



GENERATIVE AI POWERED SOURCE TO PAY

PRÄSENTIERT VON
JOCHEN WERNER, VP EMEA

12.06.2024

GENERATIVE AI IS A BIG DISRUPTER IN S2P



"Generative KI steht kurz davor, der nächste **Game-Changer im Einkauf** zu sein. Sie transformiert den gesamten Source-to-Pay-Prozess (S2P) und wird erhebliche Effizienzsteigerungen und Kosteneinsparungen für Organisationen ermöglichen."

Quelle: Alexander Linden, Research VP, Gartner

80%

der neuen Apps für den Einkauf werden bis 2025 KI nutzen.

Gartner

\$1 Bio

an Einsparungen können bis 2025 durch KI im Einkauf realisiert werden.

McKinsey
& Company

GEN AI

Was ist das eigentlich?

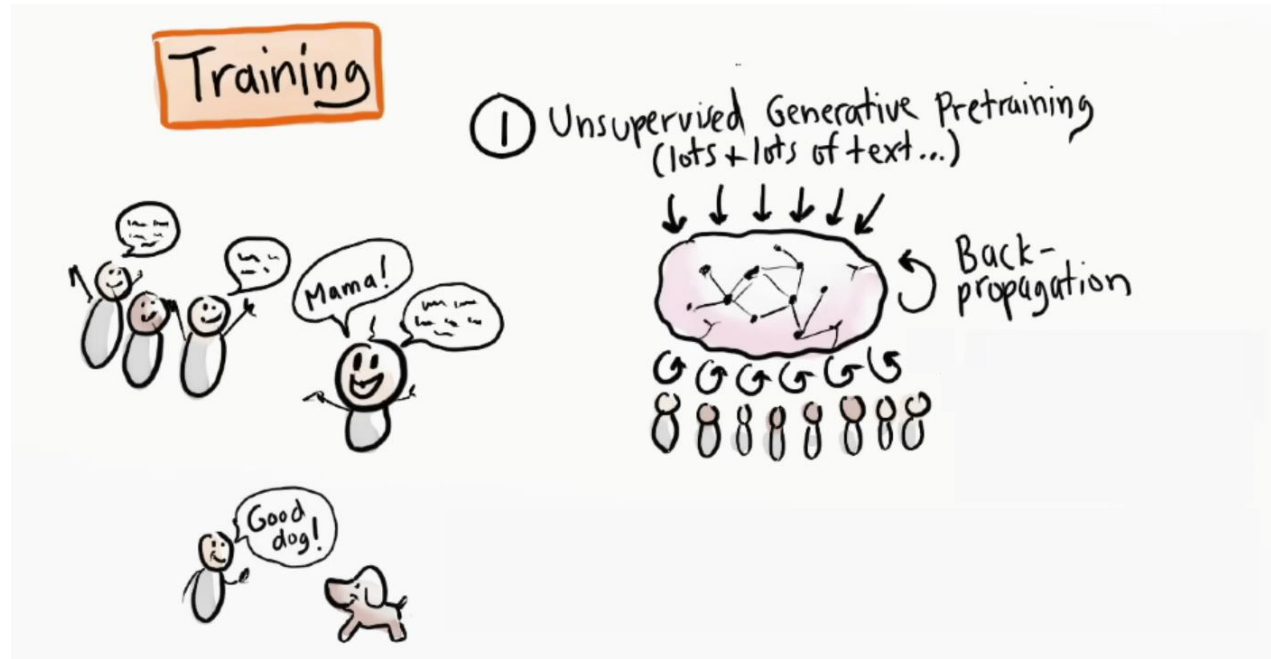
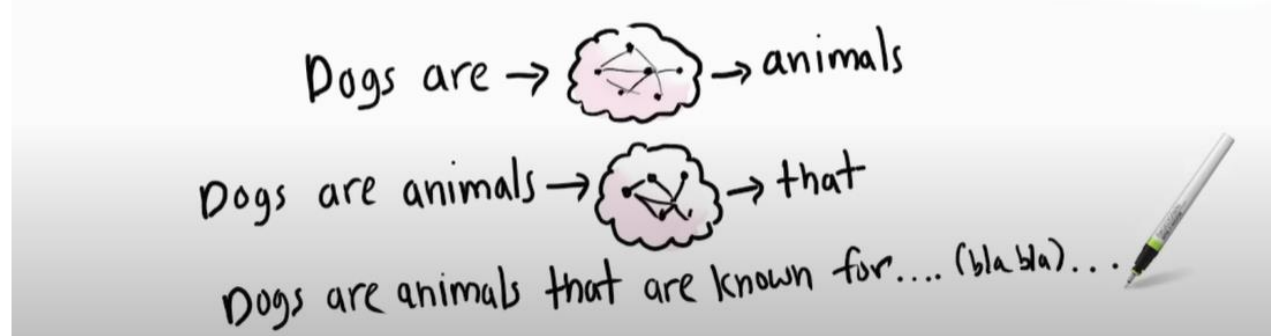
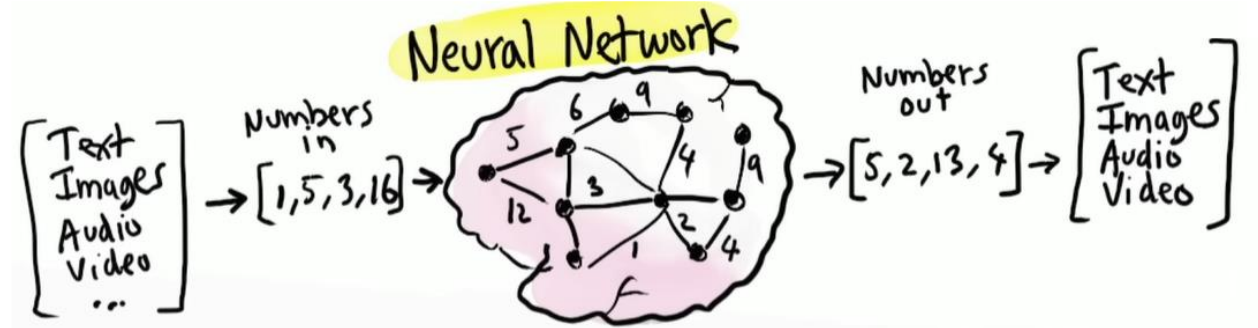
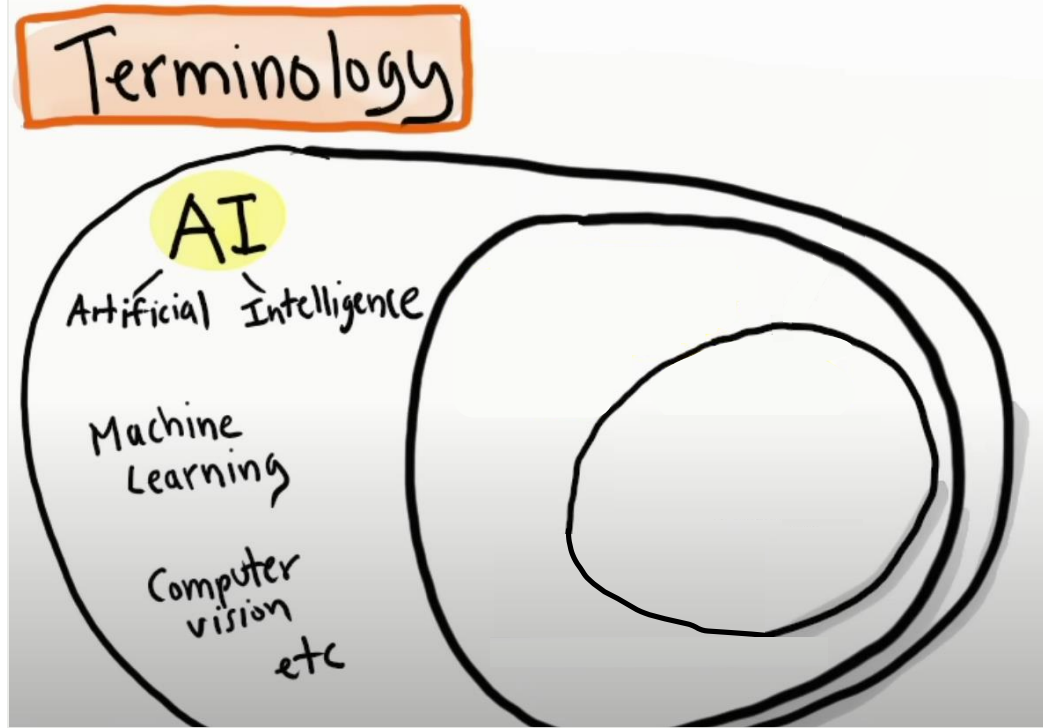


Generative AI in a Nutshell

Henrik Kniberg
Jan 2024

How to survive and thrive in the age of AI?

GEN AI



GPT
Generative

Generative AI in a Nutshell

Henrik Kniberg
Jan 2024



Prompt Engineering/Design

- Bad prompt**
 - You Give me an agenda for a workshop
- Good prompt**
 - You Give me an agenda for a workshop
 - task context: "I'm creating a leadership retreat at an executive consulting firm. The goal of the workshop is figure out how they can use AI. They are new to this. We have 4 people for 4 hours."
- Good prompt**
 - You Give me an agenda for a workshop
 - questions: "Feel free to ask me any clarifying questions first."



Better prompt engineering skills = Better results
Study, Practice, Learn

Autonomous Agents with tools

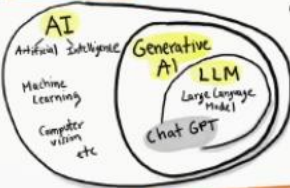


Side effect: Better communication skills overall

Computers have gotten smarter



Terminology



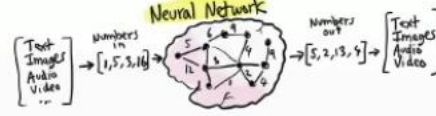
GPT: Generative Transformer Pretrained

Training



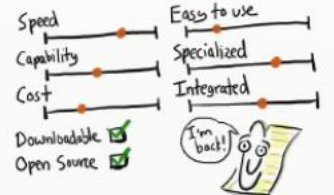
- Unsupervised Generative Pretraining (lots + lots of text...)
Back-propagation
- Reinforcement Learning with Human Feedback (RLHF)
"How do I do it?"

