



Digital Volunteers Mentor Program

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Agenda

- Presentation of the SMEs supported and how it was selected ;
- Presentation of the Mentor company;
- Presentation of the scheme (how long? What skills are exchanged? Etc.)
- Feedback, by the Participating company and if possible by the SME, with main challenges encountered.

Presentation of the SME **ai-omatic** and how it was selected



Ai-omatic in Hamburg offers predictive maintenance solutions for companies of all sizes.

We are particularly proud of our unique AI technology.

Transparent. Reliable. Efficient.

With our software solution, your machines can be conveniently and easily monitored in the browser. You can see all important information at a glance and easily add or remove machines and sensors.

Predictive maintenance has never been so easy!

Selection process

1. **Evaluation and setting of Industry segments** which fits to the Mentor and SME company.
2. **Evaluation of Top10 SMEs**
3. **Virtual Interview** of the Top3 SMEs.
4. **Selection & agreement** to support and help each other in a **90 Days Framework**.

Presentation of the Mentor company - Hapag-Lloyd AG

239 modern ships. 121 services. One global presence.

 129
countries


 **Hamburg**
global headquarters

 ~2.6m
TEU container stock

 5th
largest global liner
shipping company

 ~13,100
experts globally
and ~100 nationalities

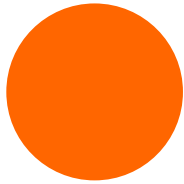
 122
liner services

 ~237
modern vessels

What skills are exchanged?

Skills are being exchanged among these 5 Key Pillars:

RETHINK THE
CUSTOMER



REBUILD
YOUR BRAND



RELEARN
FOREVER



REIMAGINE
CREATIVITY



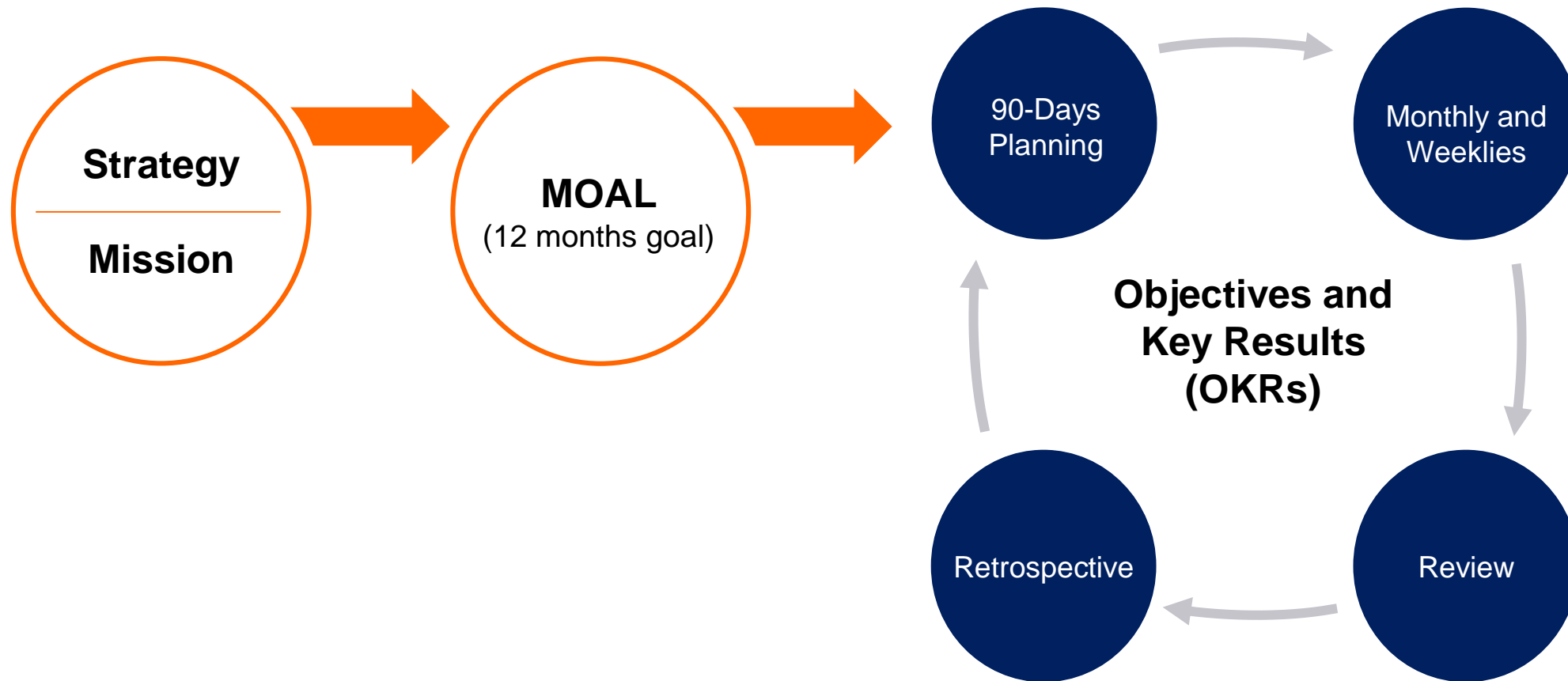
RESHAPE
INNOVATION



The skills for continuous Re-Invention are exchanged:

Among 5 Key Pillars the Re-Invention is being discussed in a 90 Days Framework to make the company every 90 Days stronger and more efficient.

Operationalisation & Collaboration Model (Mentor & SME Company)



Feedback & main challenges by SME ai-omatic & Mentor Hapag-Lloyd

1. FEEDBACK FROM AI-OMATIC

1. What was the added-value for your company?

- New Business Contacts in 1-4rd 90 Days 2022
- Network Opportunities to new customers /1&2nd 90 Days 2022
- Marketing Support 1-4rd 90 Days 2022
- Consulting on Financing, Business, Marketing, IT, AI in 1-2nd 90 Days.

2. What are possible improvements?

- New Business Contacts in 1-4rd 90 Days 2022 established and productive.
- Network Opportunities to new customers realized.
- Marketing Support realized and strengthening the other objectives.
- Consulting on Financing, Business, Marketing, IT, AI – finalized next financing round.

2. FEEDBACK FROM THE MENTOR Hapag-Lloyd

1. What has this experience brought to you and to your company?

- *outlook and insights into AI*
- *innovative insights and outcome how to collaborate faster.*



Thank you!

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