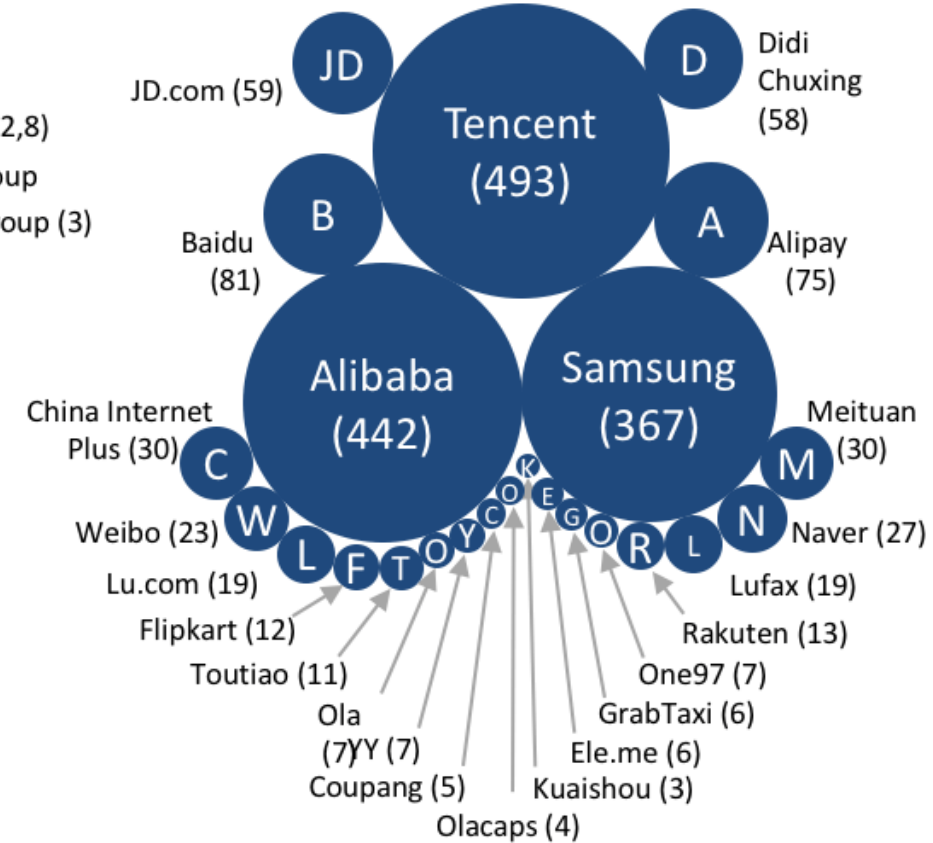
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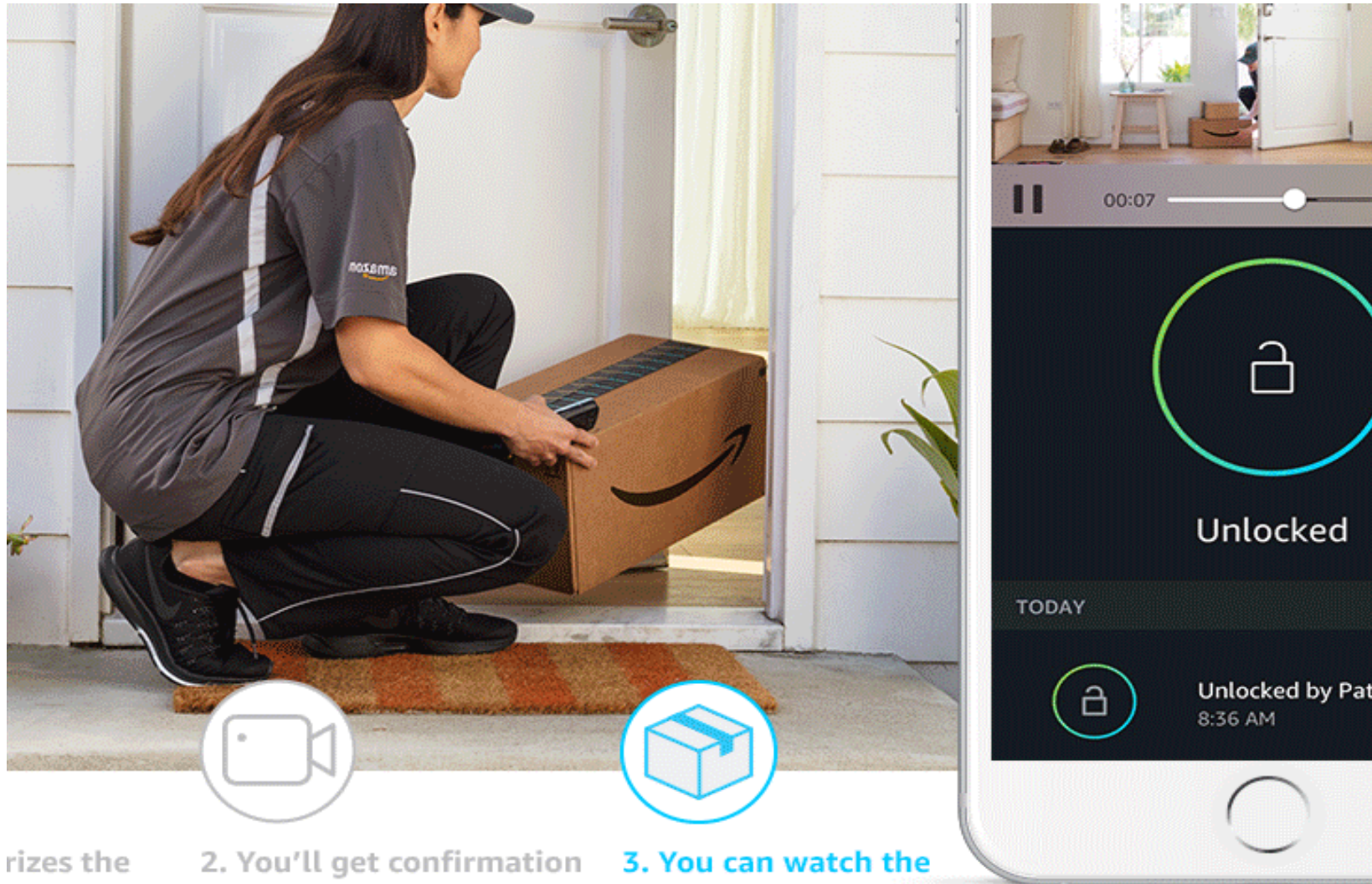
Quelle: Netzoekonom.de / Idee: Peter Evans

What does it mean for our industry?

Einbindung von weiteren Diensten



October 26, 2017 – amazon key



izes the
Cloud
your door

2. You'll get confirmation
that your package was
safely delivered

3. You can watch the
delivery live or view a
video clip of it after

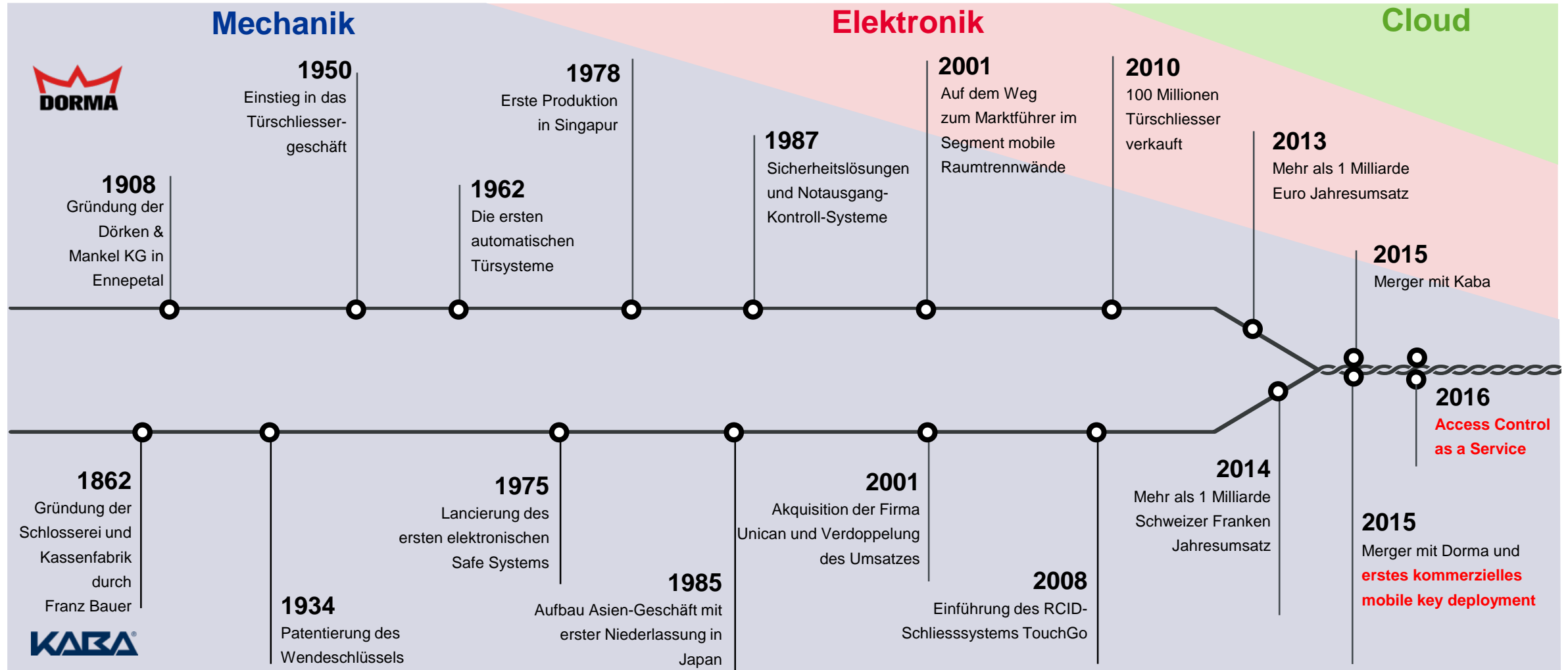
dormakaba digital

Digitale Transformation

Was ist unsere Strategie?