How it works



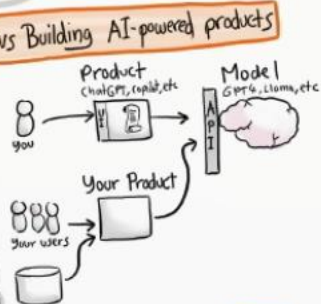
Dogs are → animals
Dogs are animals → that
Dogs are animals that are known for... (Woof...)

Models, models everywhere



The role of Humans

- Is human role X still needed?
doctor, developer, lawyer, ceo, teacher, etc...
- Decide what to ask and how
- Evaluate results
- Compensate for AI weaknesses
- Provide context
- Legal compliance
- Data security
- etc. etc...



The Age of AI



Emergent Capabilities

- Small model**: John fell → 'down'
- Large model**: Roleplay, Poetry, Code, Strategy, etc.
- Capabilities**: teach, coach, legal/medical advice

Multimodal Models



- Text → Text: "Opposite of yellow" → "Purple" (or code, JSON, HTML, etc)
- Text → Image: "Einstein sitting in the basement" → [Image of Einstein]
- Text → Image: "Ugly cat" → [Image of a cat]
- Text → Audio: "People talking in a busy restaurant"
- Text → Video: "Darth Vader surfing" → [Image of Darth Vader surfing]

Model Types



Denial



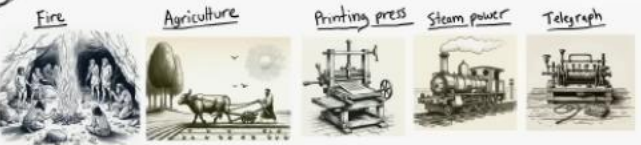
Positive



Panic



AI might not take your jobs but people/companies using AI will



Taking AI for a walk



WAS KANN GEN AI?



FÜHREND IN KI & INNOVATION FÜR DEN EINKAUF



32+
KI
Patente



25+
Jahre
Innovation

Bevor KI zum
Trend wurde

Erste Saat
Während sich der Markt mit
Procurement Basics
beschäftigte

Erste Früchte
Während der Markt erste
vereinzelte KI Angebote
hervorbrachte

Wachstumsphase
Während der Markt gerade
erst startet ernsthaft in KI zu
investieren



2002-2010

2010-2018

2018-2022

2022-Heute

Erstes KI Patent ermöglichte
\$6 Tn Spend Under
Management für F500 und
G2000 Unternehmen

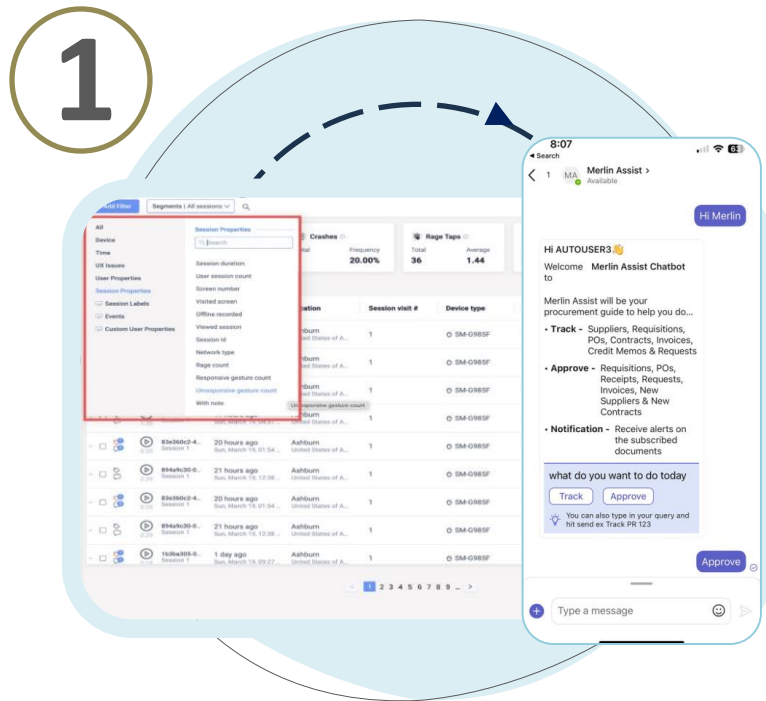
Zycus mit KI gestützten
Analytics und
Visualisierung

Zycus führt Merlin AI
Studio als zentrales
Element der S2P
Plattform ein

Zycus führt als weltweit
erster Anbieter eine S2P
Suite ein, welche Gen KI
als zentrale Engine nutzt



WARUM SOLLTEN EINKAUFSLEITER DAS THEMA AUFGREIFEN?



Höhere Anwenderfreundlichkeit
Für Jeden

KOMPLEX -----> KONVERSATIONAL

1

HÖHERE ANWENDERFREUNDLICHKEIT FÜR ALLE

Von Komplex zu Konversationell

Wie melde ich mich an??

Wo finde ich den richtigen Anbieter??

Keine Klicks, direkt in Ihren Teams!

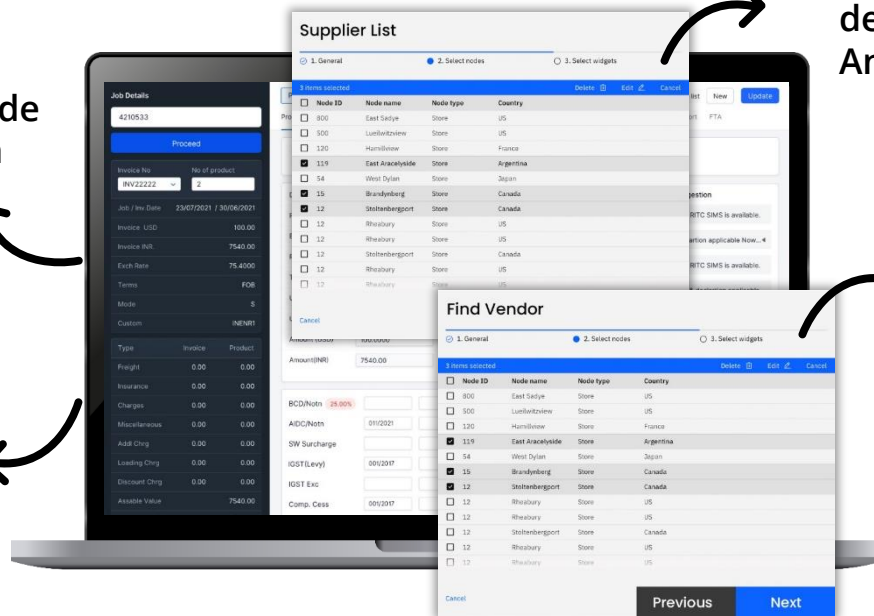
Ist Dell ein gelisteter Anbieter??

Single point Zugang

Wie erstelle ich eine Bedarfsanforderung??

Kein Training erforderlich

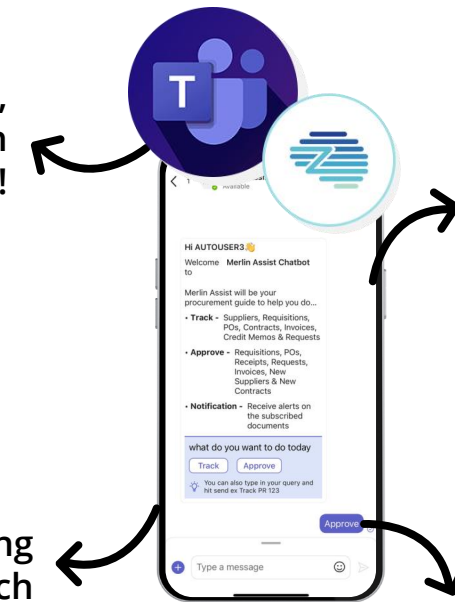
Policy Compliant Guided Buying



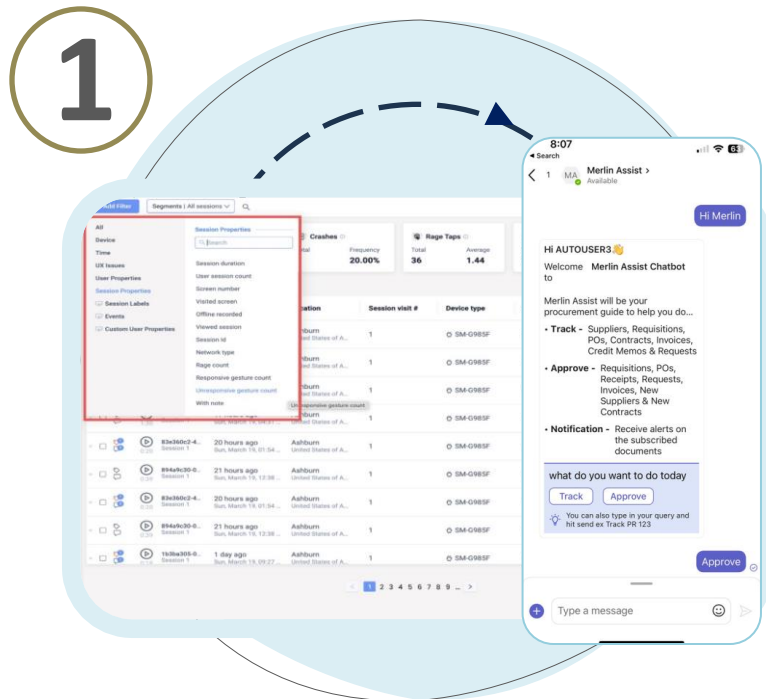
Manuelle Klicks



Nahtlose Interaktionen in natürlicher Sprache



WARUM SOLLTEN EINKAUFSLEITER DAS THEMA AUFGREIFEN?



