



Jenoptik Business System

Dr. Stefan Traeger

Successful Companies and Corporations have an Efficient Business System





A Business System helps solving Challenges in Management and drives the right Way towards future Success.

At Jenoptik, we are implementing our Business System thoughtfully over the course of the next years.

We emphasize on training, coaching and learning.

Components of our Roll-out



2022 2023 2024 2025 2026

2022: Focus fundamental Tools and Processes

- Strategy Deployment
- Functional Excellence
- Voice of the Customer
- Kaizen

Pilot phase

- Sales Excellence
- Customer Centric Product Development
- Value Proposition based engineering
- Value selling & go-to-market

2023: Focus Customer

Pilot phase

- JDP: next level development process (post Cabrio)
- Strategic Innovation review
- Innovation runways & master prioritization
- New product initiative

2024: Focus innovation

Pilot phase

2025: Focus lean

- Hijunka
- Six Sigma
- Supplier Development
- Jidoka









How do we control and monitor Execution of the Strategy?

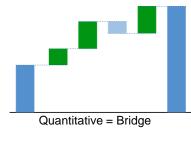


4 Years "Agenda 2025"

Long Term Strategic Goals



Growth targets break down into a roadmap (qualitative targets) on the 4 yrs path and bridge (quantitative).





Every Year

Strategic Planning



improvement

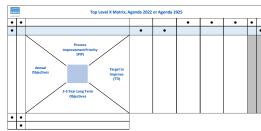
change

of

cycle

Never-ending

Long-term targets are translated into the x-matrix and broken down into yearly targets, priorities, KPIs, responsibilities, etc.



X-Matrix Agenda 2025

Monthly (maybe weekly)

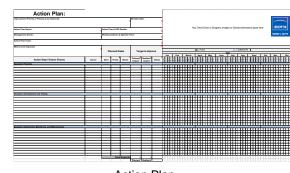
Tools; **Problem Solving Process**

Tools and Processes to plan, review, investigate, counter steer, etc.

Focus: achieve targets; accountability; involvement



Bowler Chart



Action Plan

cycle

strategy

entire

Valid for the

Qualitative = Roadmap

Populate the x-Matrix

Disclaimer



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11/30/2021 Jenoptik Capital Markets Day 2021