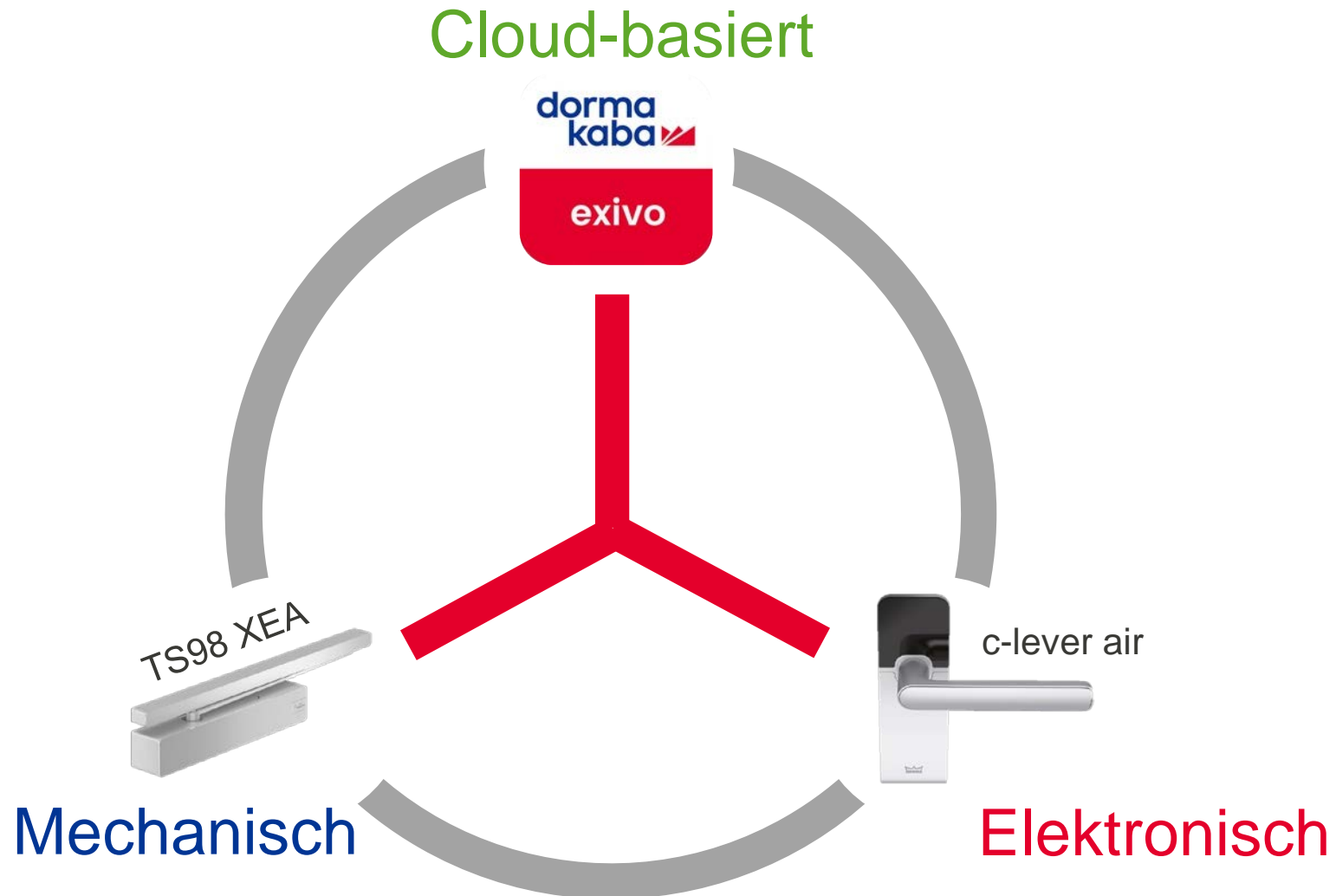
Strategieumsetzung: dormakaba digital

Meilensteine einer 155-jährige Geschichte ...



Was bedeutet das für unsere Branche?

Koexistenz von Mechanik, Elektronik und Cloud-basierten Lösungen



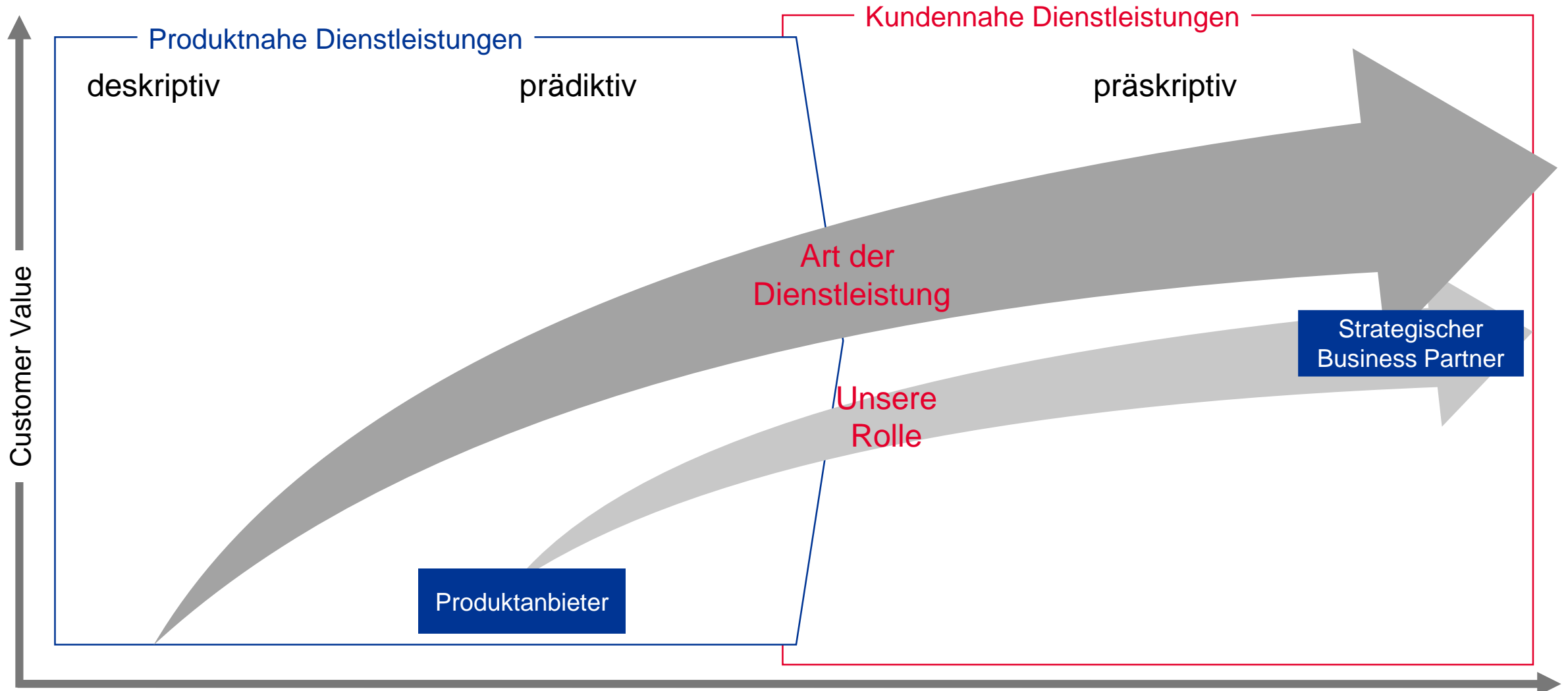
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Bei der digitalen Transformation unserer Branche geht es um