**Höhere Anwenderfreundlichkeit
Für Jeden**



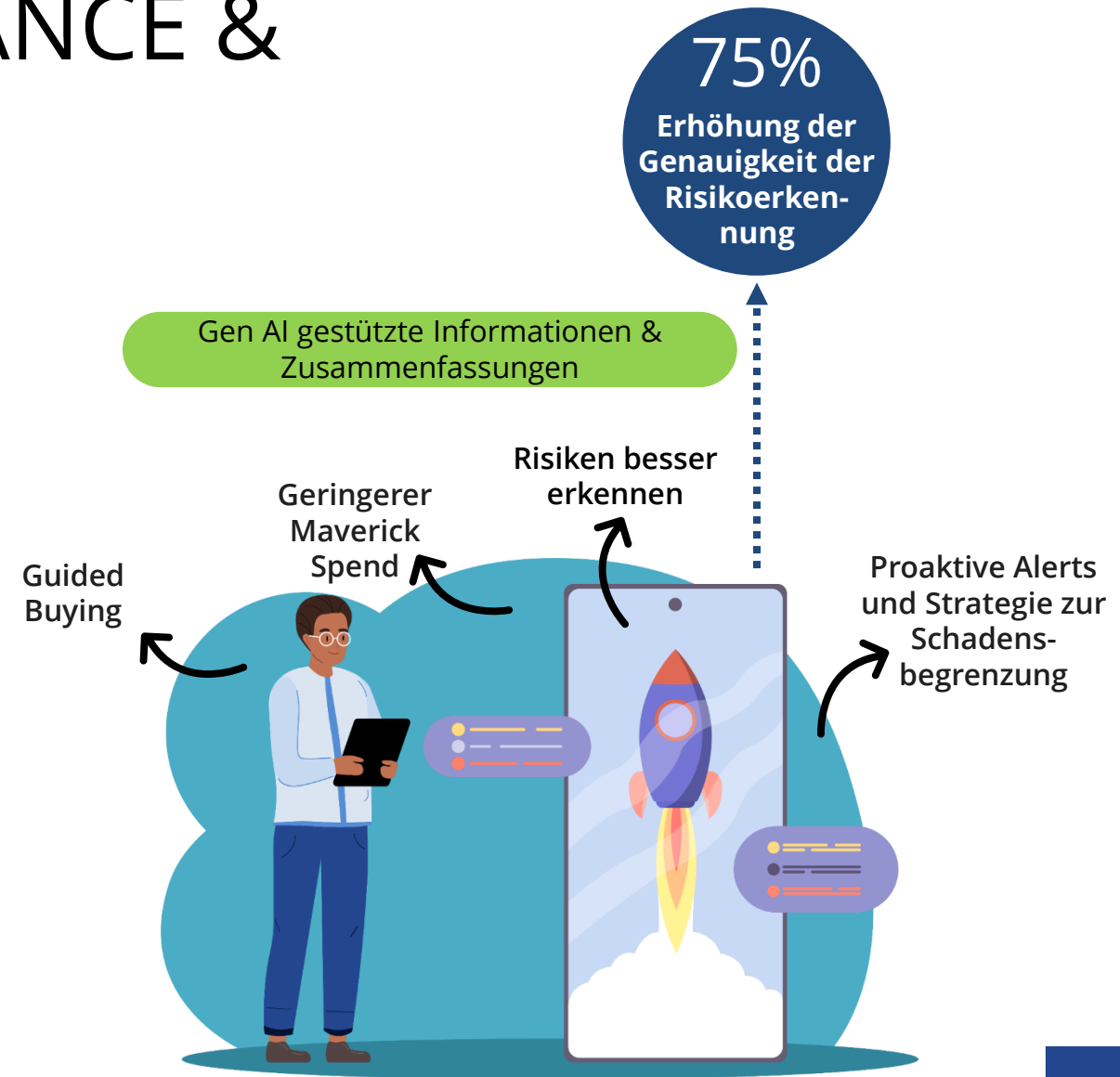
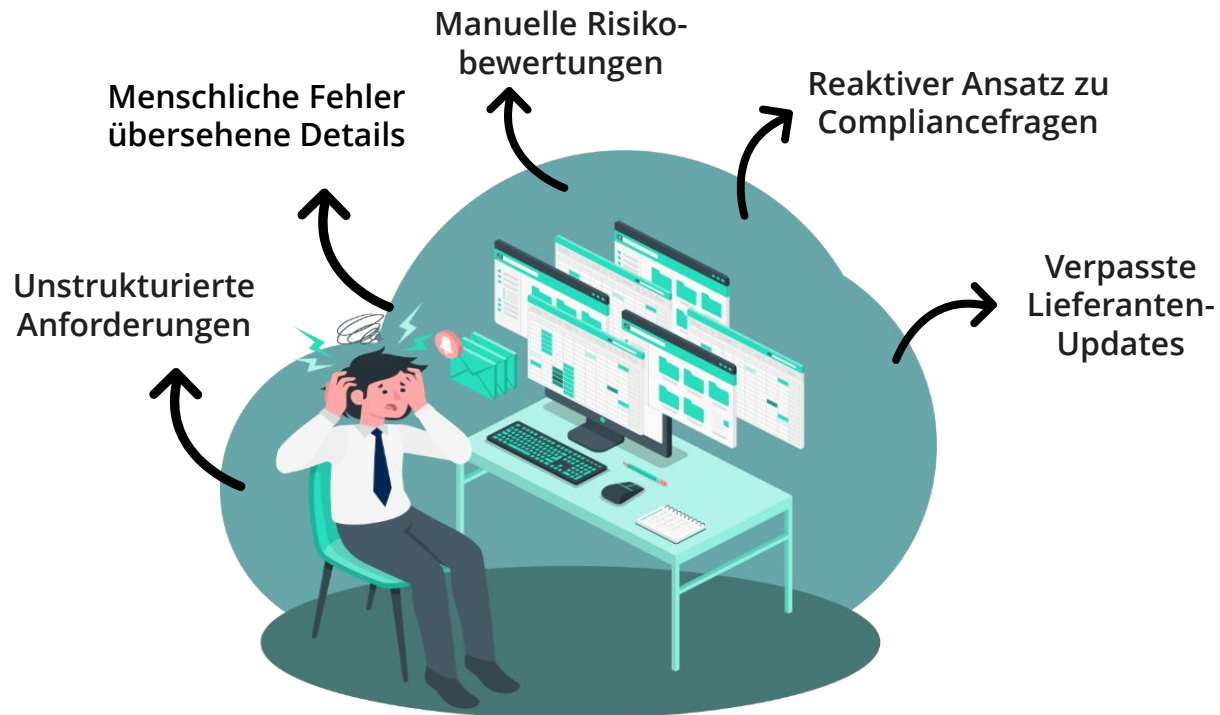
**Verbessertes Risiko-
management und Compliance**

KOMPLEX -----> KONVERSATIONAL

REAKTIV -----> PROAKTIV

2 VERBESSERTE COMPLIANCE & GOVERNANCE

Von Reaktiv zu Proaktiv



WARUM SOLLTEN EINKAUFSLEITER DAS THEMA AUFGREIFEN?

