

## DRAFT AGENDA

### Miller Heiman „European Sales Performance Summit 2013“/ KP2 Expert Talk 2013 - “Getting Closer to Customers”

**Date:** June 14, 2013

**Location:** Marriott Munich Airport, Germany

08:30 – 09:30 **Registration**

09:30 – 09:45 **Welcome**  
Roger Snow (Miller Heiman)

09:45 – 10:30 **“Getting Closer to Customers”**  
Keynote-Speech: Sam Reese, CEO Miller Heiman

10:30 – 11:15 **Client Presentation: OSRAM AG**  
Dr. Gernot Steinlesberger, Head of Account Management Office &  
Business Development OSRAM AG

11:15 – 11:45 **Refreshments**

11:45 – 12:30 **Client Presentation: MOOG BV**  
Pim van den Dijssel, General Manager MOOG BV

12:30 – 13:30 **POWER HOUR**

13:30 – 14:30 **Lunch**

14:30 – 15:30 **5. KP2 Expert Talk**  
Joe Galvin, Chief Research Office & Executive Vice President Miller Heiman  
Siegfried Kreuzer, CEO KP2 GmbH  
Hans Schwabe, CEO OSRAM GmbH  
Miguel Fernandez, President Silica/Avnet  
Jean-Paul Lemaître, Ex-Faro Div. VP Sales & Marketing EMEA  
Dr. Klaus Waldschmidt, Orthemis Personalberatung, Executive Search & Selection (HR)

15:30 – 15:45 **Conclusions & Close**  
Sam Reese / Roger Snow

16:00 **Refreshments**