



Industrieforum 2025
Industrie 4.0 – Experten, Praxis, Innovation

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Chief Technology Officer
12. Mai 2020
V1.0

Business Model Transformation: Vom Produktanbieter zum strategischen Business Partner

Alle Produkte aus einer Hand!



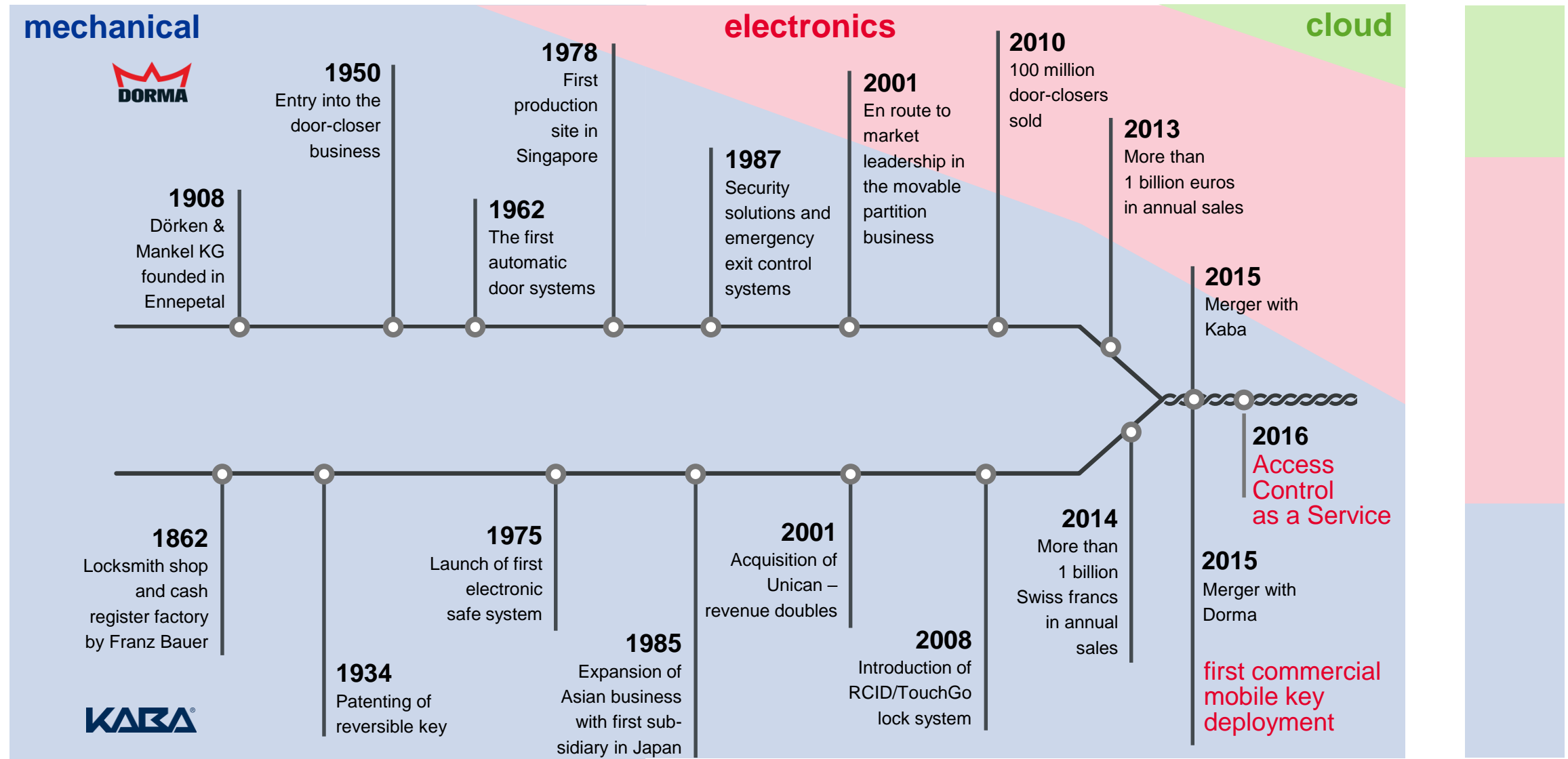


Digitale Transformation: Was ist unsere Strategie?



Milestones of a 158 year history ...