1



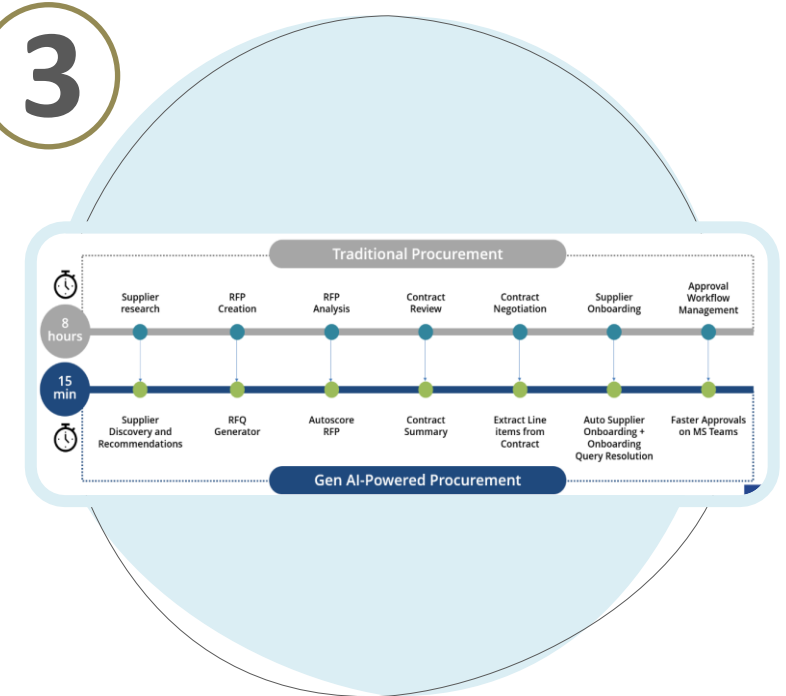
Höhere Anwenderfreundlichkeit Für Jeden

2



Verbessertes Risiko-management und Compliance

3



Verbesserte Effizienz und Produktivität von S2P-Teams

KOMPLEX -----> KONVERSATIONAL

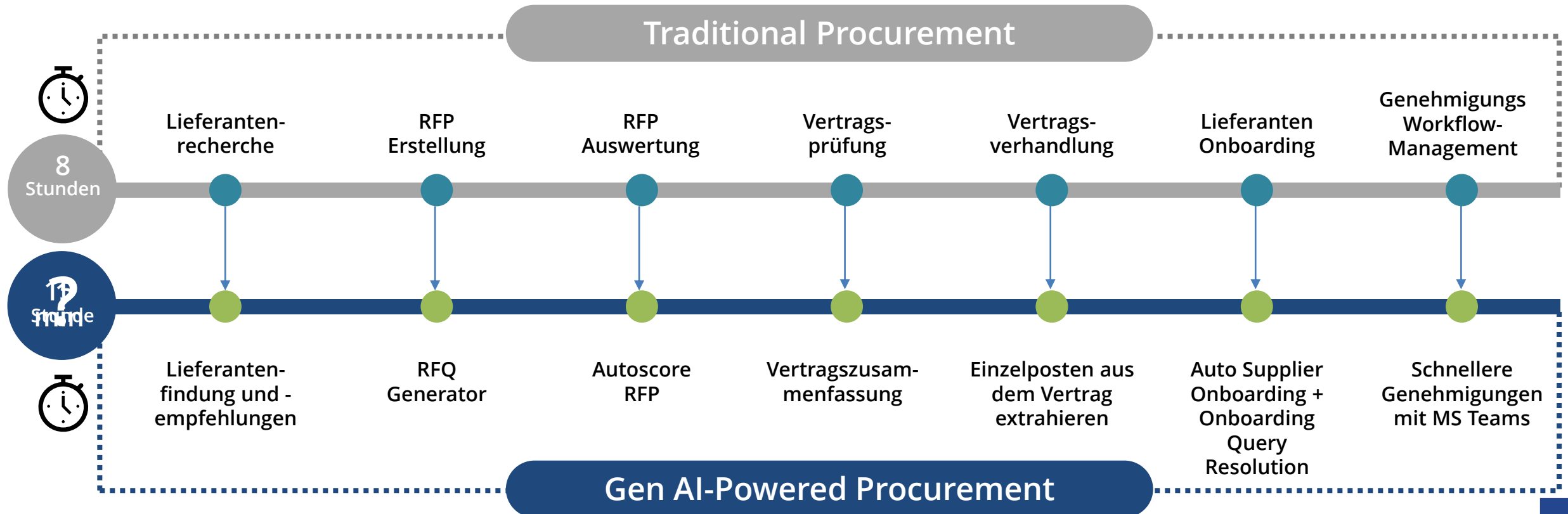
REAKTIV -----> PROAKTIV

TAGE -----> MINUTEN

3

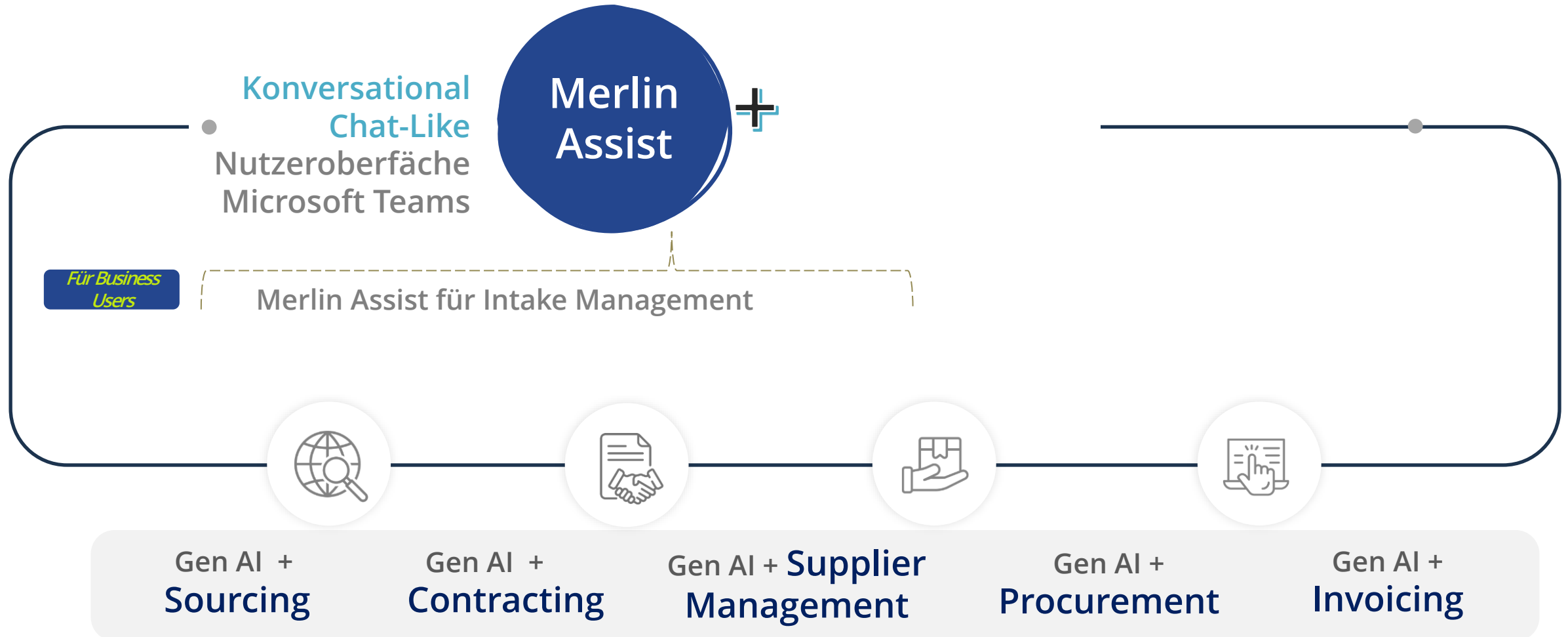
HÖHERE EFFIZIENZ UND PRODUKTIVITÄT FÜR POWER USER

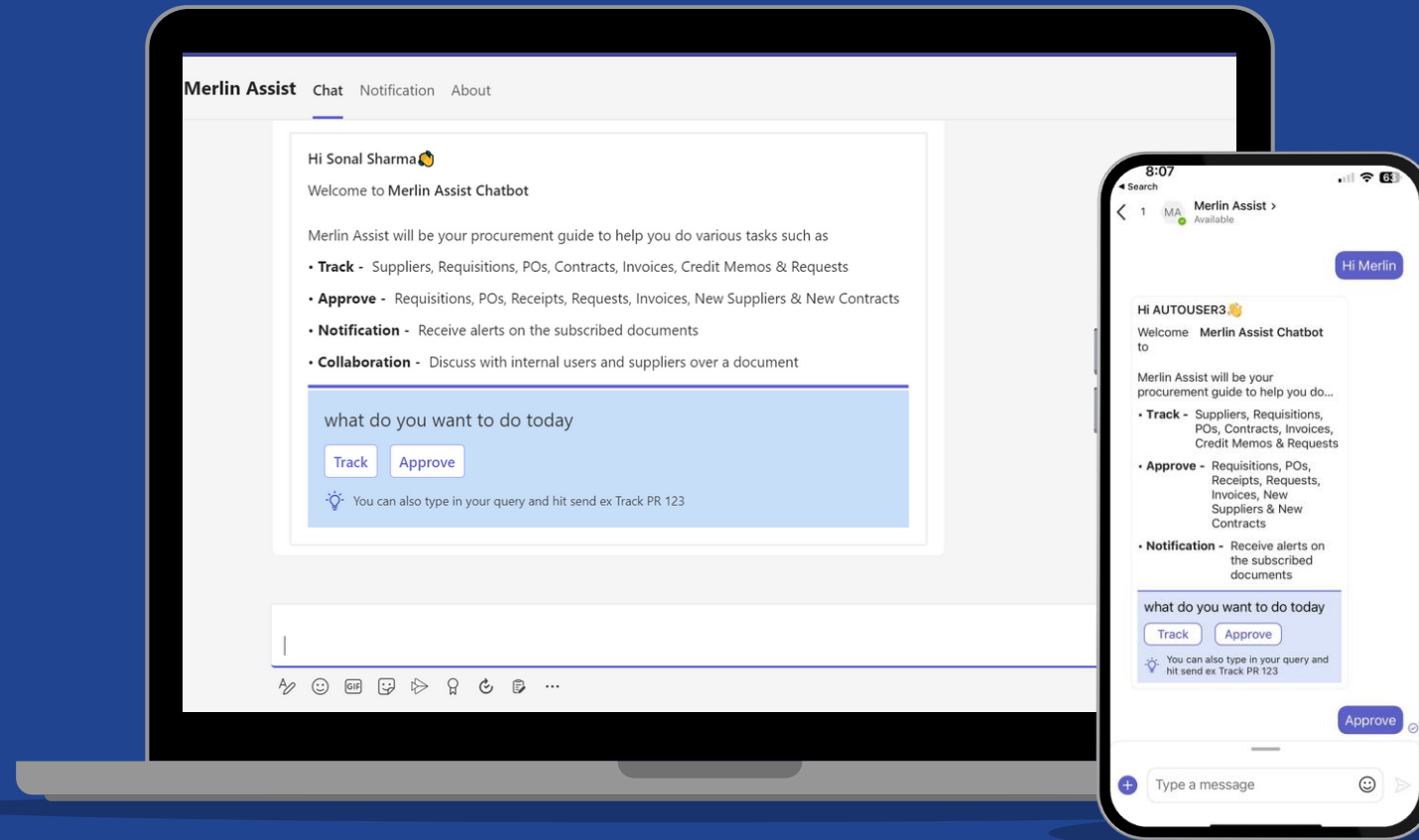
Von Tagen und Stunden zu Minuten und Sekunden



ZYCUS GEN-AI ECOSYSTEM

S2P Plattform & Chatlike Intake Management





Merlin Assist

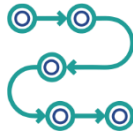
Microsoft Teams als Eingangstür für Source to Pay

- Zentraler Einstieg für Anforderungen, Genehmigungen, Nachverfolgung, Verträge, Benachrichtigung und vieles mehr!
- Bereitstellung der korrekten Antworten auf Basis von Katalogen, interner Richtlinien, gelisteten Lieferanten, etc.



Maximale Adaption durch Demokratisierung des Einkaufs

Eine Eingangstür zu Source to Pay



Machen Sie Source-to-Pay einfach für alle!

