

# «Sales Continuity» durch Smart Solution Lösungen

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# Agenda

- über die Organisation
- Geschäftsauswirkungsanalyse
- Herausforderungen – B2B Verkauf
- re-enter; re-occupy; re-imagine
- und nicht vergessen...

# über die Organisation



HQ USA  
>120'000 MA  
300MA in der Schweiz  
8 Standorte in der Schweiz



F&S  
Building Management  
Building Automation  
Digital Solution (OpenBlue)



16MA  
Pfäffikon, Egerkingen, Bern,  
Brig, Meyrin, Manno  
10 Project Sales  
4 Service Sales  
4 Sales BMS, BMA, DS

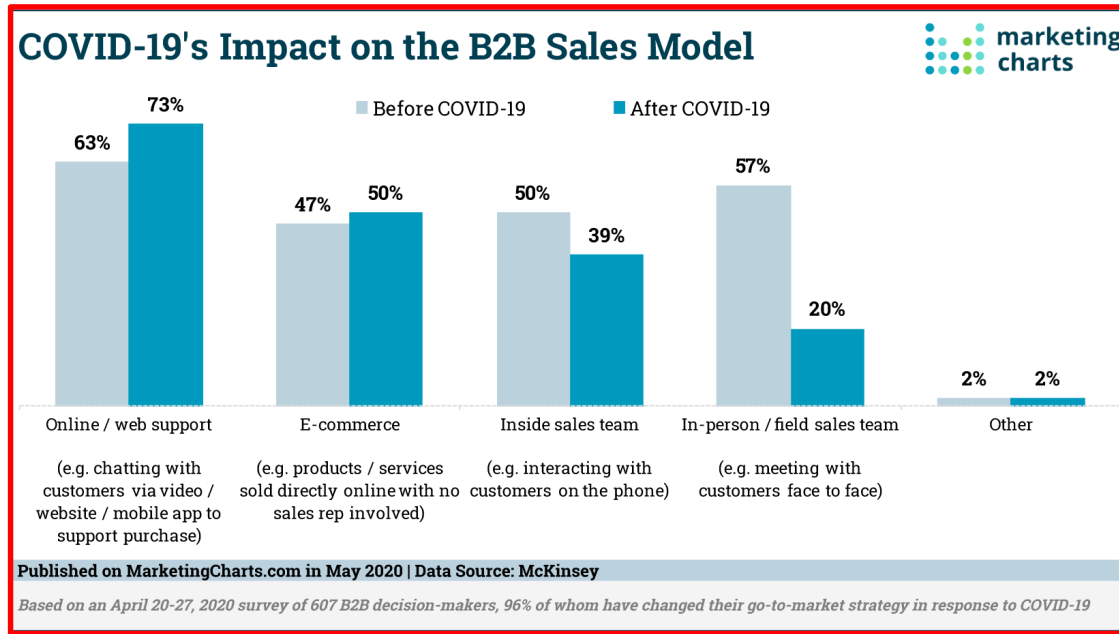
# Geschäftsauswirkungsanalyse

## Business impact analysis (BIA)

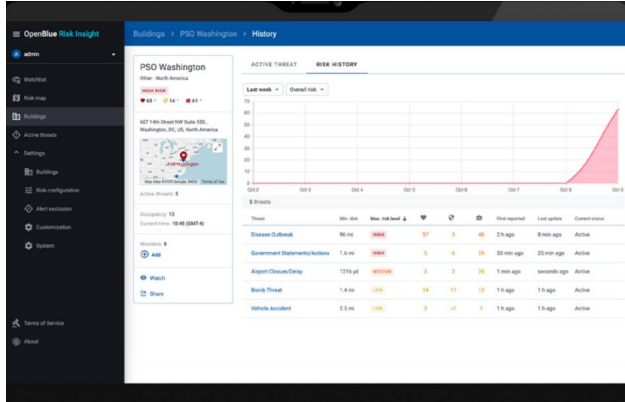
- The **Business Impact Analysis (BIA)** is a systematic, repeatable, and substantially defensible analysis that quantifies and qualifies financial, operational, service, legal/regulatory and brand impacts to the enterprise, in the event key business processes cannot be performed
- A **standard criterion** will enable all processes to evaluate impacts consistently across the company at a business process level. This is driven by the business, not technology.
- By utilizing an impact criteria in the BIA, assumptions and guesswork relating to the criticality of business processes and technology are **minimized**
  - ▶ **Recovery Time Objective**
    - ▶ < 0.5 Day
    - ▶ 0.5 – 1 Day
    - ▶ 2 – 7 Days
    - ▶ 8 – 44 Days
    - ▶ > 45 Days
  - ▶ **Impact Criteria**
    - ▶ Financial
    - ▶ Legal/Regulatory/ Compliance
    - ▶ Customer Satisfaction/Operations
    - ▶ Public Image / Stakeholder Value (Reputation)
    - ▶ Workforce

- Arbeitsplatz einrichten, Drucker, Scanner, Papier, Kuvert, Software
- Offerten erstellen, validieren und freigeben
- Bestellungen entgegennehmen, Verträge unterschreiben

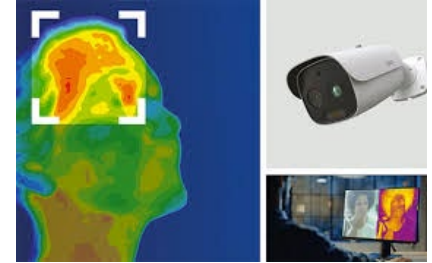
# Herausforderungen – B2B Verkauf



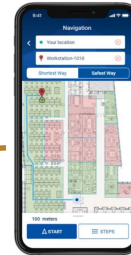
# re-enter; re-occupy; re-imagine



Morgens



Abends



# Fazit

- ⇒ **Planen – was hat bedeutet eine Pandemie für das Business**
- ⇒ **Adaptieren – Anpassungen vornehmen**
- ⇒ **Analysieren und justieren**

# und nicht vergessen...



*Kunden und Mitarbeiter schätzen virtuelles Kaffeetrinken*

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