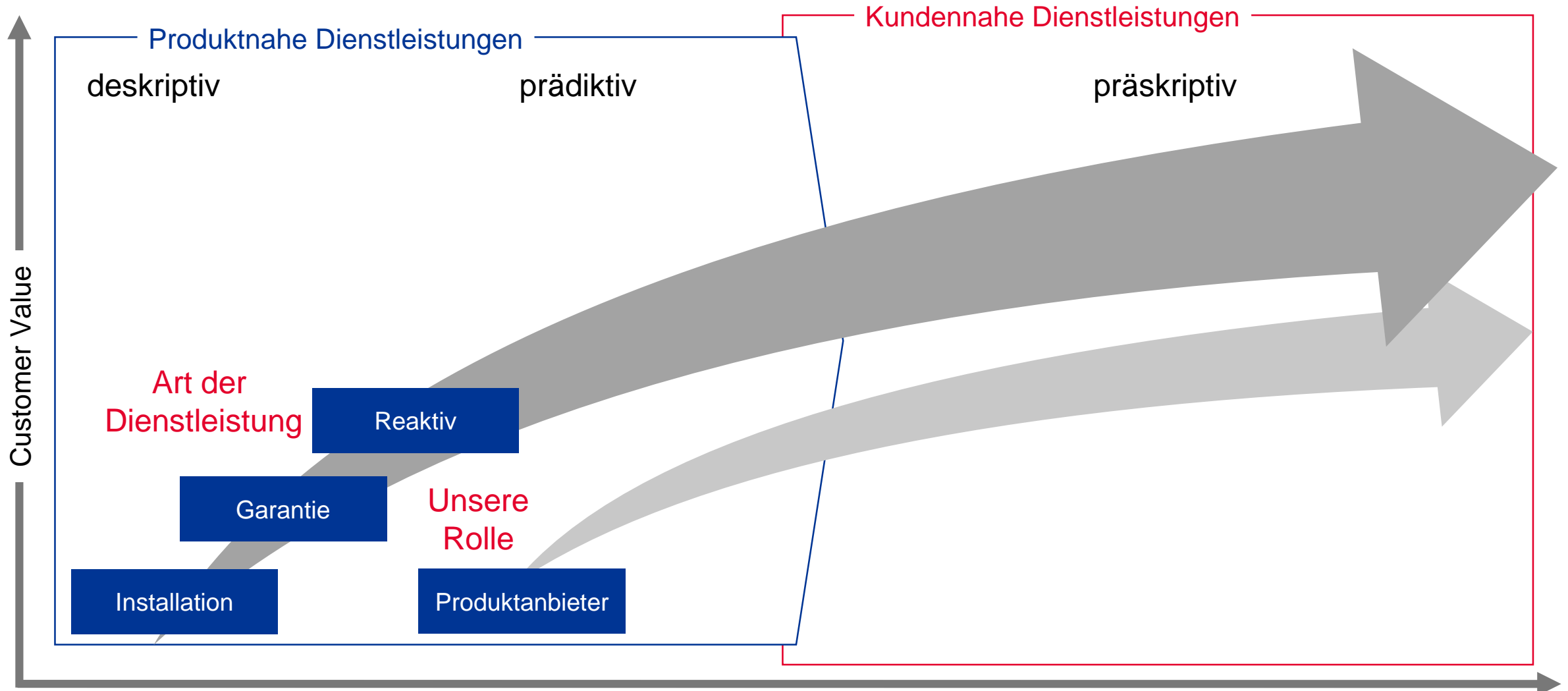
TECHNOLOGIE

KUNDENMEHRWERT

Unsere Transformation: vom Produktanbieter zum strategischen Business Partner



Unsere Transformation: vom Produkthanbieter zum strategischen Business Partner

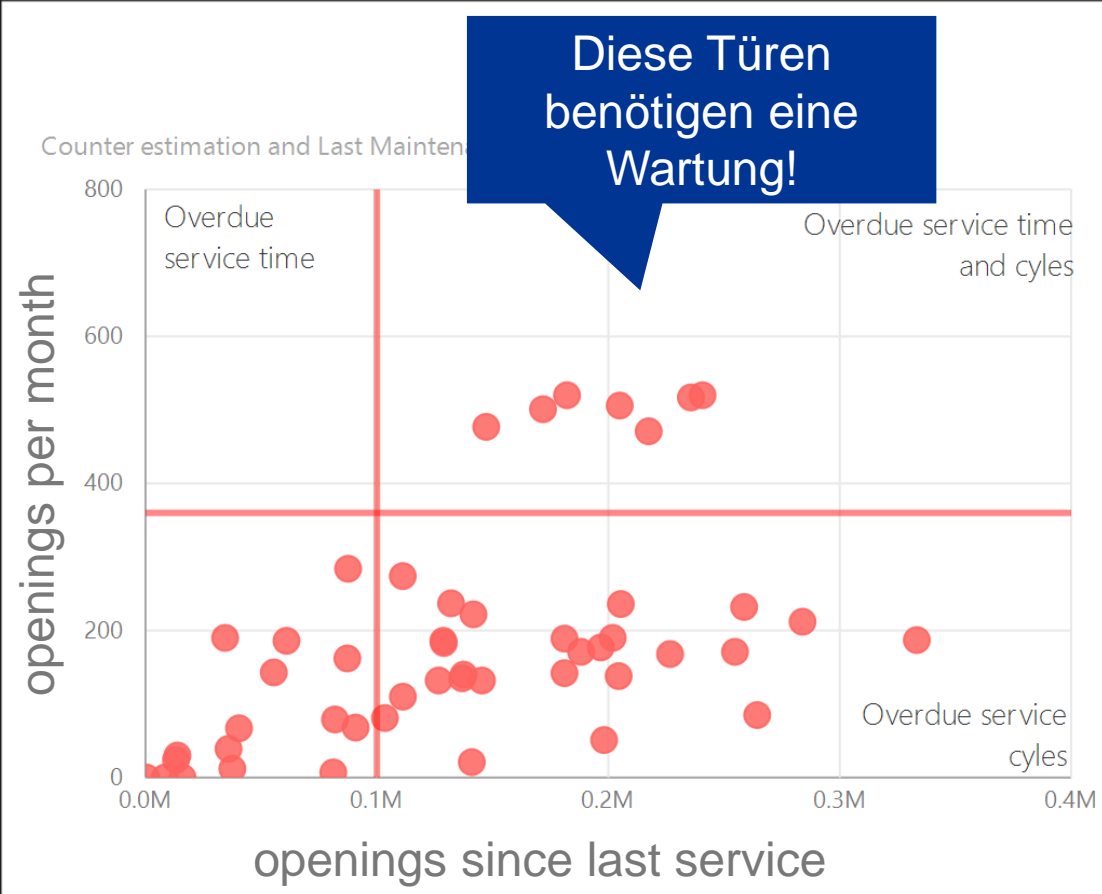


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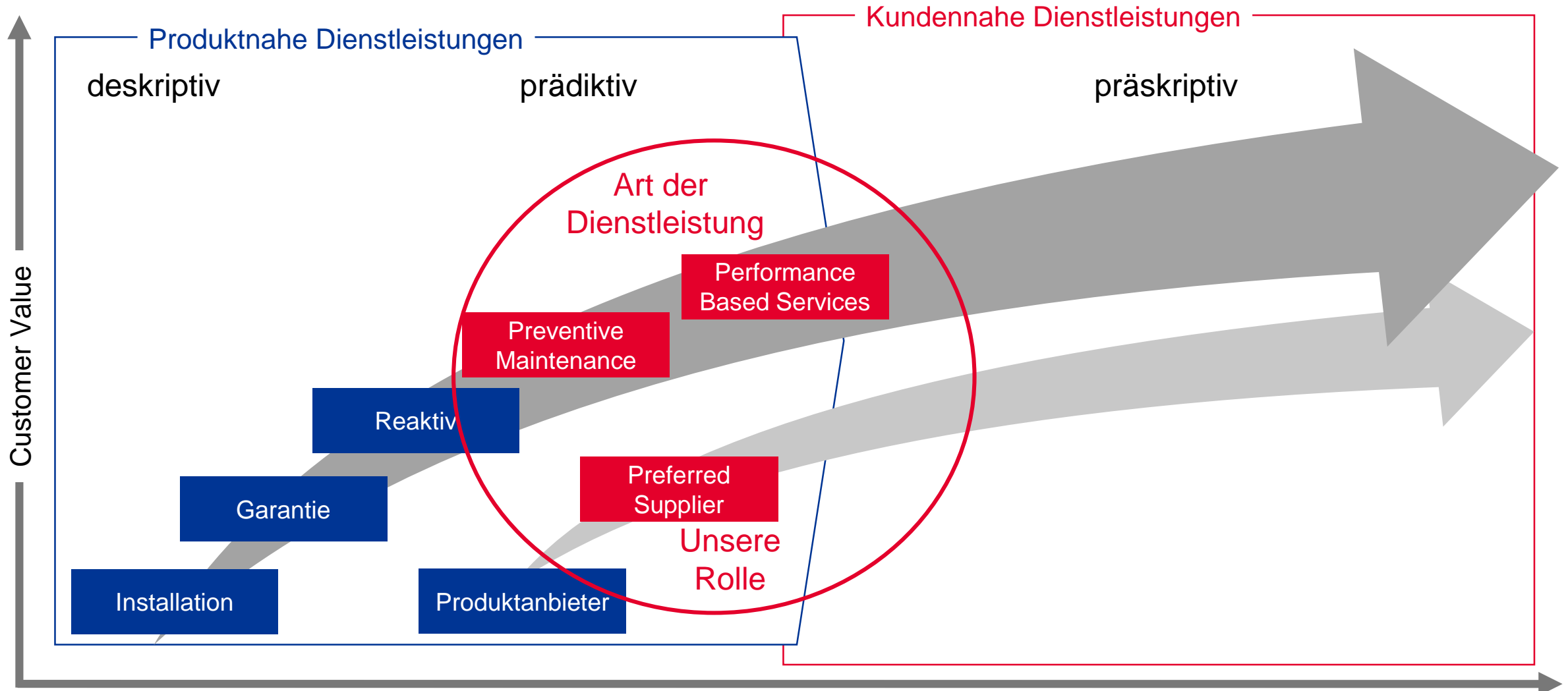
Beispiel: Entry as a Service