Verlieren Sie keine Zeit mehr mit dem Versuch, die richtige Antwort zu finden



Daten zusammenführen

Unterstützung der Mitarbeiter bei der Nachverfolgung und Genehmigung von Anfragen über verschiedene S2P-Module hinweg



Sprachbarrieren mit KI überwinden

MS Teams ermöglicht im Zusammenspiel mit der KI die sprachunabhängige Bündelung aller Aktivitäten an einem Ort



Search



Chat



Merlin Assist Chat Action Hub

Pinned

Recent

7:01 PM

Hi Merlin!



Merlin Assist 7:01 AM

Hi John,

Welcome to Merlin Assist Chatbot

Merlin Assist will be your procurement guide to help you do various tasks such as:

- **Track** Suppliers, Requisitions, POs, Contracts, Invoices, Credit Memos and Requests
- **Approve** Requisitions, POs, Receipts, Requests, Invoices, New Suppliers and New Contracts
- **Notification** Receive alerts on the subscribed documents
- **Collaboration** Discuss with internal users and suppliers over a document

What do you want to do today?

Track

Approve

Create



You can also type in your query and hit send. ex:- Track PR 979





Search



Chat



Merlin Assist Chat Action Hub

Pinned

Recent

7:01 PM

Hi Merlin!



Merlin Assist 7:01 AM

Hi John,

Welcome to Merlin Assist Chatbot

Merlin Assist will be your procurement guide to help you do various tasks such as:

- **Track** Suppliers, Requisitions, POs, Contracts, Invoices, Credit Memos and Requests
- **Approve** Requisitions, POs, Receipts, Requests, Invoices, New Suppliers and New Contracts
- **Notification** Receive alerts on the subscribed documents
- **Collaboration** Discuss with internal users and suppliers over a document

What do you want to do today?

Track

Approve

Create



You can also type in your query and hit send. ex:- Track PR 979





Search



Chat



Merlin Assist Chat Action Hub



Merlin Assist 7:01 AM

Hi John,

Welcome to Merlin Assist Chatbot

Merlin Assist will be your procurement guide to help you do various tasks such as:

- **Track** Suppliers, Requisitions, POs, Contracts, Invoices, Credit Memos and Requests
- **Approve** Requisitions, POs, Receipts, Requests, Invoices, New Suppliers and New Contracts
- **Notification** Receive alerts on the subscribed documents
- **Collaboration** Discuss with internal users and suppliers over a document

What do you want to do today?

- Track
- Approve
- Create

You can also type in your query and hit send. ex:- Track PR 979

7:01 PM

I want to hire a database consultant from KPMG for 3 months at grade 6



Input field for chat messages





Search



Chat



Merlin Assist Chat Action Hub

- **Track** Suppliers, Requisitions, POs, Contracts, Invoices, Credit Memos and Requests
- **Approve** Requisitions, POs, Receipts, Requests, Invoices, New Suppliers and New Contracts
- **Notification** Receive alerts on the subscribed documents
- **Collaboration** Discuss with internal users and suppliers over a document

What do you want to do today?

Track

Approve

Create



You can also type in your query and hit send. ex:- Track PR 979

7:01 PM

I want to hire a database consultant from KPMG for 3 months at grade 6



Merlin Assist 7:01 AM

When do you need the consultant to start?

In a Week

In a month

More than a month



Generative AI is a supplement, not a substitute. Follow thoughtful decision-making.





Search



Chat



Merlin Assist Chat Action Hub

- **Collaboration** Discuss with internal users and suppliers over a document

What do you want to do today?

- Track
- Approve
- Create

You can also type in your query and hit send. ex:- Track PR 979

7:01 PM

I want to hire a database consultant from KPMG for 3 months at grade 6



Merlin Assist 7:01 AM

When do you need the consultant to start?

- In a Week
- In a month
- More than a month

Generative AI is a supplement, not a substitute. Follow thoughtful decision-making.

7:01 PM

In a month



Input field for chat messages





Search



Chat



Merlin Assist Chat Action Hub

7:01 PM

In a month



Merlin Assist 7:01 AM

To initiate a new contract, kindly submit an approval request to your team lead and legal team for thorough review and necessary considerations.

Guidance - Procurement Policy.pdf

Looks like you have existing contracts with KPMG. Please have a look at the following:

• DBA Agreement with KPMG - Contract A984

Engage a database consultant with a focus on line-level tasks such as data management. Key terms cover project scope, duration, compensation, confidentiality, and termination conditions for a mutually beneficial agreement. Expires on: 15/03/2024



• Agreement for DBA - Contract A345

Engage a database consultant with a focus on line-level tasks such as data management. Key terms cover project scope, duration, compensation and confidentiality. Expires on: 15/03/2024



You can also create a new contract



Generative AI is a supplement, not a substitute. Follow thoughtful decision-making.

Message input field





Search



Chat



Merlin Assist Chat Action Hub

To initiate a new contract, kindly submit an approval request to your team lead and legal team for thorough review and necessary considerations.

[Guidance - Procurement Policy.pdf](#)

Looks like You have existing contracts with KPMG. Please have a look at the following:

- **DBA Agreement with KPMG - Contract A984**

Engage a database consultant with a focus on line-level tasks such as data management. Key terms cover project scope, duration, compensation, confidentiality, and termination conditions for a mutually beneficial agreement. Expires on: 15/03/2024



- **Agreement for DBA - Contract A345**

Engage a database consultant with a focus on line-level tasks such as data management. Key terms cover project scope, duration, compensation and confidentiality. Expires on: 15/03/2024



You can also create a new contract



Generative AI is a supplement, not a substitute. Follow thoughtful decision-making.

7:01 PM

DBA Agreement with KPMG - Contract A984





Search



Chat



Merlin Assist Chat Action Hub

Looks like You have existing contracts with KPMG. Please have a look at the following:

- **DBA Agreement with KPMG - Contract A984**

Engage a database consultant with a focus on line-level tasks such as data management. Key terms cover project scope, duration, compensation, confidentiality, and termination conditions for a mutually beneficial agreement. Expires on: 15/03/2024



- **Agreement for DBA - Contract A345**

Engage a database consultant with a focus on line-level tasks such as data management. Key terms cover project scope, duration, compensation and confidentiality. Expires on: 15/03/2024



You can also create a new contract



Generative AI is a supplement, not a substitute. Follow thoughtful decision-making.

7:01 PM

DBA Agreement with KPMG - Contract A984



Merlin Assist 7:01 AM

Certainly, Merlin Assist has pre-filled the request form, based on your intent. Please review and submit.

[Review Request](#)





Basic details

Additional Details

Shipping Details

Cost Allocation

Item Details

Workflow



Merlin Smart Shopper has auto-filled 7 fields



Basic details

Requisition Name *

DBA Consultant

On Behalf of

KPMG

Buying Unit *

Zycus_pune, BU_pune_test, Default - Faci...

Urgent Requirement

Yes No

+ Add Reason for Ordering

+ Add Comments for Suppliers



Additional Details

Purchase Type *

Auto_PurchaseType1

SOW_KPMG.pdf

Settlement via *

Invoice

Cancel

Save as Draft

I'm Done

Basic details

Additional Details

Shipping Details

Cost Allocation

Item Details

Workflow

Allow Budget Utilization

Yes No

Item Details

Select Buyer

Update Line Items

Upload Costing Details

Risk Card App

<input type="checkbox"/> Line #	Item No.	Item / Service Name	Supplier	Contract	Required by	Unit Price	Qty/Amt	Total Price	Actions
<input type="checkbox"/> 01	NA	DBA Consultant	<input type="text" value="KPMG"/>	Contract A984 *	NA	USD 960.00	<input type="text" value="1"/> EA	USD 960.00	Copy
Shipping Details Cost Booking Details * Comments - 0 Attachments Buyer Taxes AppXtend								Amount(without taxes) USD 960.00 Item-level taxes sub-total: USD 0.00	
<input type="button" value="Quick Add: Line Item"/>								Amount: USD 960.00	

Workflow

Cancel

Save as Draft

I'm Done



Search



Chat



Merlin Assist Chat Action Hub



Merlin Assist 7:01 AM

Certainly, Merlin Assist, powered by intelligent algorithms, has pre-filled the request form, based on your intent. Please review and submit.

[Review Request](#)



Merlin Assist 7:01 AM

Here is the REQ 123

Request | REQ 123
Intake Request for Hiring

Requested on	Status	View Details ▼
18/12/2023	In Progress	

[Track Progress](#)

Based on the procurement policy, follow these steps for intake management:

- ✓ Request for Hiring
[View](#)
- 2** E2E Systems (External Integration)
Pending - Reviewing Profiles
- 3** Contract with Consultant
- 4** Purchase Order





Request for Hiring

Request Name

Request for Hiring

Request Number

REQ 123

Source

Merlin Assist

[View Conversation](#)

Description

We are seeking a qualified database consultant to provide expertise in data management, analysis, and optimization. Key responsibilities include line-level tasks such as system integration, data migration, and API integration. The ideal candidate should demonstrate a proven track record in delivering efficient, secure, and scalable solutions.

The consultant will play a crucial role in synchronizing diverse software applications and databases to enhance operational efficiency and streamline business processes. Experience in managing complex integration projects, ensuring data integrity, and facilitating a smooth transition between legacy and modern systems is essential. Interested candidates are invited to submit their qualifications and proposals.

Workflow



Creator

Requestor

ross.geller@zycus.com

SUBMITTED

11 Aug 2016 - 08 : 10 : 44



E2E Systems (External Integration)

John Garnet (You)

john.garnet@zycus.com

PENDING

Reviewing Profiles

12 Jan 2024 - 08 : 10 : 44



Contract with Consultant

John Garnet (You)

john.garnet@zycus.com



Purchase Order

John Garnet (You)

john.garnet@zycus.com

Consultant is Finalized

Contract Request is Raised



Search



...



Chat



Merlin Assist Chat Action Hub



Merlin Assist 7:01 AM

Certainly, Merlin Assist, powered by intelligent algorithms, has pre-filled the request form, based on your intent. Please review and submit.

