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.

- 122 liner services
- 129 countries
- 129 modern vessels
- Hamburg, global headquarters
- 5th largest global liner shipping company
- ~2.6m TEU container stock
- ~237 modern vessels
- ~13,100 experts globally and ~100 nationalities

Status: June 2020
What skills are exchanged?

Skills are being exchanged among these 5 Key Pillars:

- RETHINK THE CUSTOMER
- REBUILD YOUR BRAND
- REIMAGINE CREATIVITY
- RELEARN FOREVER
- 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)

- Strategy
- Mission

MOAL (12 months goal)

- 90-Days Planning
- Monthly and Weeklies

Objectives and Key Results (OKRs)

- Retrospective
- Review
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&2\textsuperscript{nd} 90 Days 2022
      - Marketing Support 1-4rd 90 Days 2022
      - Consulting on Financing, Business, Marketing, IT, AI in 1-2\textsuperscript{nd} 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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