

## RUSSIA-GERMANY BUSINESS DIALOG

May 24<sup>th</sup> at 11.00



**Moderator:** Klaus Mangold, Chairman of the Supervisory Board, TUI

**GRID speakers:** Michael Kleinemeier, Member of the Executive Board, Digital Business Services, SAP SE; Alexander Liberov, Chief Commercial Officer, Siemens Russia

**Discussed topic:** New challenges for bilateral cooperation against the background of an increasingly unclear sanctions policy. How can we expand cooperation and increase efficiency and productivity? Ways of bringing Russian suppliers into global supply networks and increasing exports in the Russian economy. What are the prospects for cooperation with regard to the digital economy and innovation in manufacturing?



## BUILDING DIGITAL BRINGES: GRID EXTENSION

Presentation of GRID road map at SAP(GRID) booth at SPEF 2018, May 24<sup>th</sup> at 14.00



**SAP (GRID) VIP Booth tour and presentation of GRID road map**  
Welcoming speech by Michael Kleinemeier, Member of the Executive Board, SAP SE;

**Speakers:** Michael Harms, Executive Director, Committee on Eastern European Economic Relations(OA); Matthias Schepp, Chairman of the Board, German-Russian Chamber of Commerce (AHK); Alexander Shokhin, President of Russian Union of Industrialists and Entrepreneurs (RSPP);

**Moderator:** AHK Digital Committee Secretary – Dmitrij Kononenko;

**The main goals of the event** - present the calendar of GRID events for 2018 and to discuss the expectations of GRID members in order to increase awareness and to address the potential clients and participants of listed GRID events



- The presentation gathered appr. **30 participants** and lasted **30 minutes**
- **Press-release** of the event has been spread on 24. May after the event by PR teams of GRID members

## DIGITAL REGION AS BASIS FOR SUCCESSFUL DIGITIZATION OF THE COUNTRY

Session of the committee for digital economy of Russian Union of Industrialists and Entrepreneurs (RSPP) at SPIEF 2018



**Stefan Hoehbauer, President of SAP in Middle and Eastern Europe** positioned GRID at Digital Economy Committee of Russian Union of Industrialists and Entrepreneurs (RSPP) meeting. The meeting was co-chaired by **RSPP President Mr. Shokhin** and **PAO Rostelecom CEO Mr. Oseevsky** as well as Stefan addressed GRID messages on Russian-German digital cooperation to the CEOs of Russian businesses who were present at the meeting such as Rostelecom, Russian Post, RZD and others.

## FROM INDUSTRY 4.0 TO INDUSTRY X.0: HOW RUSSIAN ENTERPRISES CAN GROW A BUSINESS OR DISRUPT THE MARKET WITH SMART ASSETS, PRODUCTS AND SERVICES

Panel Session at SPIEF 2018, May 25th



**Moderator: Mark Spelman**, Non- Executive Director, Future Cities Catapult

**GRID speaker: Matthias Schepp**, Chairman of the Board, German-Russian Chamber of Commerce (AHK);

**Discussed questions:** What is the best way to defend and grow a business or disrupt a market with smart products, services, and assets, taking advantage of new innovative technologies? What approach are heavy industries taking to succeed at the goals of staying ahead in a continually changing environment? What do CEOs and the C suite

need to do to transform the business culture within companies and empower their teams to work hand in hand with machine learning and artificial intelligence algorithms? How do you best achieve results and bring value to your business from your Industry X.0 investments?

### WHAT'S NEXT



**GRID at Startup Village in Skolkovo, May 31th - June 1st**

**SIEMENS**

**Digital Building solutions, June 7th**



**SAP International Oil&Gas Forum, June 13th**



**Efficient Production Conference, Ufa, June 13th-14th**



**Digital Networking Lunch with OA-Ambassadors on Digitization, June 25th**

**SIEMENS**

**MindSphere goes Russia, June 26th**



**Design thinking session with ANCO Digital economy "How to increase operating revenue from export sales of aircraft, spare parts and services?", June 2018**

**SIEMENS**

**Day of Digitization in St. Petersburg, June 2018**

### USEFUL LINKS

- **GRID web page** <https://russland.ahk.de/ru/vtp/iniciativa-po-cifrovizacii-grid/>
- **Press release GRID @SPIEF** <https://russland.ahk.de/ru/mediacentr/novosti/detail/stroja-cifrovye-mosty-germano-rossiiskaja-iniciativa-po-cifrovizacii-ehkonomiki-prezentuet-dorozhnyu-ka/>
- **GRID Road map** [https://russland.ahk.de/fileadmin/AHK\\_Russland/Newsroom/2018/05/24\\_PM-Grid/SPIEF\\_GRID\\_Calendar\\_2018\\_RU.pdf](https://russland.ahk.de/fileadmin/AHK_Russland/Newsroom/2018/05/24_PM-Grid/SPIEF_GRID_Calendar_2018_RU.pdf)
- **GRID article at Rossiyskaya Gazeta** (Special editions for SPIEF2018) <https://rg.ru/2018/05/23/kompanii-germanii-i-rossii-namereny-sotrudnicat-v-oblasti-tehnologii.html>
- **Press release Committee for digital economy Session (RSPP)** <http://rspp.ru/news/view/14476>
- **Full description of Panel Discussion** "From Industry 4.0 to Industry X.0: How Russian Enterprises Can Grow a Business or Disrupt the Market with Smart Assets, Products, and Services" <https://www.forumspb.com/programme/56939/>
- **Full description of Business Dialog Russia-Germany** [https://www.forumspb.com/programme/59763/?ELEMENT\\_ID=59763?lang=ru](https://www.forumspb.com/programme/59763/?ELEMENT_ID=59763?lang=ru)

### CONTACT INFO

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