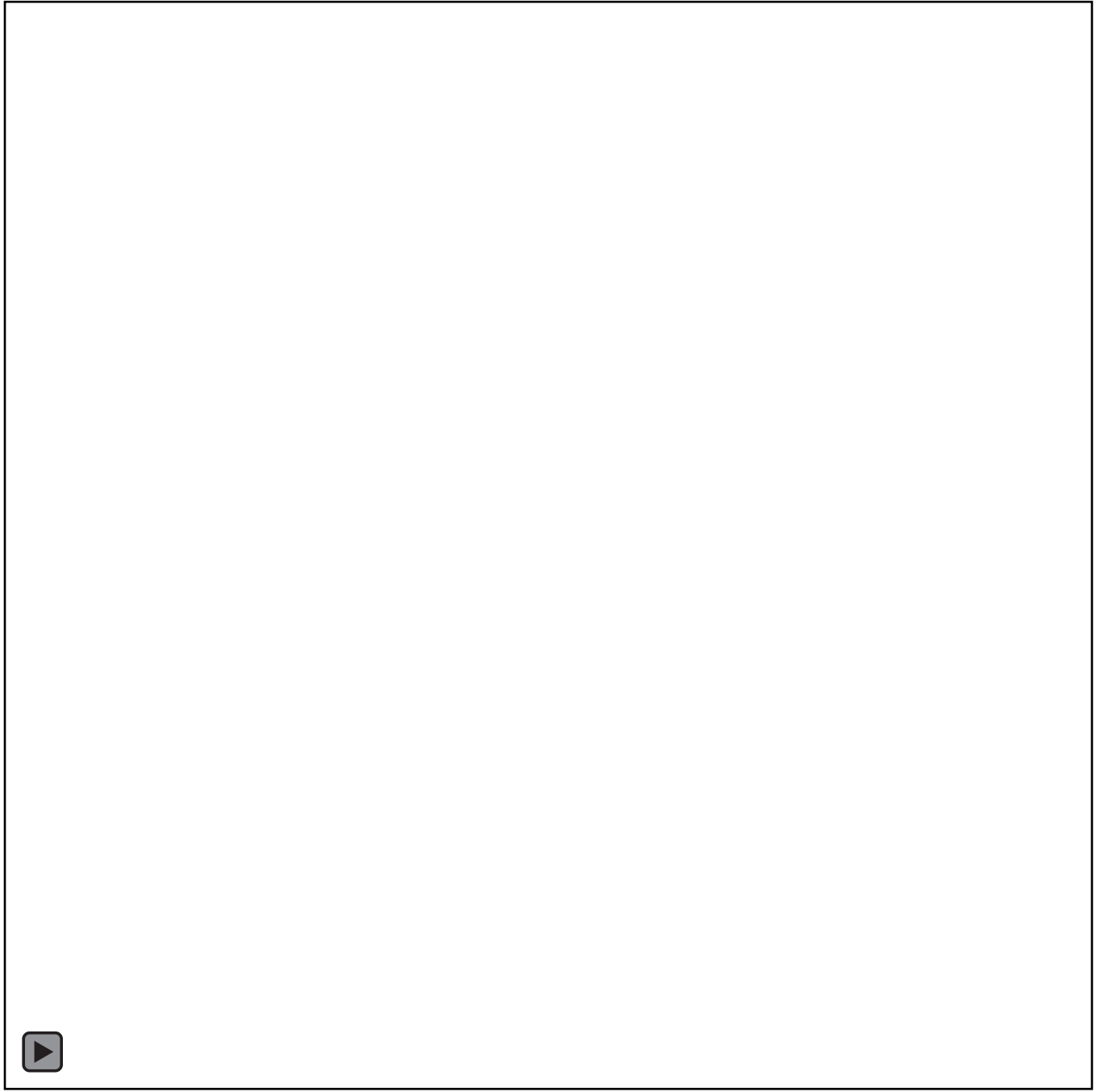


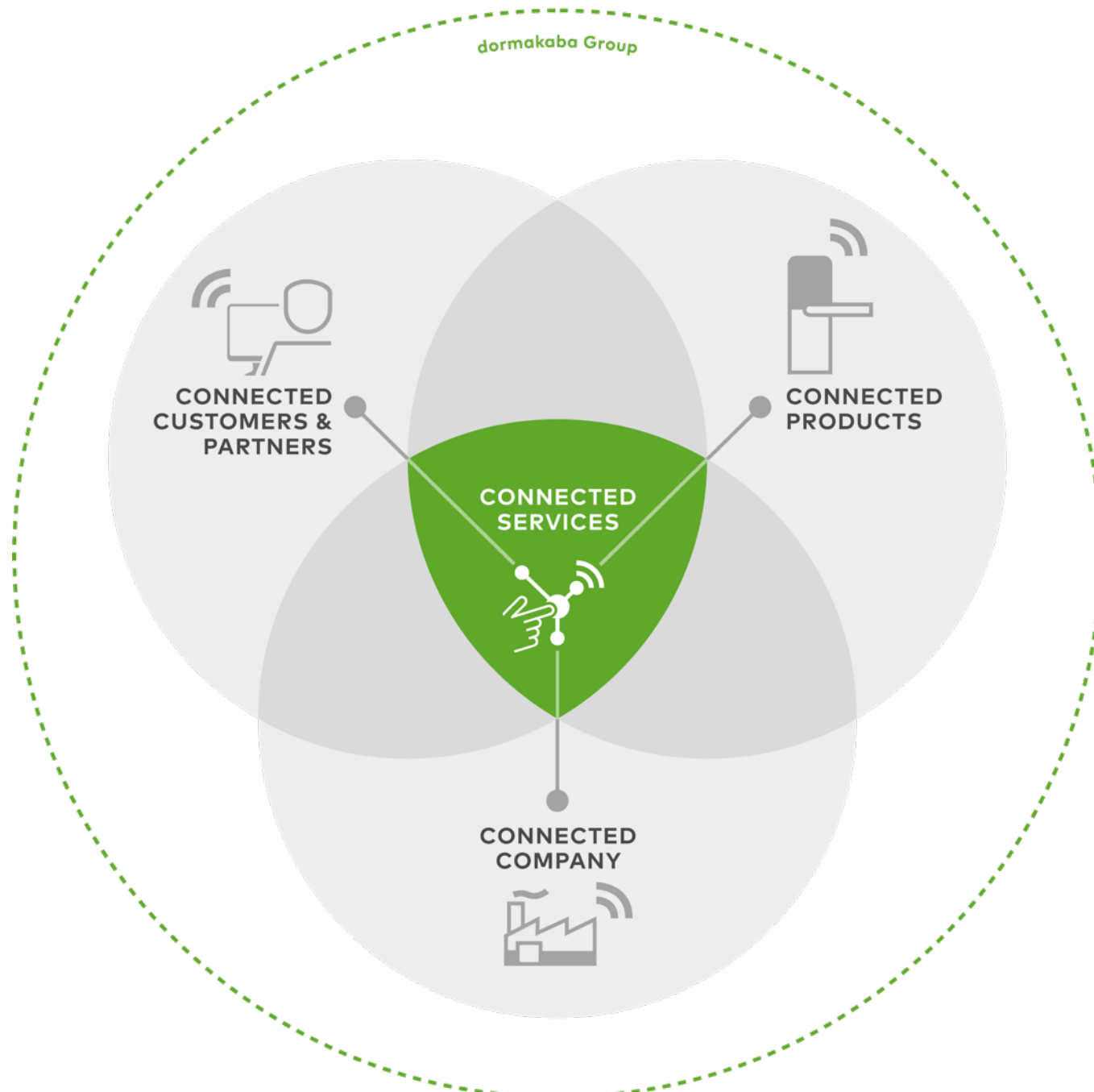
Neue Services



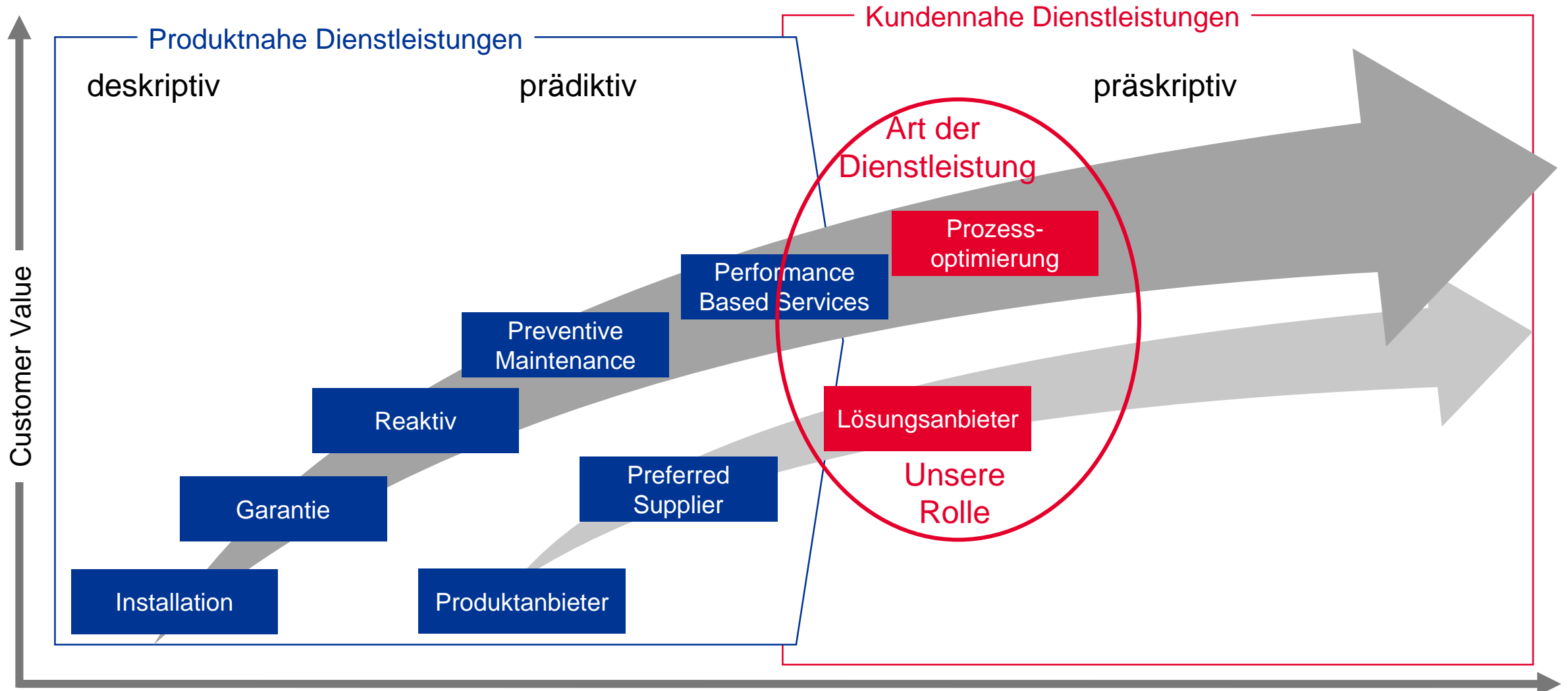
Unsere Transformation: vom Produkthanbieter zum strategischen Business Partner





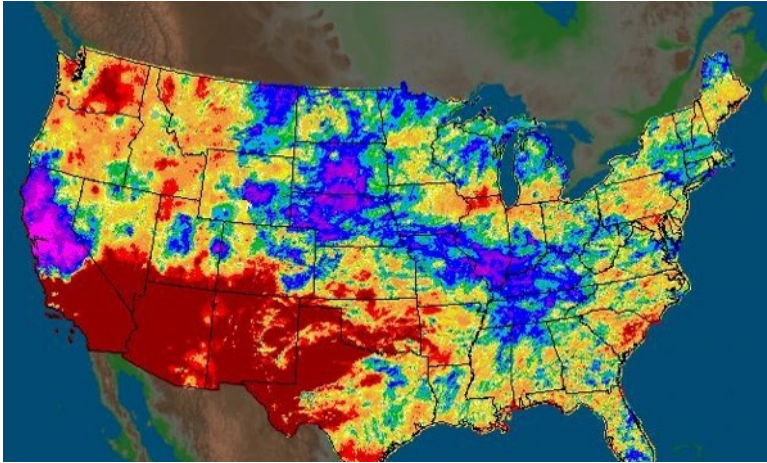


Und wir können noch mehr ...



