



ONSITE EVENT

## ORBIS FUTURE DAYS – SALES & SERVICE: DEEP DIVE SALES

Join our CX experts, exciting SAP speakers, our customers (Stabilus GmbH and Busch Vacuum Solutions) on the way into the future. with valuable practical insights, live insights into the most important CX solutions and lots of AI input.

### Tour planning (agenda), September 17, 2024

- 09:30 a.m. **Check-in at the base camp**
- 10:00 a.m. **Welcome by your tour guide**  
*Dirk Müller, Head of Business Center SAP Sales & Service, SAP Customer Experience, ORBIS SE*
- 10:15 a.m. **Ready for take-off: SAP Intelligent CX Strategy & Innovations**  
*Sven Feurer, Senior Director Product Engineering & Operations, SAP Customer Experience, SAP SE*
- 10:45 a.m. **Stage 1: Getting started: Efficient lead generation with SAP Emar-sys and ORBIS Training and Event Management**  
*Tobias Rothley, Consultant, contrimo GmbH (Member of the ORBIS Group)*
- 11:15 a.m. **1<sup>st</sup> stop „Coffee time“ + Meet the Expert**
- 11:45 a.m. **Stage 2: The perfect guide: Opportunity management with the intelligent Sales Cloud V2**  
*Daniel Steinbach, Senior Manager Business Process Consulting, ORBIS SE*
- 12:15 p.m. **Stage 3: Ideally equipped: What can the SAP CX AI Toolkit do?**  
*Jörg Wismath, SAP Customer Experience PreSales for SMEs, SAP SE*
- 12:45 p.m. **2<sup>nd</sup> stop „Lunchbreak“**

▶ Registration

**Venue:**

SAP Schulungszentrum  
Frankfurter Str. 1/9er,  
65760 Eschborn

1/2

**Contact:** Eric Grünemeier | Phone: +49 (0) 681/9924-237 | Mail: eric.grünemeier@orbis.de

Participation in the event is free of charge. The number of participants is limited. Market companions are excluded from participation.





ONSITE EVENT

## ORBIS FUTURE DAYS – SALES & SERVICE: DEEP DIVE SALES

Join our CX experts, exciting SAP speakers, our customers (Stabilus GmbH and Busch Vacuum Solutions) on the way into the future. with valuable practical insights, live insights into the most important CX solutions and lots of AI input.

- 1:45 p.m. **Stage 4: When things get challenging: Using SAP CPQ and SAP IPR to master the hurdles of quotation preparation intelligently and quickly.**  
*Julian Giersch, Competence Center Manager, ORBIS SE*  
*Matthias Hirsch, Senior Product Manager, SAP SE*
- 2:15 p.m. **Stage 5: A global success: The SAP Sales Cloud at Stabilus GmbH**  
*Ahmet Virit, IT Manager Sales Solutions, Stabilus GmbH*
- 2:45 p.m. **3<sup>rd</sup> stop „Coffee time“ + Meet the Expert**
- 3:15 p.m. **Stage 6: The all-round view: Customer Experience at Busch Vacuum Solutions**  
*Axel Ueber, Global Sales CRM/CX Expert, Busch Vacuum Solutions*
- 3:45 p.m. **Arriving at the summit cross**  
*Eric Grünemeier, Account Manager, ORBIS SE*

▶ Registration

**Venue:**

SAP Schulungszentrum  
Frankfurter Str. 1/9er,  
65760 Eschborn

**Optional get-together from 18:30, location to follow.**

2/2

**Contact:** Eric Grünemeier | Phone: +49 (0) 681/9924-237 | Mail: eric.grünemeier@orbis.de

Participation in the event is free of charge. The number of participants is limited. Market companions are excluded from participation.