2025



Bei der digitalen Transformation unserer Branche geht es um

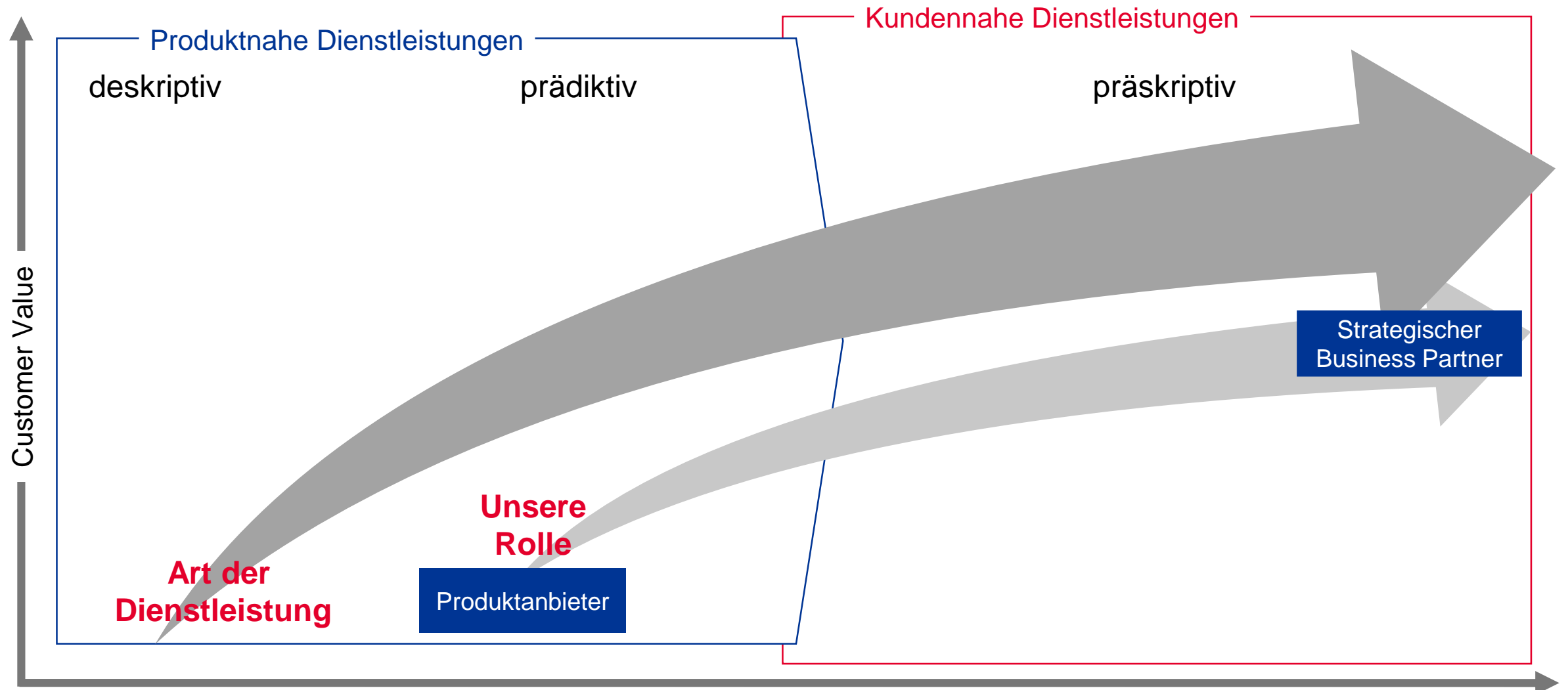
TECHNOLOGIE

Bei der digitalen Transformation unserer Branche geht es um

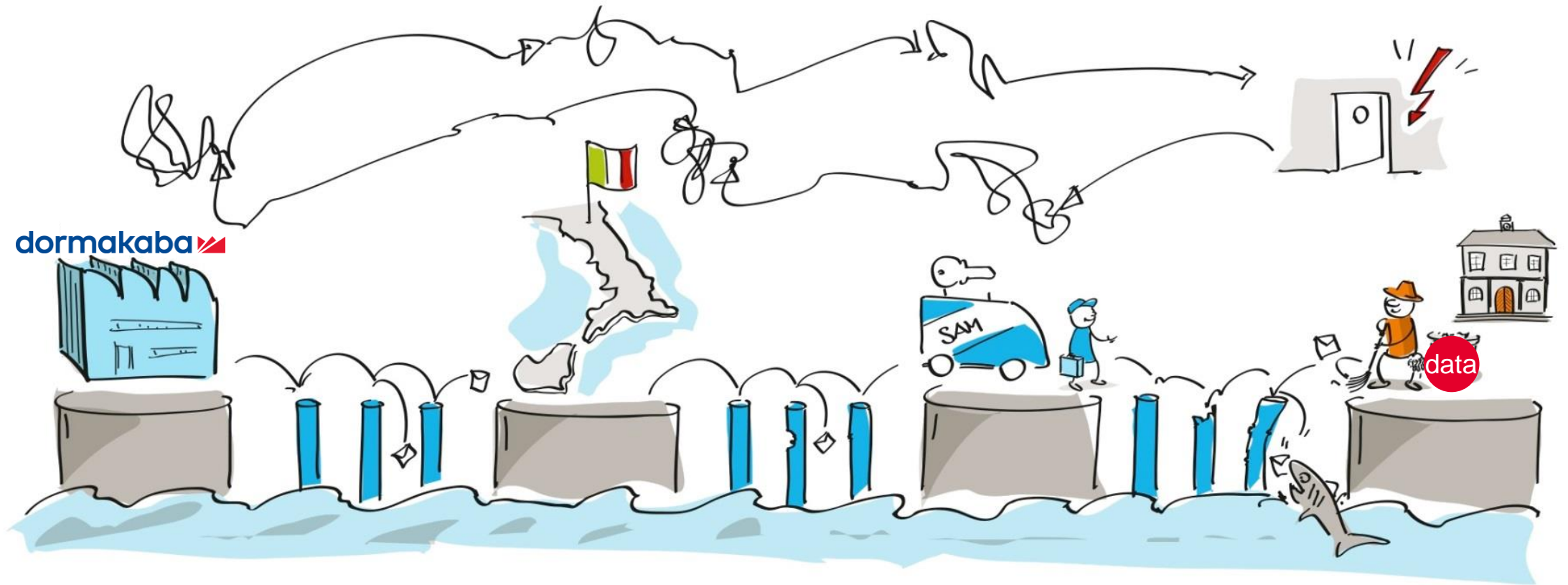
TECHNOLOGIE

GESCHÄFTSMODELL