Was ist unsere Strategie?

Entry as a Service: Vom Produktanbieter zum Lösungsanbieter



Energieeinsparung



Angepasste Einstellungen

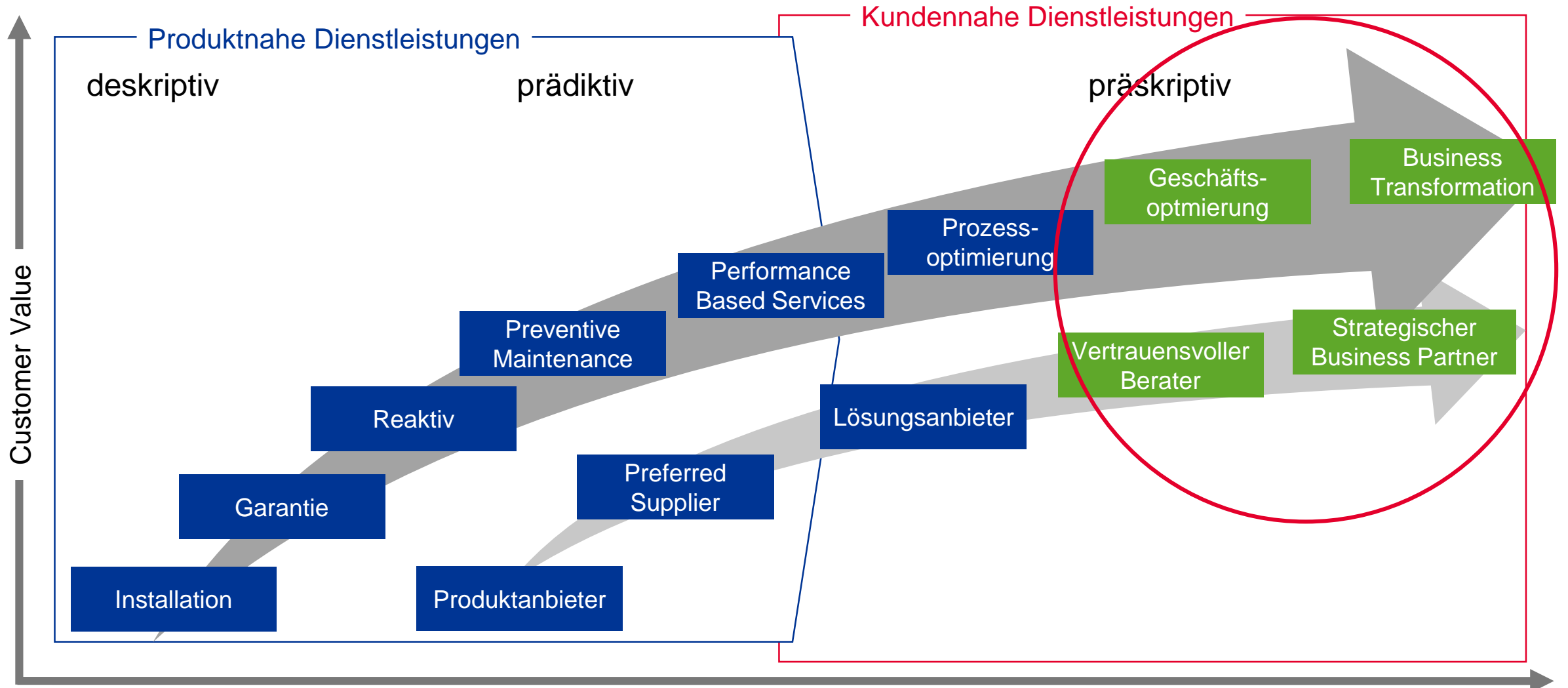


Sauberkeit



Angepasste Einstellungen

Wir wollen mehr sein!



Those who live by the sword ...
will be shot by those who don't.