[Review Request](#)



Merlin Assist 7:01 AM

Here is the REQ 123

| Request | REQ 123
Intake Request for Hiring

Requested on	Status	View Details ▼
18/12/2023	In Progress	

[Create Contract](#)

Based on the procurement policy, follow these steps for intake management:

- ✔ Request for Hiring
[View](#)
- ✔ E2E Systems (External Integration)
Complete
- 3 Contract with Consultant
Pending
- 4 Purchase Order





Search



Chat



Merlin Assist Chat Action Hub

Request | REQ 123

Intake Request for Hiring

Requested on
18/12/2023

Status
In Progress

View Details



Create Contract

Based on the procurement policy, follow these steps for intake management:

- ✓ Request for Hiring
[View](#)
- ✓ E2E Systems (External Integration)
Complete
- 3 Contract with Consultant
Pending
- 4 Purchase Order

7:01 PM

Create Contract



Merlin Assist 7:01 AM

Merlin Assist has pre-filled the request form based on your intent and the Master Agreement with KPMG. Please review and submit.

[Review Contract](#)





← DBA services with KPMG (AUTO10526)

Draft in Progress

Details

Contract Stakeholders

Revision History

Activity

Basic details

Contract Details

Contracting Party

Contract Outline

Additional Documents

Executive Summary

Line Items

Milestones

Obligations



Insta Review

WithInstareview you can analyze your contract's overall risk score by identifying the missing clauses, and reviewing the concerns in clauses' language present in your contract.

Launch InstaReview

Contract Discovery

With Contract Discovery, you can extract the metadata from your contracts

Launch Contract Discovery

Basic Details

* Mandatory Field

Contract Type *

Procurement

Contract Subtype *

Service Agreement

Contract Title *

DBA services with KPMG

[Change contract Type/Sub-type](#)

Contract Details

Contract Header

Cancel

Save as Draft

Save





Search



Chat



Merlin Assist Chat Action Hub



Merlin Assist 7:01 AM

Certainly, Merlin Assist, powered by intelligent algorithms, has pre-filled the request form, based on your intent. Please review and submit.

[Review Request](#)



Merlin Assist 7:01 AM

Here is the REQ 123

| Request | REQ 123
Intake Request for Hiring

Requested on	Status	View Details ▾
18/12/2023	In Progress	

[Create Contract](#)

Based on the procurement policy, follow these steps for intake management:

- ✓ **Request for Hiring**
[View](#)
- ✓ **E2E Systems (External Integration)**
Complete
- 3 **Contract with Consultant**
Pending
- 4 **Purchase Order**



Contract is Signed

Once signed by the consultant, a PO is raised



Search



Chat



Merlin Assist Chat Action Hub



Merlin Assist 7:01 AM

Certainly, Merlin Assist, powered by intelligent algorithms, has pre-filled the request form, based on your intent. Please review and submit.

[Review Request](#)



Merlin Assist 7:01 AM

Here is the REQ 123

Request | REQ 123
Intake Request for Hiring

Requested on	Status	View Details ▾
18/12/2023	In Progress	

[Create PO](#)

Based on the procurement policy, follow these steps for intake management:

- ✓ **Request for Hiring**
[View](#)
- ✓ **E2E Systems (External Integration)**
Complete
- ✓ **Contract with Consultant**
[View](#)
- 4 **Purchase Order**
Pending





Search



Chat



Merlin Assist Chat Action Hub

| Request | REQ 123

Intake Request for Hiring

Requested on
18/12/2023

Status
In Progress

View Details



Create PO

Based on the procurement policy, follow these steps for intake management:

- ✓ Request for Hiring
[View](#)
- ✓ E2E Systems (External Integration)
Complete
- ✓ Contract with Consultant
[View](#)
- 4 Purchase Order
Pending

7:01 PM

Create PO



Merlin Assist 7:01 AM

Merlin Assist has pre-filled a contract with the consultant. Please review and submit.

[Review Purchase Order](#)



Blanket PO

Basic details

Billing Information

Supplier Details

Buyer and Others Information

Add Attachments

Shipping Details

Cost Allocation

Control Settings

Line < >

(Mandatory Data: Marked with * are mandatory)

Basic details

PO Number *

PO-432156

Order Description *

DBA Services with KPMG

Purchase Type *

OPEX

Billing Information

Buying Unit

Zycus, UK, London

Bill-to address

UK

Dalton House, 60 Windsor Ave, SW19 2RR,
London,
Hampshire, GB-HAM
GB

Supplier Details

Supplier * ⓘ

Name

General Electric

Address *

MA(HQ)

Supplier Contact Name

Marry Timson

Cancel

Save as Draft

Next



Search



...



Chat



Merlin Assist Chat Action Hub



Merlin Assist 7:01 AM

Merlin Assist has pre-filled a contract with the consultant. Please review and submit.

[Review Purchase Order](#)



Merlin Assist 7:01 AM

Here is the REQ 123

| Request | **REQ 123**

Intake Request for Hiring

Requested on
18/12/2023

Status
In Progress

[View Details](#)



Create PO

Based on the procurement policy, follow these steps for intake management:

- ✓ Request for Hiring [View](#)
- ✓ E2E Systems (External Integration)
Complete
- ✓ Contract with Consultant [View](#)
- ✓ Purchase Order [View](#)

Message input field



ZENTRALISIERTES INTAKE MANAGEMENT VIA MS TEAMS

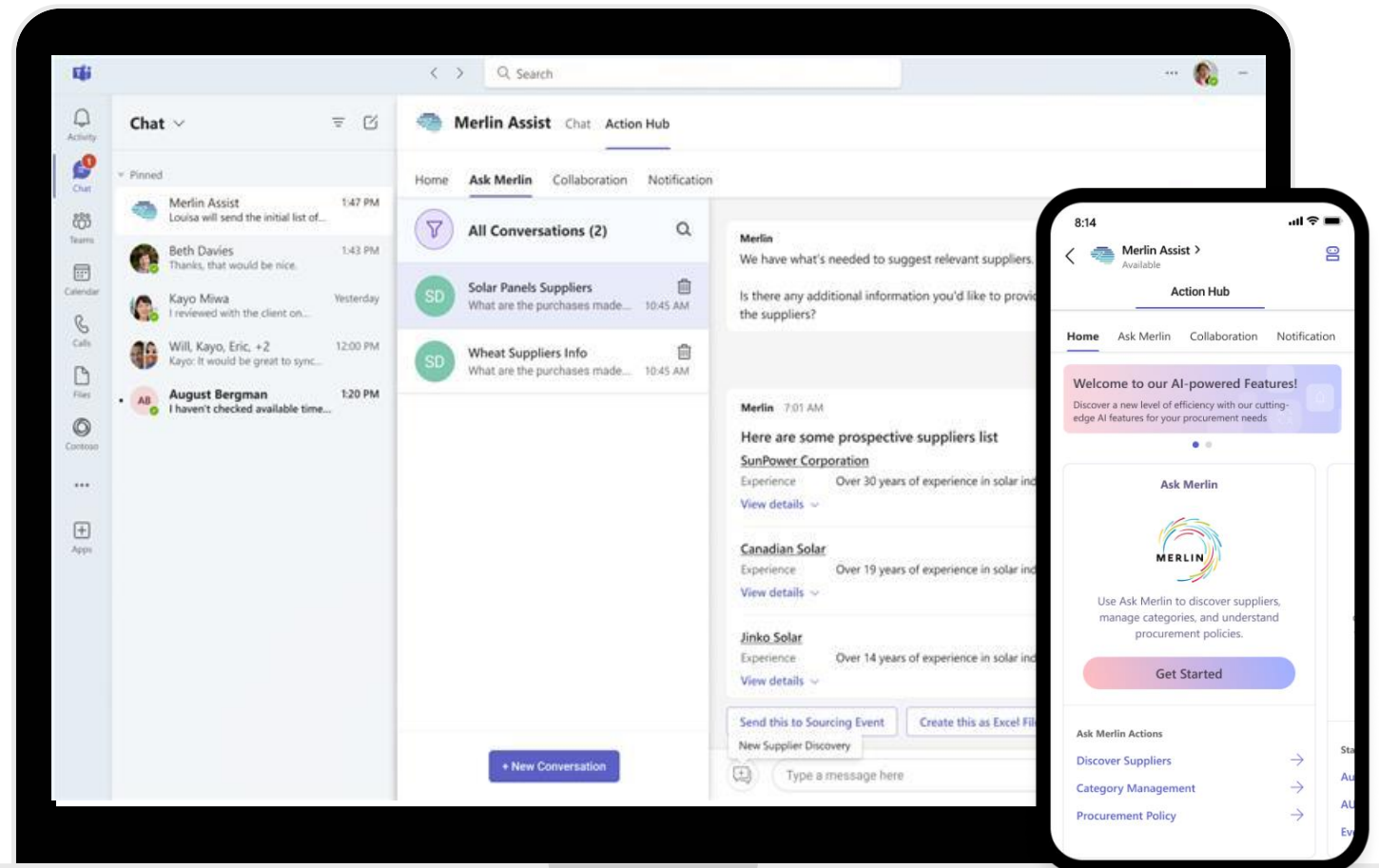
Zycus ist die weltweit erste native S2P-Plattform, die auf modernster generativer KI basiert.

Erstellen, Verfolgen
und Genehmigen
von Bedarfsanfor-
derungen in
wenigen Schritten

Artikel schnell
finden und mit
wenigen Klicks
bestellen.