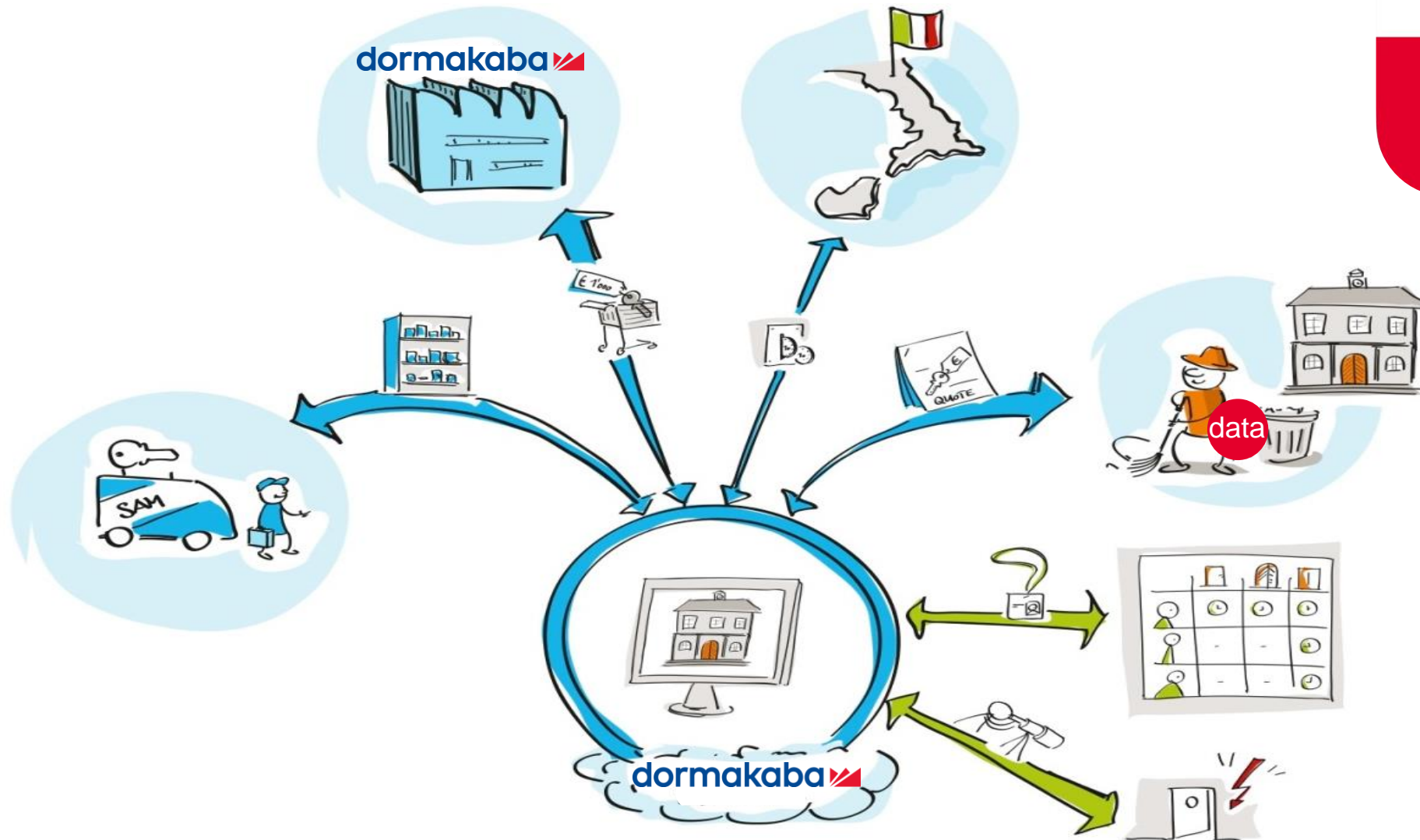
Vom Produktanbieter zum strategischen Business Partner



Pipeline Business



Vom Pipeline Business zum Platform Business!



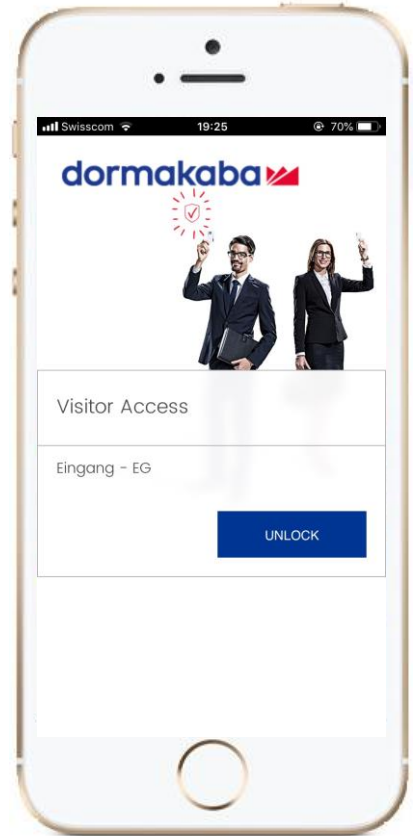
Customer Journey: for the Dealer/Partner