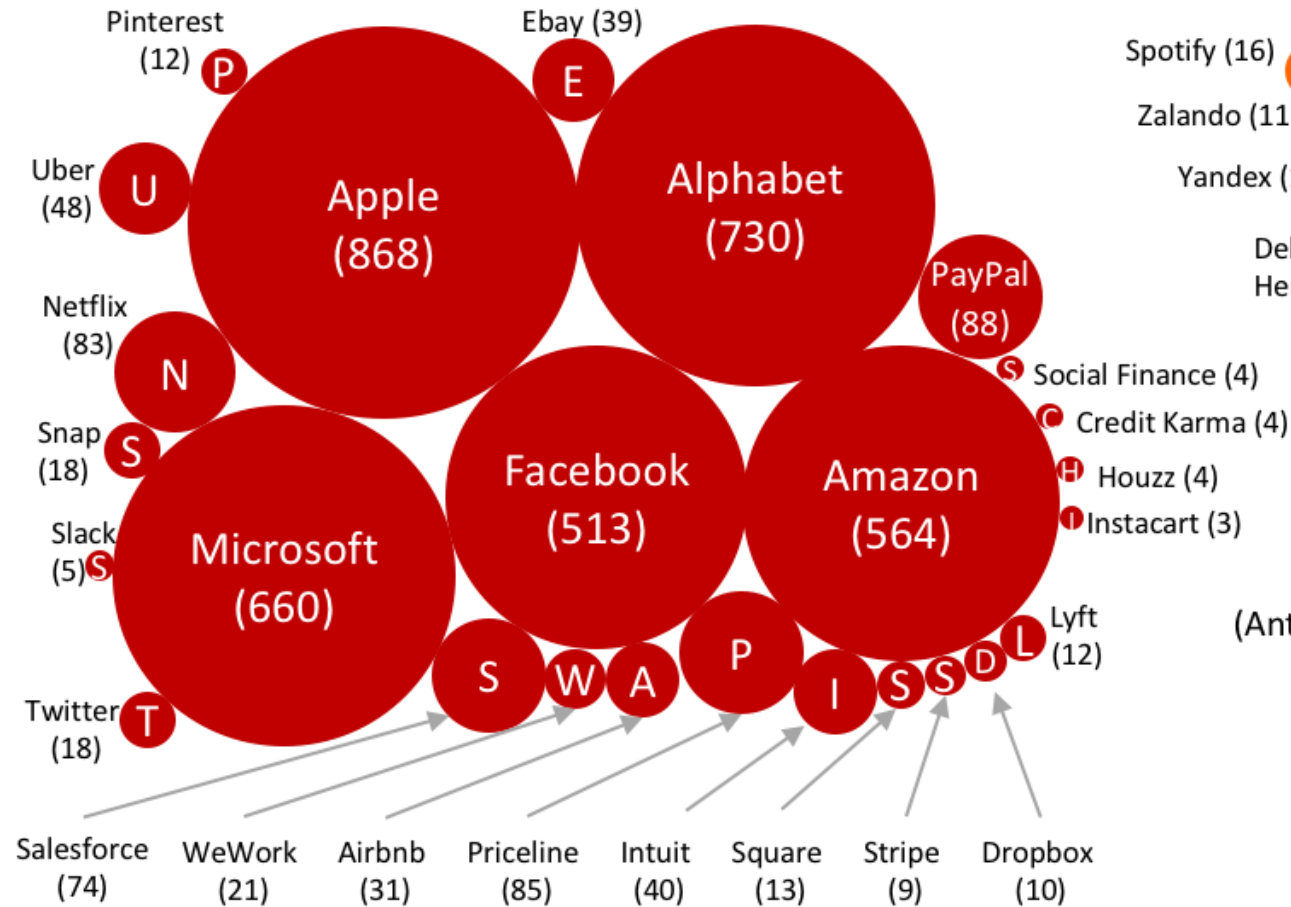


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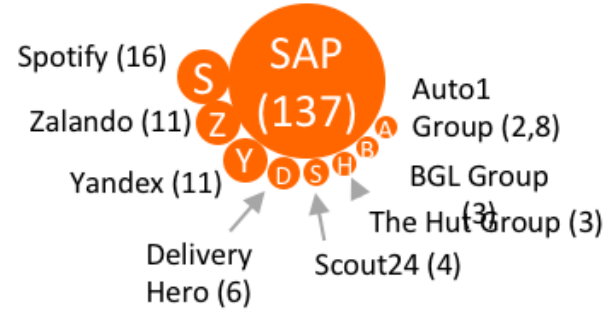
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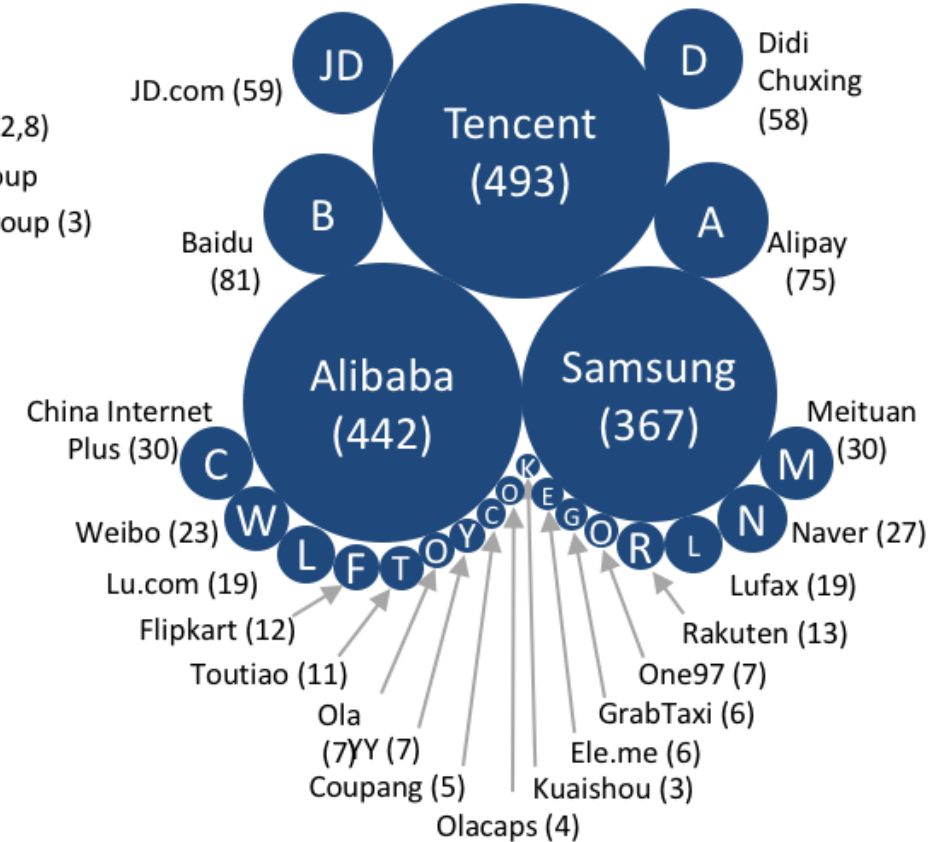
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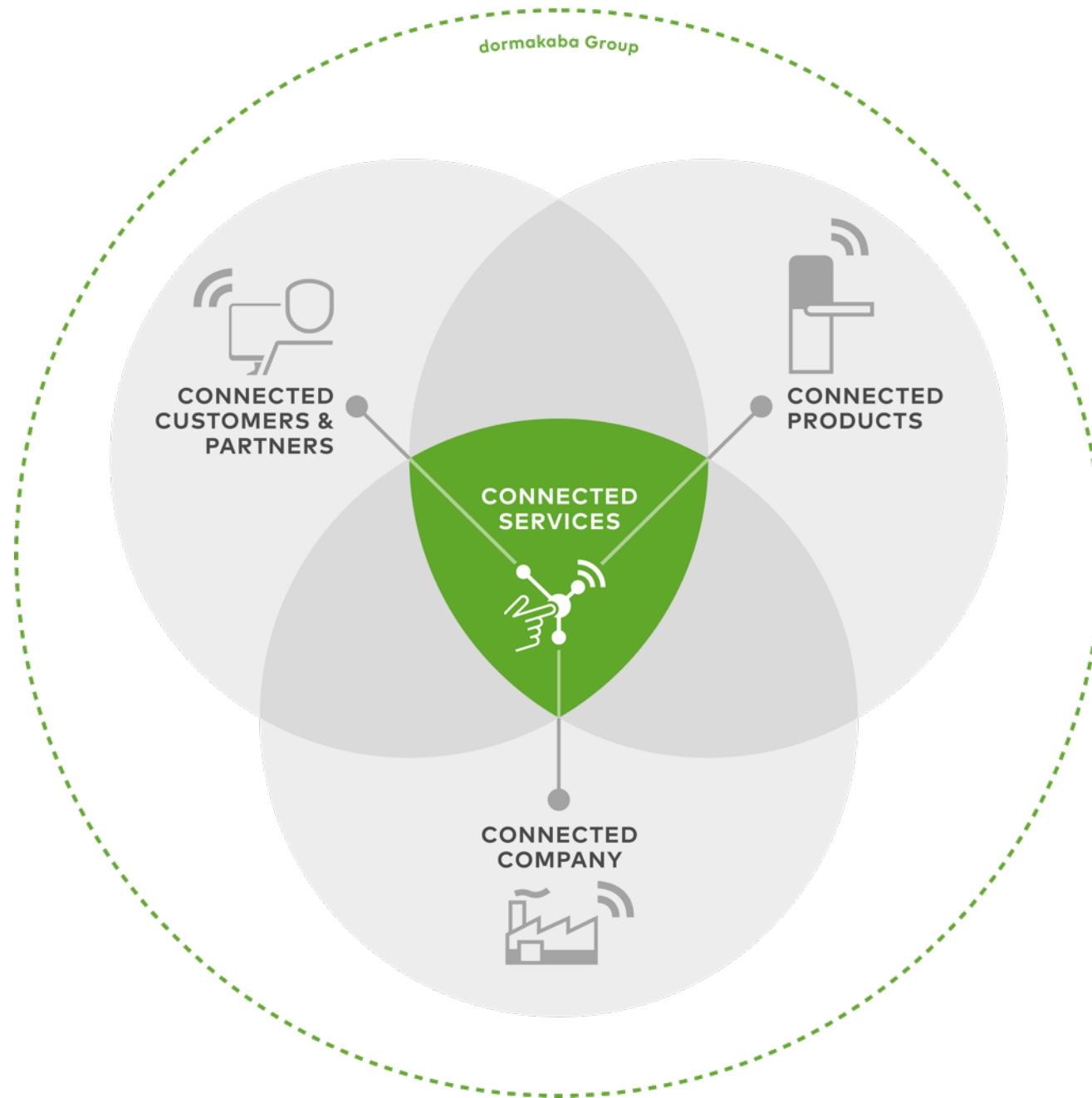


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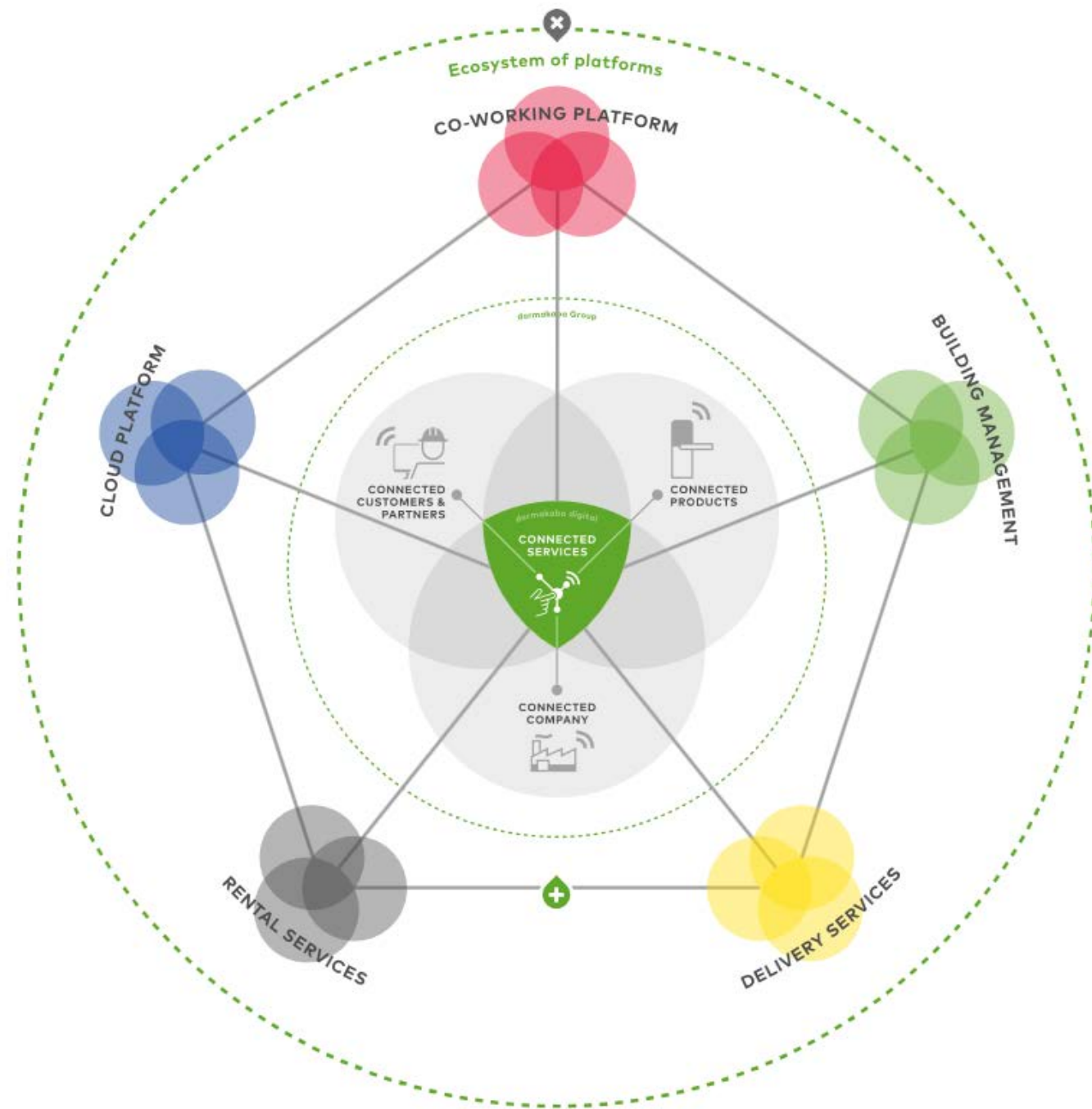
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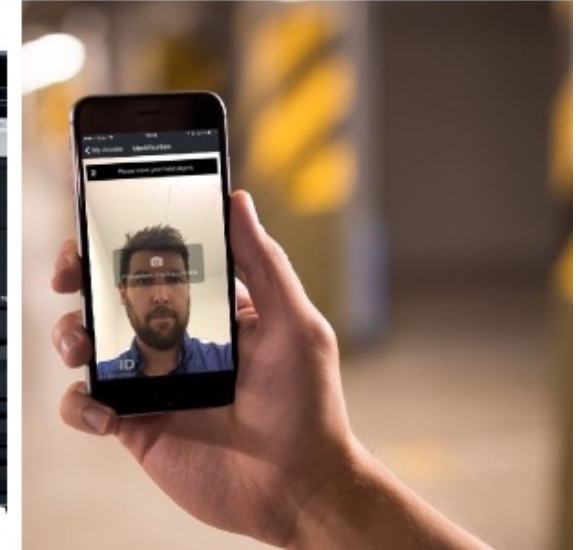
Quelle: Netzoekonom.de / Idee: Peter Evans