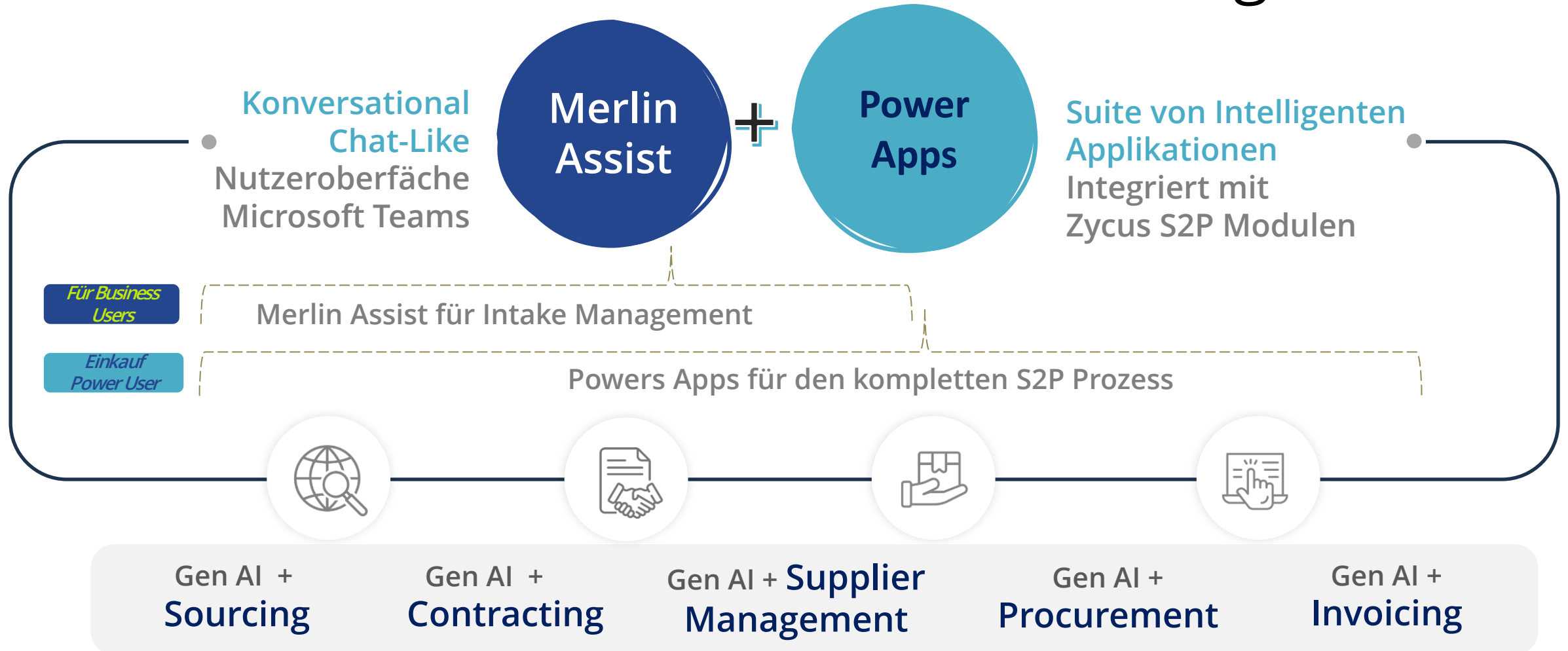
Gewährleistung
der Compliance
und hohe Anwen-
derfreundlichkeit
durch Guided
Buying

Hohe Akzeptanz
durch proaktive
Alerts, schnelle
Genehmigungen
und Collaboration



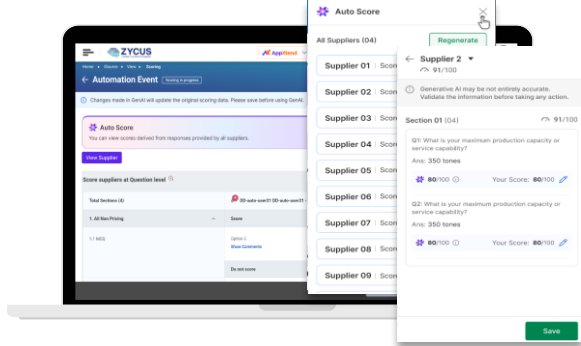
ZYCUS GEN-AI ECOSYSTEM

S2P Plattform & Chatlike Intake Management

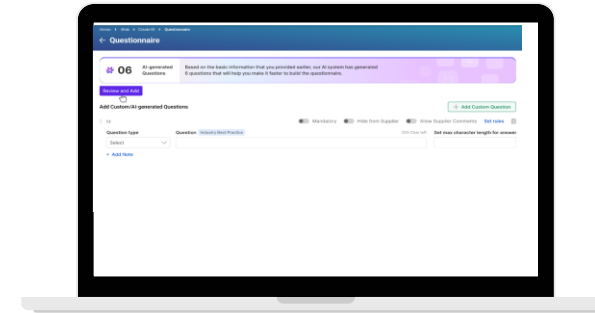


Zycus S2P Plattform

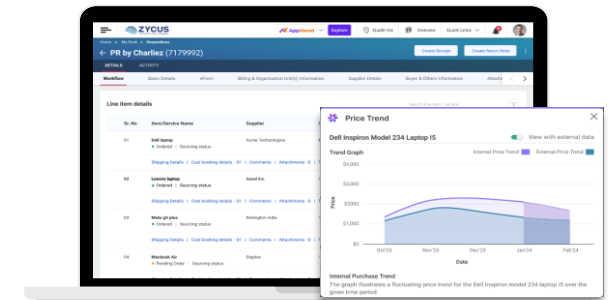
DATA-DRIVEN SUPPLIER MANAGEMENT



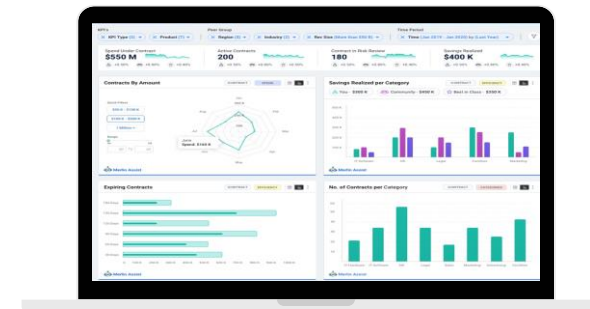
PROACTIVE RISK MITIGATION



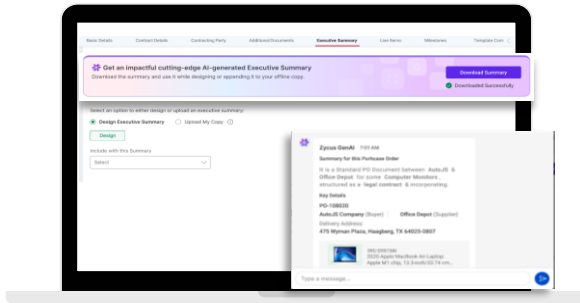
STREAMLINED PROCUREMENT & INVOICING



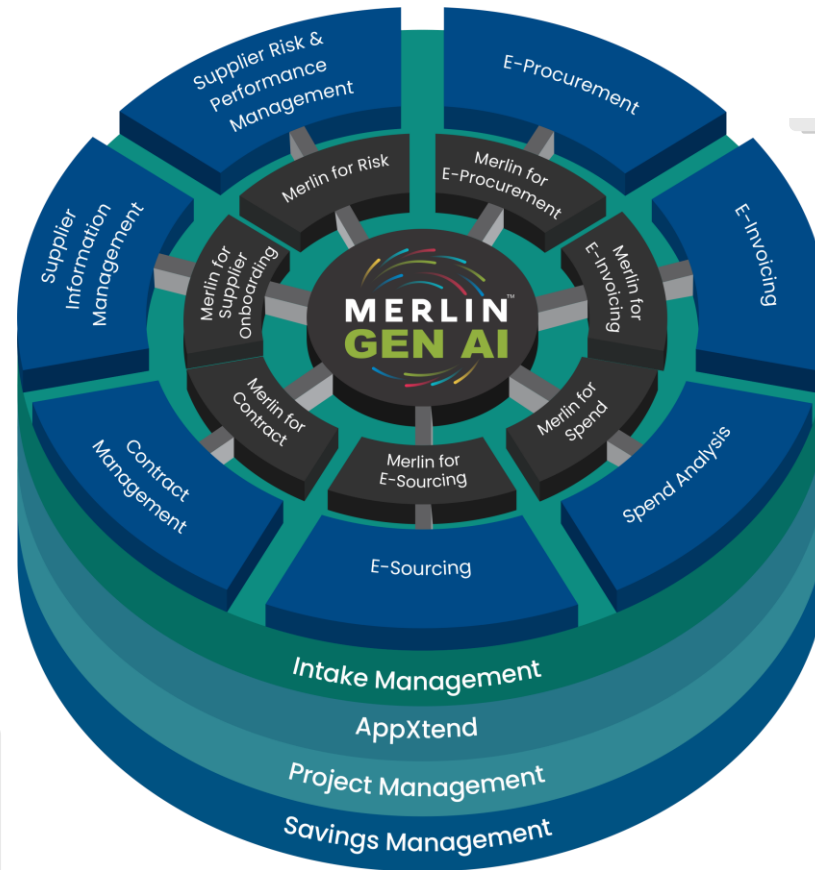
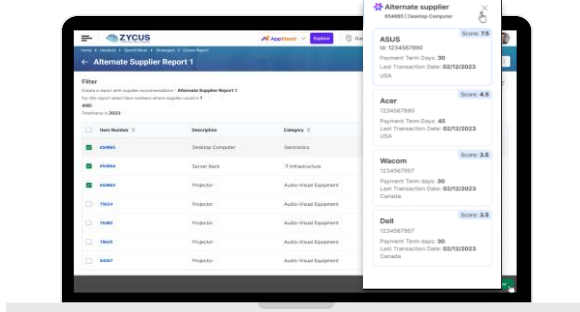
AI-INTEGRATED ANALYTICS