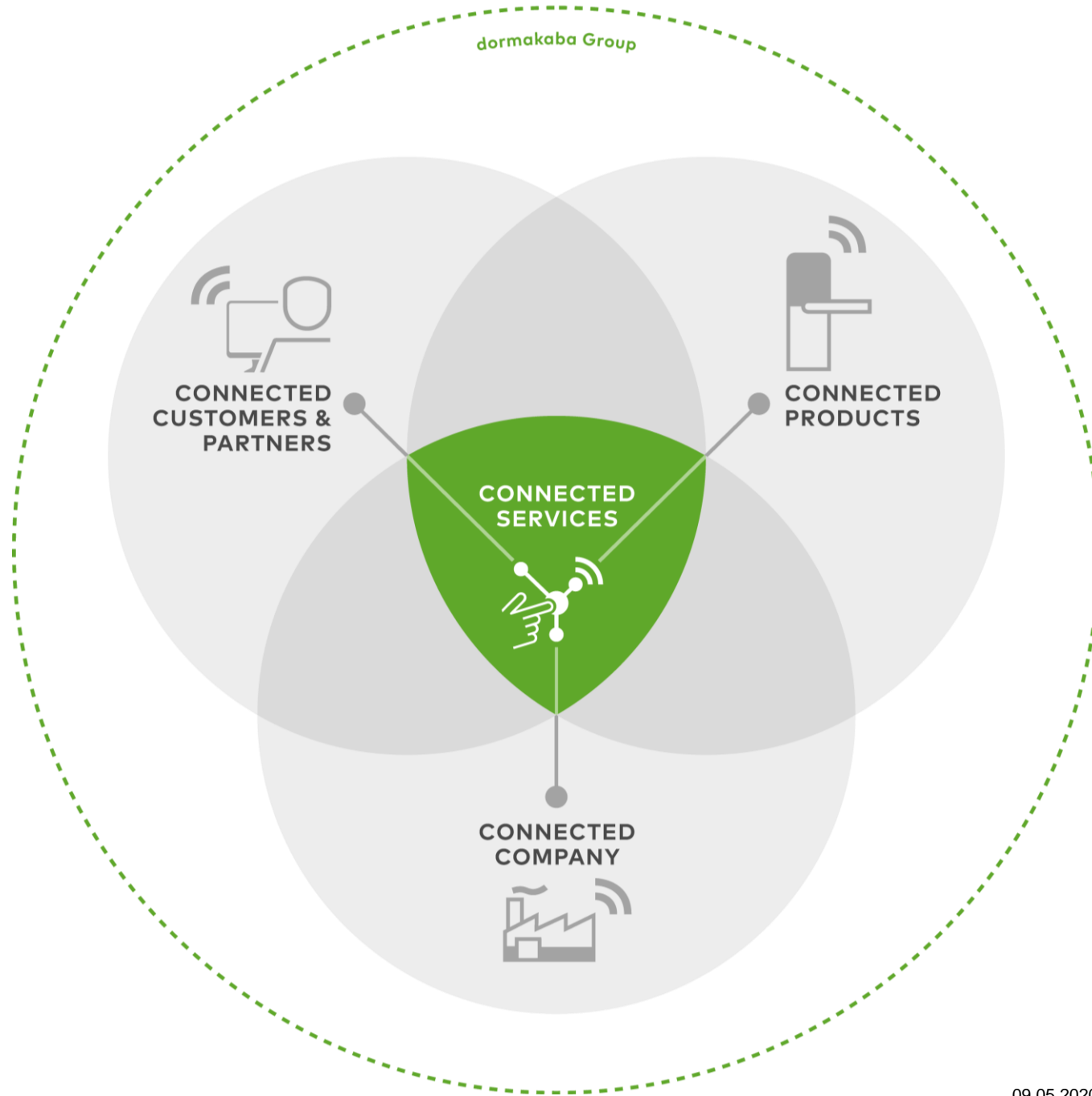


Browser window showing the Exivo web interface. The address bar displays <https://customer.exivo.io/?workspaceId=2c9044d-190f-4f1d-b433-714a7cd873a8>. The page features the Dormakaba logo and a navigation menu on the left with items: Dashboard, Persons and access, Site, and Application users. The main content area is divided into three sections:

- What would you like...:**
 - Persons and access >**: Add new person, assign media, change authorisations, administrate media.
 - Visitors >**: Temporary access for visitors.
 - Site >**: Show door properties, change access groups, change access zones, change time profiles, update firmware.
- System health:**
 - All doors connected
 - All doors are up to date
 - Battery levels OK
- Contact and support:**
 - Your contact: Andreas Haerberli
 - CREATE REQUEST** button
 - [Go to support application](#)

The footer includes a [Privacy Policy](#) link and the copyright notice © dormakaba 2018.

