SOLVING CRITICAL BUSINESS CHALLENGES WITH DATA, NOT OPINIONS

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Harald also teaches in an MBA program for sales and service engineering at Furtwangen University in Germany, which prepares young professionals for a career in industrial and IT service.

TOP INDUSTRIAL SERVICES ENGAGEMENTS

- Services is the Key to Digitally Transforming Equipment Manufacturers
- Customer Lifecycle Management With the Land Adopt Expand Renew (LAER) Model for IoT and Digitally Enabled Services
- From B2B to B4B: Consumption & Business Models of the future
- Transform your Business Model With the Remote Services Continuum
- Successful Business Models: The Age of IoT, Industrial Internet, & Industry 4.0
- Outcome Engineering in Hardware and Industrial Equipment Industries
- Growing Service Revenues in Industrial Equipment Industries
- Adoption and Outcome Offers in Industrial Equipment
- State of Services in Industrial Equipment Industries
Providing Data-Driven Advisory to the World’s Leading Technology Companies

**HOW WE WORK WITH YOU**

**ALIGN**

*Align Executive Leadership:* By placing industry validated data at the center of the conversation.

**ACCELERATE**

*Accelerate Organizational Capabilities:* Speed up business initiatives with a customized plan.

**TRANSFORM**

*Transform Business Models:* Leverage the world’s most influential advisors on the future of technology and services.

**OPTIMIZE**

*Optimize Business Performance:* Educate business line leaders on critical industry trends.

Delivered Virtually.

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