Beispiel Co-working: Steigerung des Share-of-Wallet im Gebäudemanagement



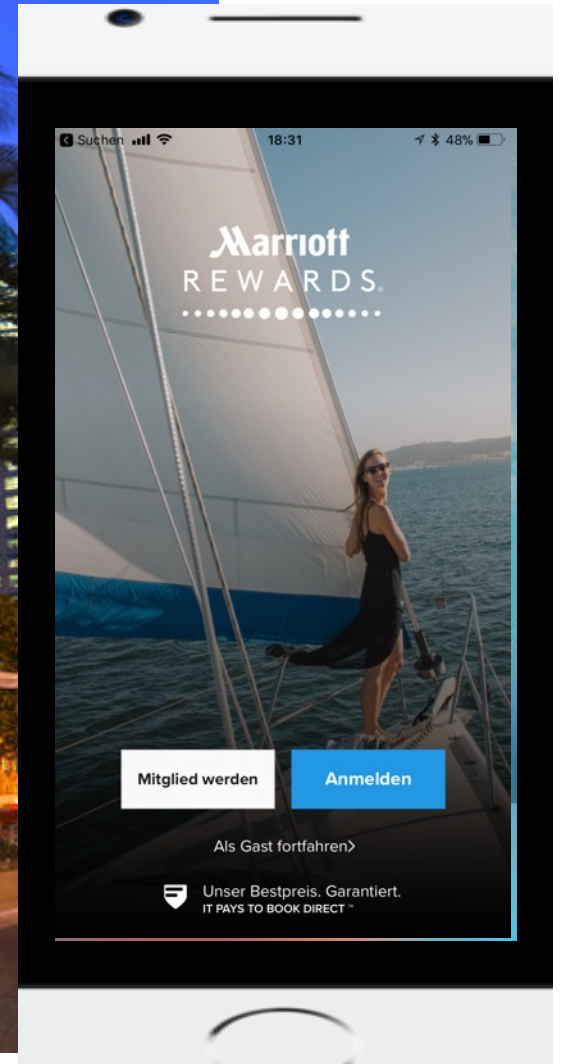
what we do

 Check-In Frictionless check-in and visitor management that creates the right impression	 My Access Secure and encrypted access through mobile-enabled digital keys.	 My Identity Secure and certified identity validation. Biometric security that secures individual privacy
 My Reservation Allowing you to reserve assets and send invitations and with full calendar integration.	 My Guide Guiding you to the people, places and things that are important to you.	 My Notification A conversation prompted by connection, community, location, and context.



Was ist unsere Strategie?

Beispiel: ... höhere Kundenbindung



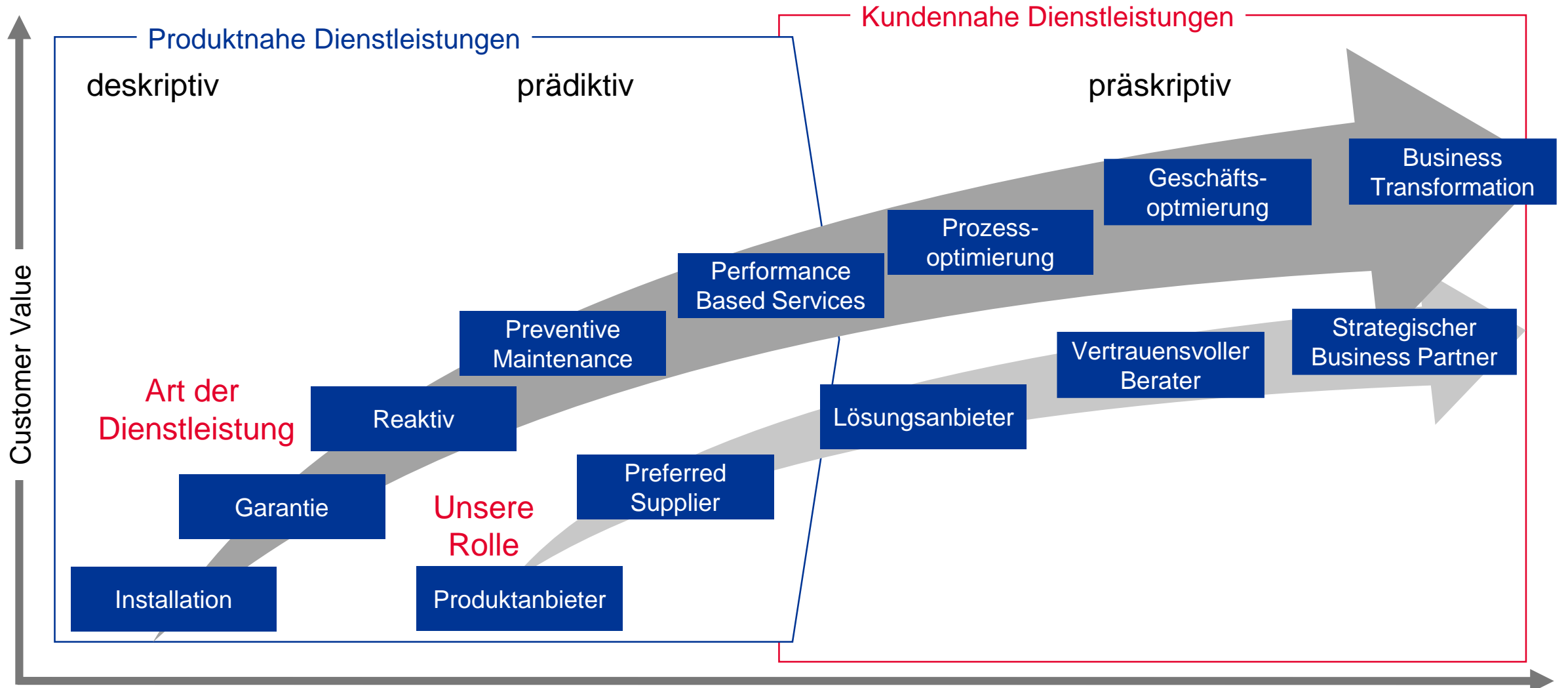
Digital Transformation ist jetzt!



1. Öffnung einer Tür mittels intelligentem Lichttaster von Digitalstrom
2. Türe öffnen mittels Gesichts- und Stimmerkennung
3. Inkludieren von Türkontakte und anderen Sensoren in für Notifizierung und Alarmierung
4. Fernsteuerung der Tür über eine Intercom-Anlage



Wir wollen mehr sein!

