



# Alfa Laval Partner Days

Alfa Laval Kolding, Denmark

June 12-13, 2018

commit  
ment  
to **win**

# Alfa Laval Partner Days

Kolding, June 12-13, 2018

- \* Global partner & end user event
- \* The annual event where the Food & Pharma industry agenda is set
- \* Technology leadership: Several new products to be launched
- \* Showing the Alfa Laval Partner values and creating a valuable network



Learn & have fun!

# Food & Pharma industry trends

- \* Global trend analyst to present consumer trends
- \* Technology & digital trends – how will they affect our industry
- \* Global end users to present their business drivers and focus on Food/(Pharma) industry trends
- \* Meet our CEO Tom Erixon

## Value blocks related to:

- Innovative new products
- Technology and competence
- Life cycle, sustainability and process optimisation
- Value programs for Alfa Laval Partners
- Alfa Laval online presence
- Supply chain focus that will improve channel performance
- Superior customer experience initiatives



# “Wall of fame”



Presenting our key partners  
in the best possible way!

# Alfa Laval Partner Days, June 12

## AGENDA

---

- 09:30** Partner Days reception opens – check in
- 10:30** Snacks and beverages
- 11:30** Alfa Laval Partner Days 2018 opens
- 11:40** Alfa Laval strategy and goals  
Presented by CEO Tom Erixon, Alfa Laval
- 12:15** Block: Technology  
Know more about concept development and product integration
- 12:45** Block: Competence  
Learn how competence creates business opportunities
- 13:15** Block: Visit our new Distribution Centre  
Supply chain optimization that brings value
- 14:00** Block: Visit the Product Display area
- 14.30** Break & networking
- 14:45** Everyone has misunderstood digitalization!  
Presentation by technology trend analyst Ashkan Fardost
- 15:45** Block: Life cycle  
Learn about our new sustainability tool and our service focus
- 16:15** New product launches: Innovative sanitary flow products will be launched
- 17:00** End of today's program – buses to the hotels
- 19:00** *Dinner (external place)*

ALFA LAVAL  
PARTNER  
DAYS



# Alfa Laval Partner Days, June 13

## AGENDA

---

- 08:00** Partner Days reception opens – check in
- 08:20** Meet your host and team members
- 08:30** Global end-user to present business drivers and industry trends
- 09:00** Award announcement
- 09:15** Block: Value programs  
Added value when channel partners supply end users
- 09:45** Block: Alfa Laval online  
Our online presence secures right information at the right time
- 10:15** Block: Visit the Product Display area
- 10:45** Break & networking
- 11:00** Block: Superior customer experience  
Our must-win-battle #1!
- 11:30** Block: Supply  
Initiatives and optimized supply chain that will benefit our customers
- 12:00** Global end user to present business drivers and industry trends
- 12:30** End of Partner Days 2018
- 12:40** Snacks & beverages – networking
- 13:30** Event area and selected blocks are open – optional presentations to attend