INTELLIGENT CONTRACTING



ZYCUS SMART SOURCING



GRENZEN DER KI IN DER BESCHAFFUNG



HOCHSICHERE ARCHITEKTUR

Plattform-Ansatz von Zycus



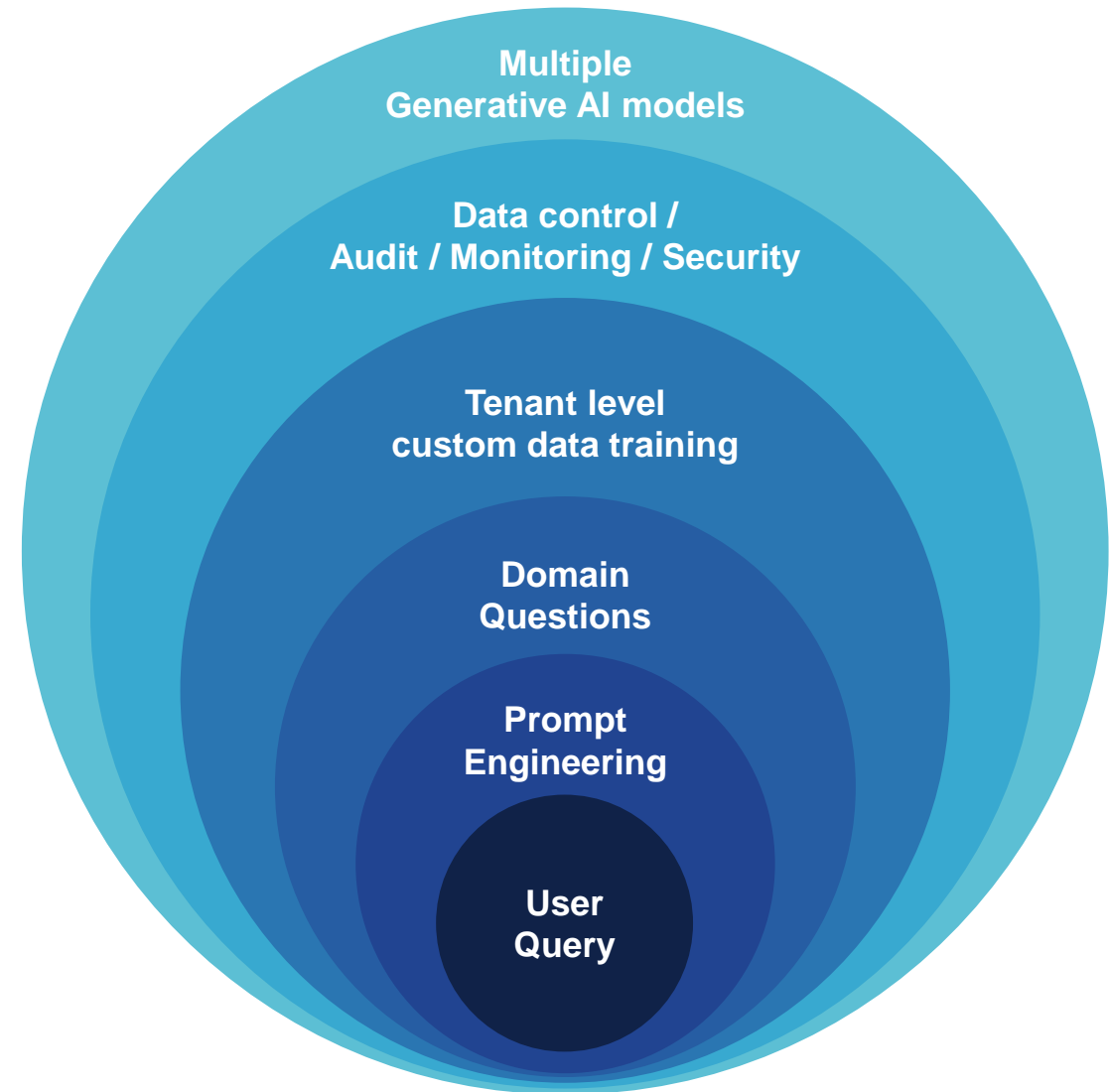
Höchste Sicherheit

Multilayer Security zur Vermeidung von Datenschutzverletzungen



AI Modell Sicherheit

Microsoft Security Engine mit individuell anpassbaren Security Layers



ZYCUS & AZURE OPENAI SICHERHEIT



- Data Geofencing

- Not all data is shared

- No data at OpenAI side

- Encryption at all time

- Customer data from any fine-tuning is not used to train the foundation AI models by Azure.

- Data is protected by the most comprehensive enterprise compliance and security controls by Azure

- Customer data stays in customer region

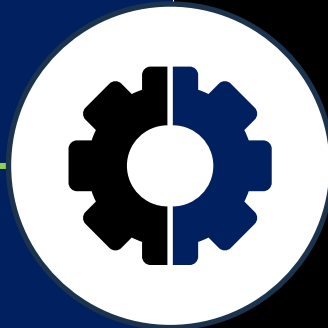
- Only certain fields require for business case will be extracted from customer data and sent to Azure OpenAI for processing

- The indexed data from the model is also stored on Zycus's Azure subscription and not at OpenAI side

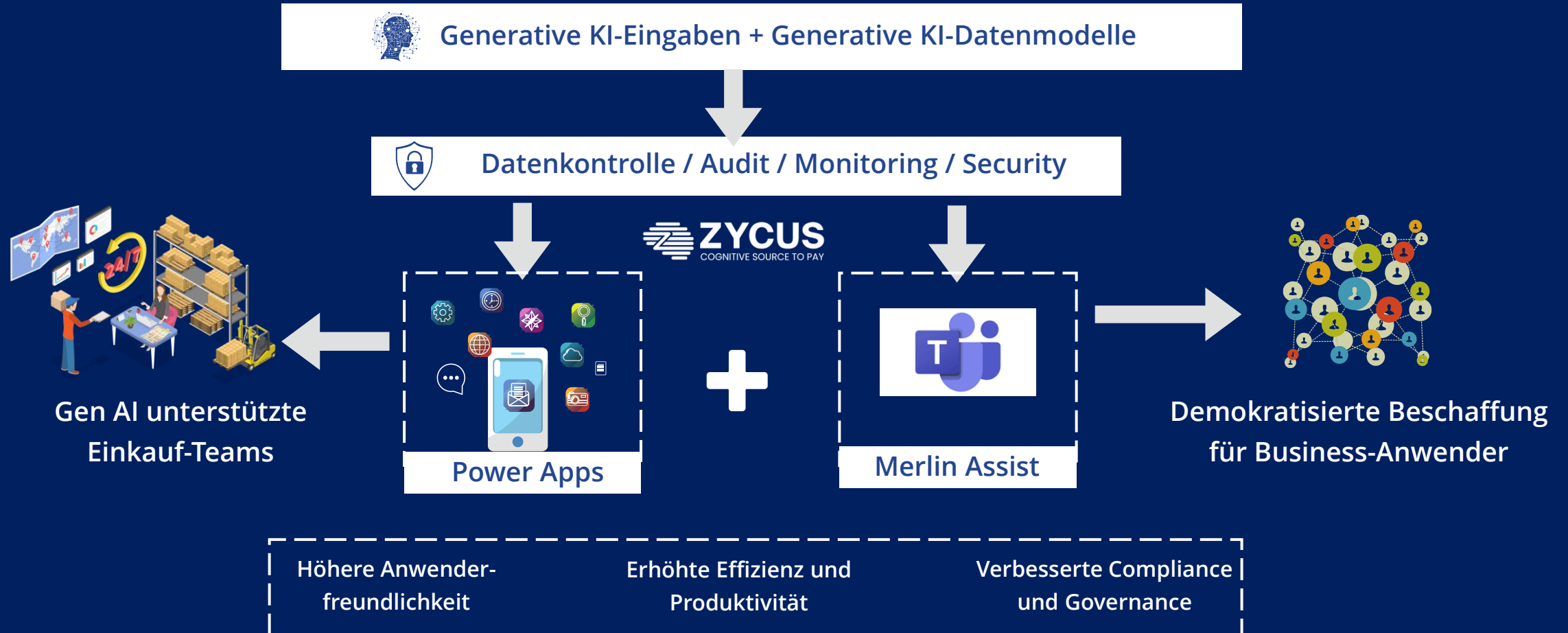
- Data is stored encrypted in Azure Subscription

- Azure OpenAI Service is provisioned in Zycus's Azure subscription. Model fine tuning stays in Zycus's Azure subscription and never moves into the foundation AI models.

- Encrypted with Zycus's Managed Keys
Private Virtual Networks, Role Based Access Control
Soc2, ISO, HIPPA, CSA STAR Compliant Azure environment



GENAI & THE FUTURE OF PROCURMENT

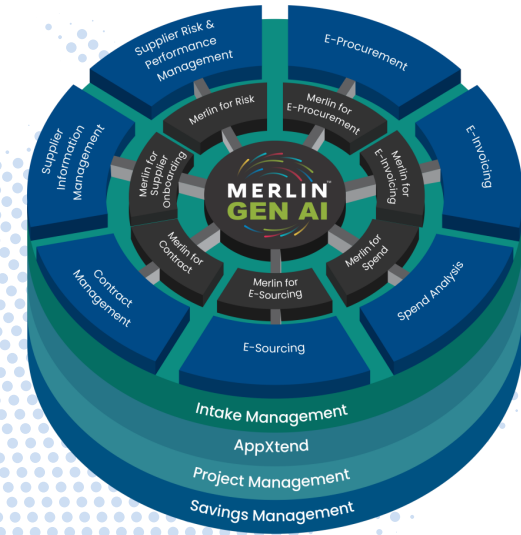


About Zycus

Umfassende organische S2P Plattform

Pionier in AI und kognitivem Einkauf

Führend in Innovation & Technologie



UNTERNEHMEN

>1.200 Mitarbeiter

350 Implementierungen weltweit

21 Vertriebslokationen

12 Niederlassungen



PRODUKT FOKUS

30 Angemeldete Patente

50% Ressourcen in R&D

Out-invested andere in der
Produktentwicklung



STABILITÄT

Year-on-year Profitabilität

Konstanter Cash Flow

20+ Jahre Schuldenfrei

Eigentümergeführt Keine Investoren



VIELEN DANK!