

## DESMI OptiSave & BWMS sales Seminar

### Agenda

8.30 - 09.00	Welcome		<b>Ricky Frampton</b> President, IMEA
09.00 - 09.30	DESMI OptiSave brief and commercial benefit	 	<b>Debnath Mandal</b> Sales Manager - Digitalization, Marine <b>John Nielsen</b> Key Account Manager, Marine
09.30 - 10.00	OptiSave Technical	 	<b>Debnath Mandal</b> Sales Manager - Digitalization, Marine <b>John Nielsen</b> Key Account Manager, Marine
10.00 - 10.30	Q&A		ALL
10.30 - 10.45	Short coffee break		
10.45 - 11.00	OptiSave Simulation	 	<b>Debnath Mandal</b> Sales Manager - Digitalization, Marine <b>John Nielsen</b> Key Account Manager, Marine

11.00 - 11.45	DESMI pumps		ALL
11.45 - 13.00	DESMI service	 	<b>Kim Mørk-Jacobsen</b> Area Aftersales Manager, Service Sales <b>Peter Fredborg</b> Head of Sales, Aftersales & Service Service Sales
13.00 - 14.00	Networking Lunch and 1-2-1 discussion (Time for emails and telephone)		ALL
14.00 - 15.00	1-2-1 meeting	   	<b>Debnath Mandal</b> Sales Manager - Digitalization, Marine <b>John Nielsen</b> Key Account Manager, Marine <b>Kim Mørk-Jacobsen</b> Area Aftersales Manager, Service Sales <b>Peter Fredborg</b> Head of Sales, Aftersales & Service Service Sales
15:00 - 15.15	Networking coffee and 1-2-1 discussion		
15.15 - 16.00	1-2-1 meeting		<b>Debnath Mandal</b> <b>John Nielsen</b> <b>Kim Mørk-Jacobsen</b> <b>Peter Fredborg</b>
16.00-16.15	Wrapping-up		<b>Debnath Mandal</b> Sales Manager - Digitalization, Marine