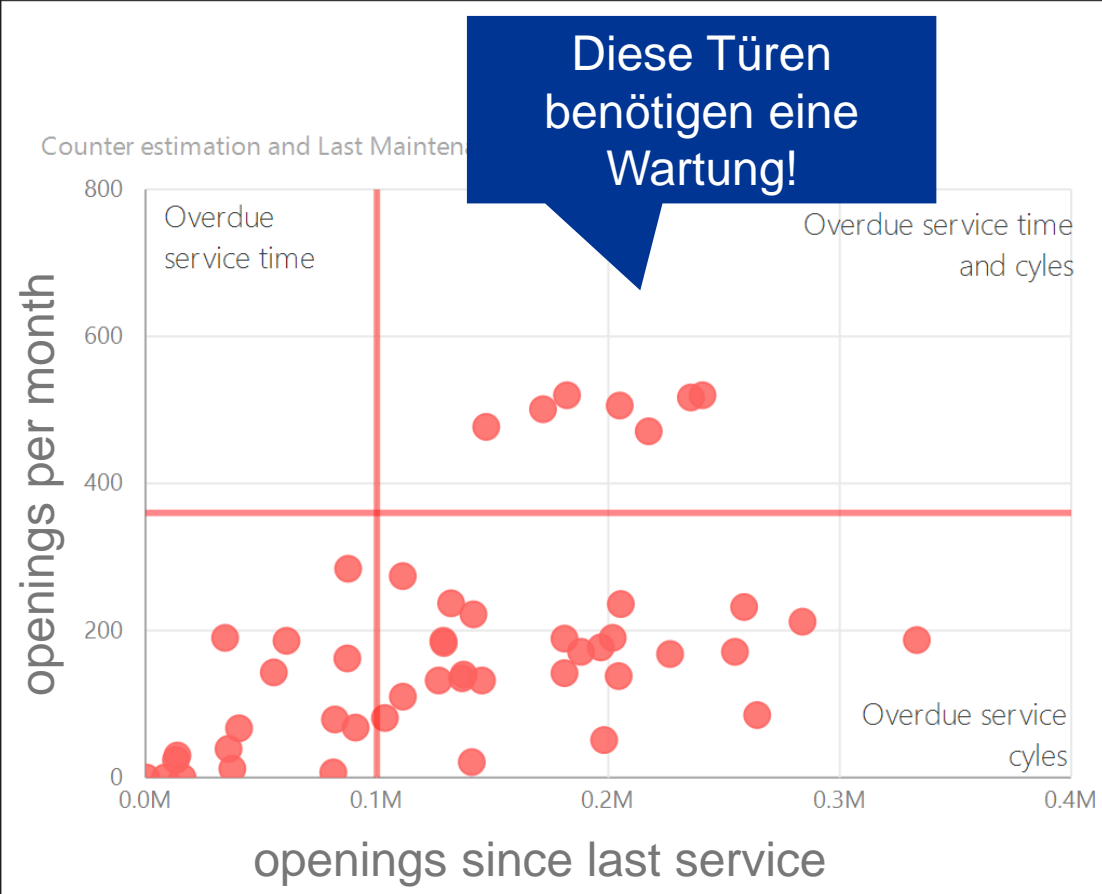




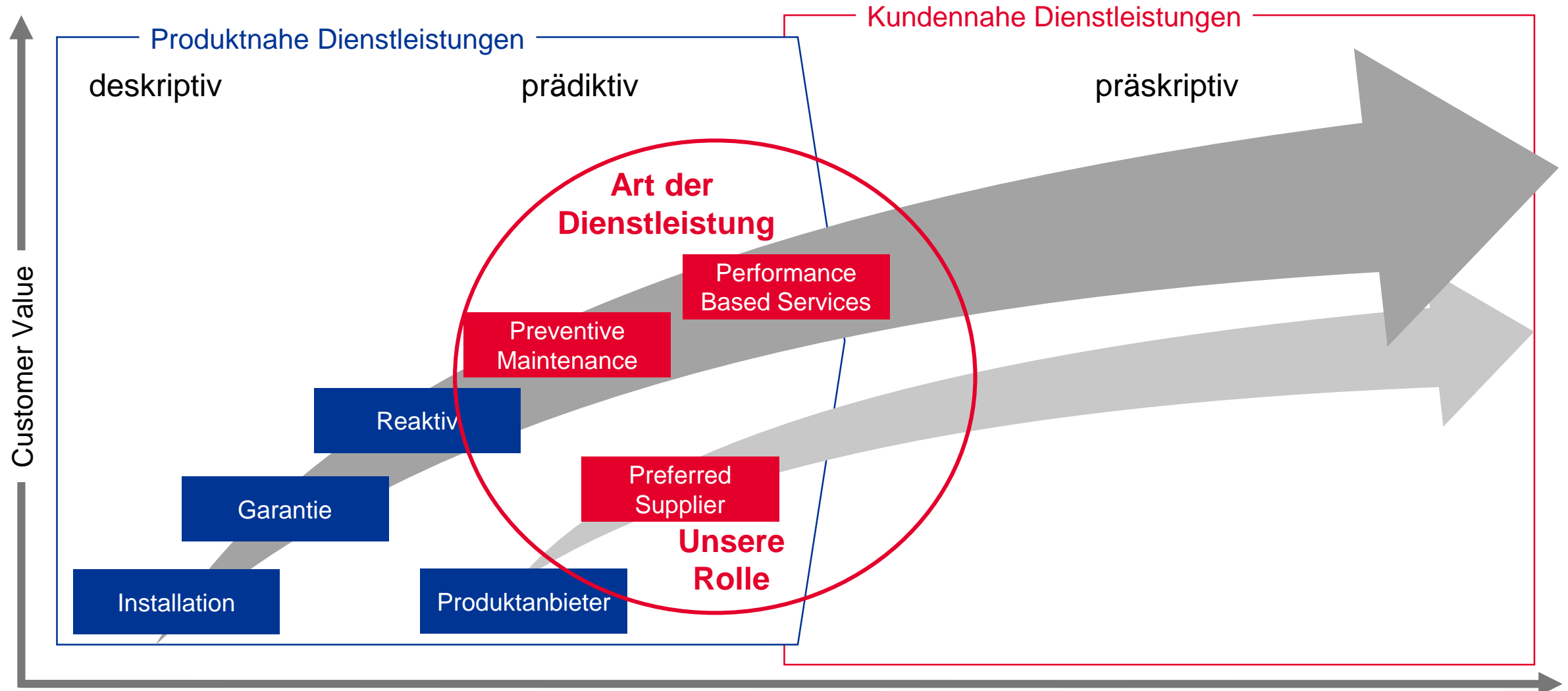
Beispiel: Automatik Türe



