



prostep ivip White Paper Strategy options for the prostep ivip Association reflected in the needs and changes in the industry

> New Value Chain / Partnership

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## Dear Sir or Madam,

a range of strategic action areas in which the Association must act in order to be optimally equipped for the future.

We are convinced that the association's products and services must more closely reflect the paradigm shift brought about by the digital transformation in terms of development practices. Many industrial companies are searching for individual approaches to ways in which they can use digital tools to transform their development, manufacturing, service operations, etc. and develop new data-driven business models. Based on our observations of the context in which such companies act, we want to fine-tune our vision of the future and offer our members collaborative concepts that will help them get to grips with the digital future.

In this White Paper, we consider three of the strategic action areas, namely the association's image, its target group and area of activity, and its vision of digitalization. Based on observations of the current context and a definition of the main drivers of the digital transformation, we want to elaborate the association's vision of the future before going on to indicate the measures necessary for the realization of these aims. But we do not want to do this alone. We are constructing an extended working environment in order to enter into a dialog with key stakeholders and supporters of the association and discuss future collaboration in order to fine-tune the direction we want to take. This White Paper is intended as a basis for discussion and will be gradually extended by suggestions and ideas from external contributors. We want to promote the shared awareness which will help the association and its board set the right priorities for our future work.

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We would be delighted to have you "on board" with us and are certain that you will be able to give us valuable feedback so that we, acting as a community, can take the measures required by the digital transformation of industry.

Best regards,

pp Dr. Alain Pfouga General Manager prostep ivip e.V.