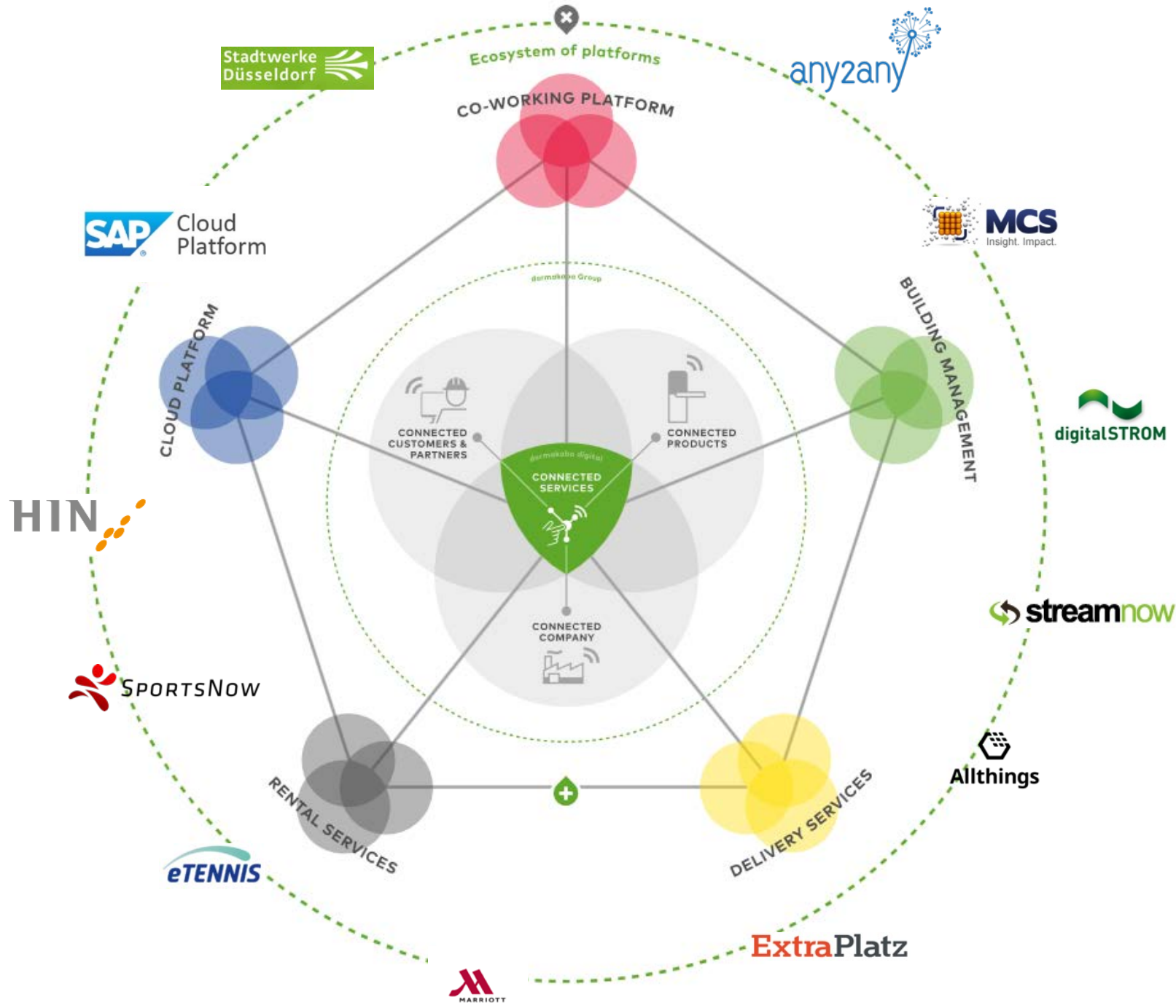


dormakaba digital

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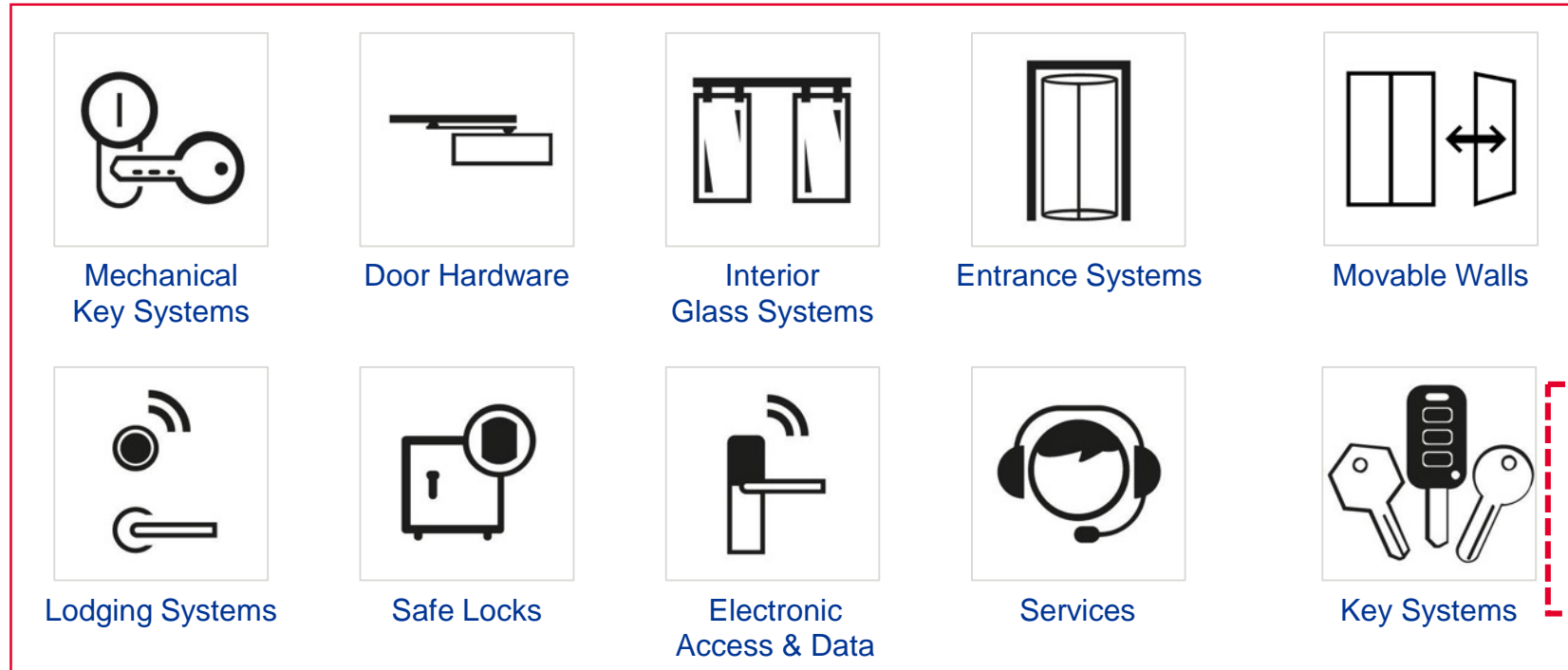
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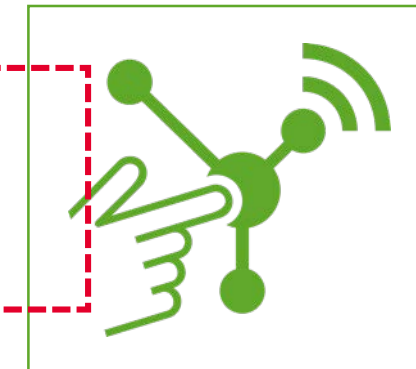


Wesentliche Investitionen in die digitale Transformation werden getätigt!

Kerngeschäft



Ergänzung



Wachstum und Nutzung unseres Pipeline-Geschäfts

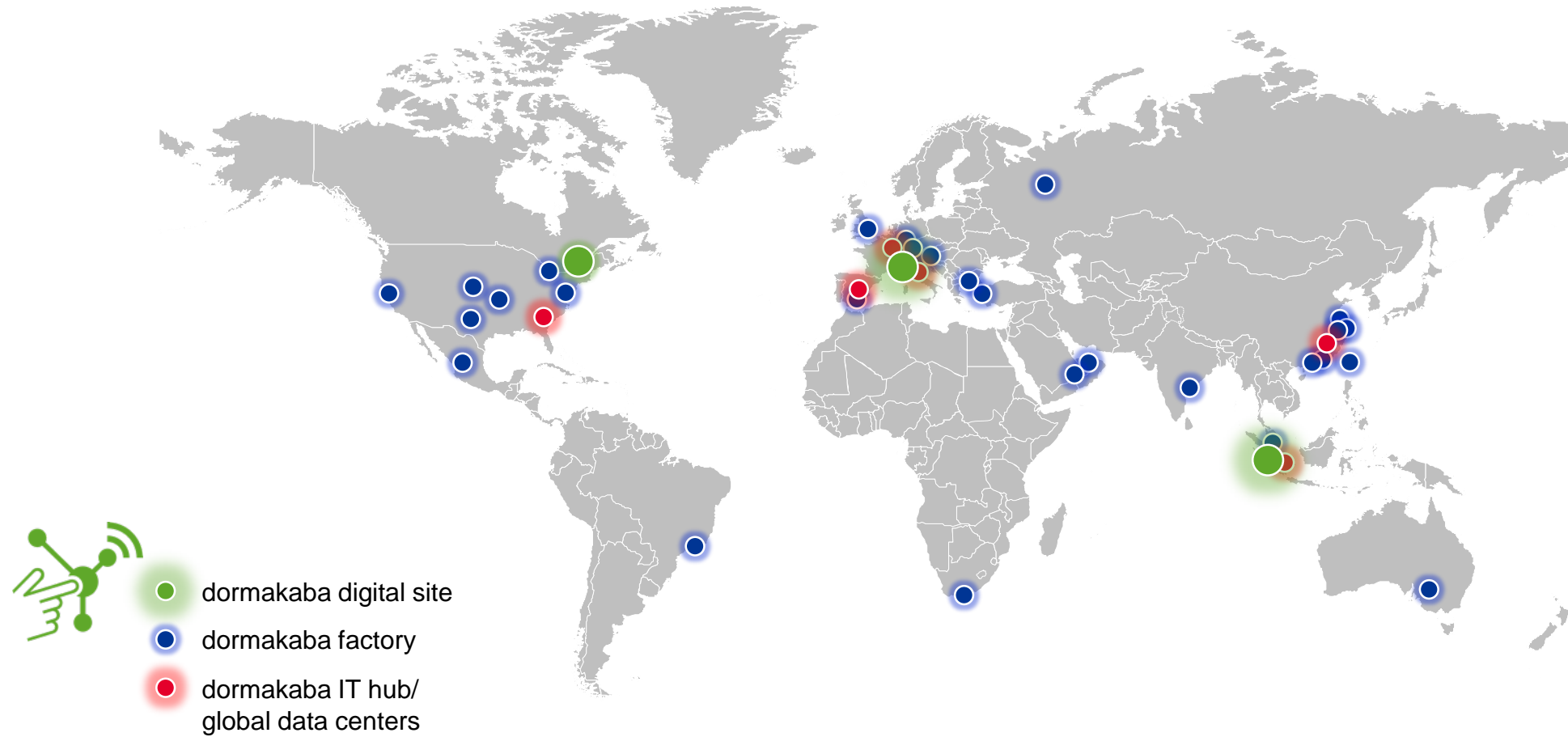
- Standards, Optimierung
- Produktqualität
- Entwicklung neuer Produkte und Features
- Fokus auf Kundennutzen

Erkundung des Plattform-Geschäfts

- Plattform zur Partner-Koordination
- Qualität digitaler Services
- Entwicklung neuer digitaler Services
- Monetarisierung Daten/Ökosysteme

Wie setzen wir diese Strategie um?

dormakaba digital weltweit



Schlussfolgerungen: “Durchs Schlüsselloch zur Cyberworld”

TECHNOLOGY
BUSINESS MODELS
KULTUR





Classification: Public

dormakaba Partnerkongress 2018

Patrik Eigenmann
Head of Digital Service Delivery EMEA/DACH

Davos, 25. / 26. 04. 2018

Besten Dank!

dormakaba 

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The general economic situation / Competition with other companies / The effects and risks of new technologies / The company's ongoing capital requirements / Financing costs / Delays in the integration of acquisitions / Changes in operating expenses / Fluctuations in exchange rates and raw materials prices / Attracting and retaining skilled employees / Political risks in countries where the company operates / Changes to the relevant legislation / Realization of synergies / Other factors named in this communication

If one or more of these risks, uncertainties or other factors should actually occur, or if one of the underlying assumptions or expectations proves incorrect, the consequences could be materially different from the assumed ones. In view of these risks, uncertainties and other factors, readers are cautioned not to place undue reliance on such forward-looking statements. The Company accepts no obligation to continue to report or update such forward-looking statements or adjust them to future events or developments. The Company emphasizes that past results and performances cannot lead to conclusions about future results and performances. It should also be noted that interim results are not necessarily indicative of year-end results. Persons who are unsure about investing should consult an independent financial advisor.

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