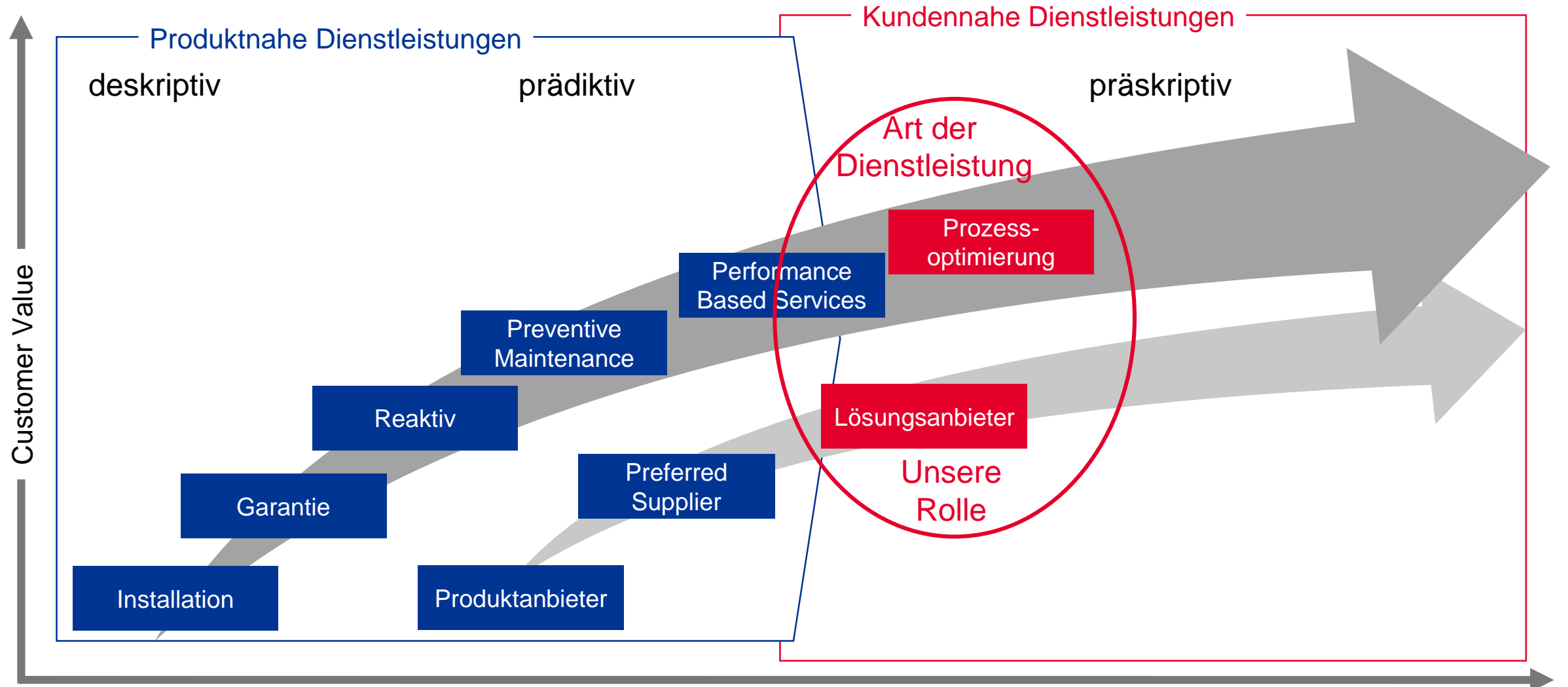
Neue Services



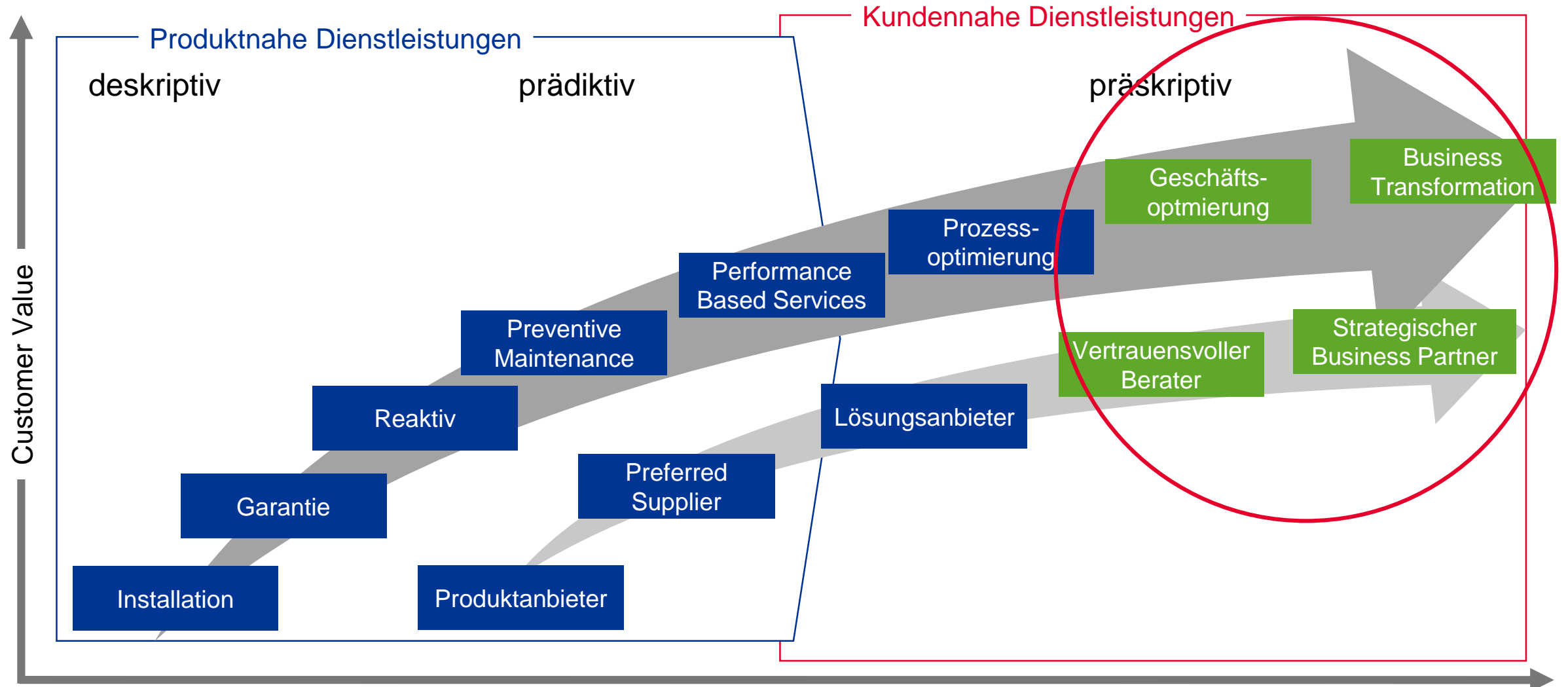
Vom Produktanbieter zum strategischen Business Partner

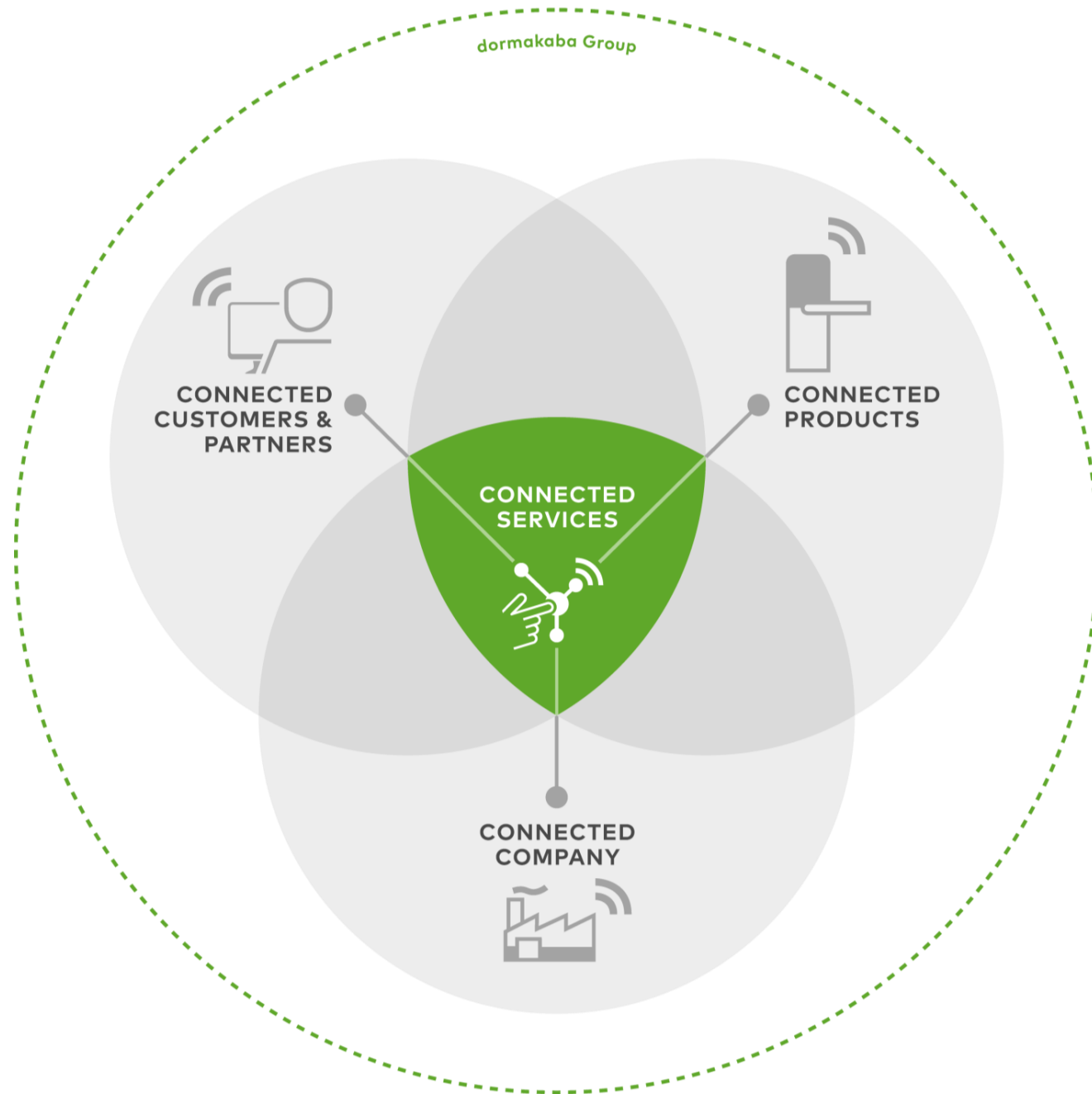


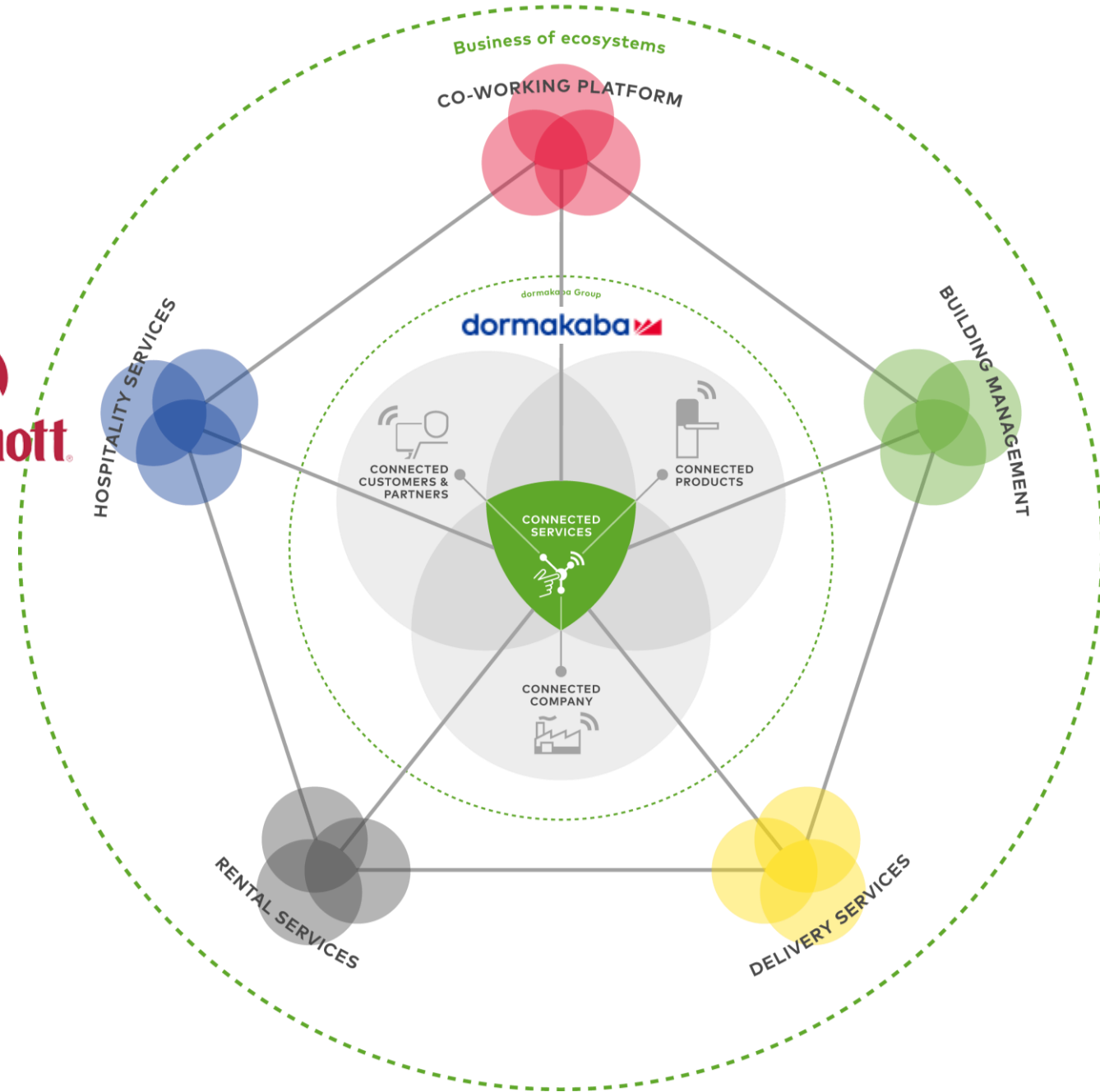
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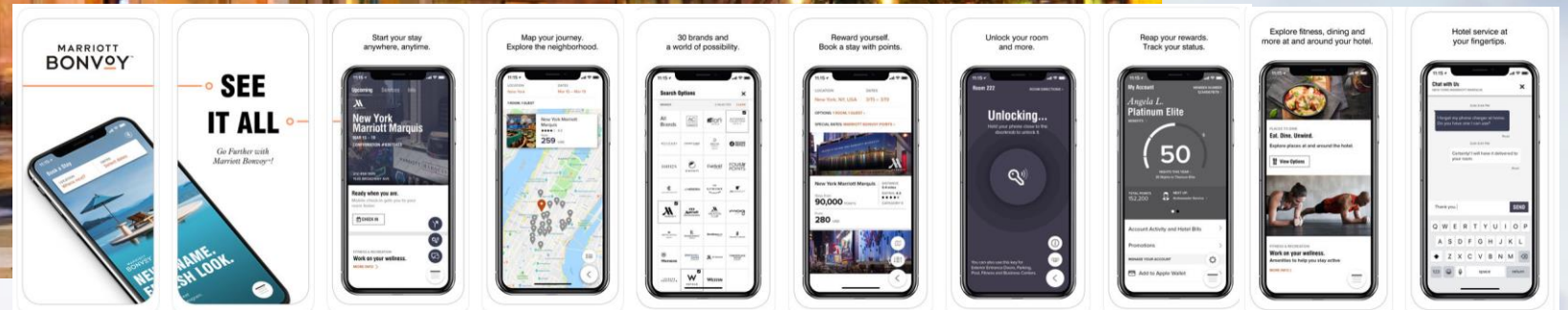
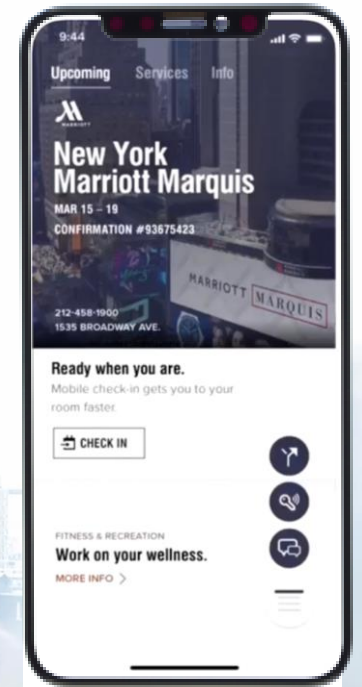
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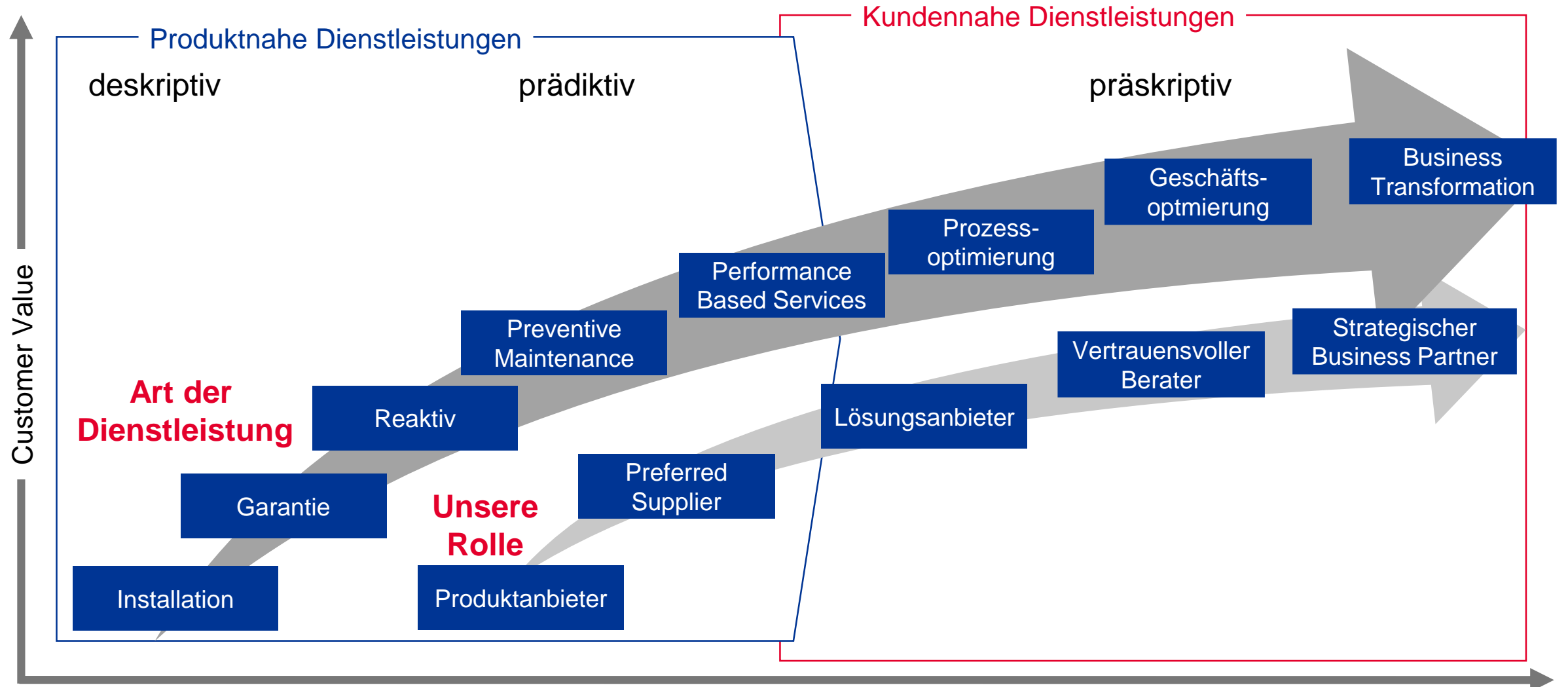




Example: ...mobile key – for increased customer loyalty



Vom Produktanbieter zum strategischen Business Partner



Zusammenfassung: Bei der digitalen Transformation unserer Branche geht es um

TECHNOLOGIE

GESCHÄFTSMODELL

KULTUR





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