

BSC2017 - Preliminary Agenda

Venue:

Greenfield Hotel Golf and Spa : Golf u. 4.

H-9740 Bükfürdő, Hungary (www.greenfieldhotel.net/en)

Arrival: June 20th Management Team

	Management Meeting
15:00 – open ended	Management Meeting (GM, MMT Team Vienna, CM)

Arrival: June 21st Employees

	Management Meeting
09:00 – 19:00	Management Meeting (GM, MMT Team Vienna, CM)
19:00	Dinner

Day 1, June 22th

	Morning – General Sessions
09:00 – 09:30	Welcome GM
	Introduction of our new employees / Financial Results 2016-17 and Analysis
09:30 – 11:00	Everyone´s Nightmare? – Our Opportunity!
11:00 – 11:30	Coffee Break
11:30 – 13:00	Biomedica Immunoassays / TAmiRNA
13:00 – 14:00	Lunch
14:00 – 15:45	CRM: Success Factor for Market Leadership
15:45 – 16:15	Coffee Break
16:15 – 16:30	New International Service Organisation
16:30 – 17:00	Success-Stories
17:00 – 17:45	MMT Closing Session
17:45 – 18:45	Biomedica Games / Quiz
20:00	Dinner
21:00	Biomedica Party

Morning – Group Sessions					
	IVD	LS	Vet/Food	MPR	Service & Application
09:00 – 10:30	Oncology Workshop Icebreaker & Warm up Keynote Speech Brainstorm Game	Life Science Workshop How to apply the Life Science Portfolio Introduction Group Work	Biovet Luminex/Magpix Salmonella & E. coli	Atricure What worked for me? Training update Focus on Atriclep – Success-Stories from SK, HR, CZ	Service update all countries
10:30 – 11:00	Coffee Break	Coffee Break	Coffee Break	Coffee Break	Coffee Break
11:00 – 12:30	Developing your Strategy Closing Session	Presentation Discussion	Supplier News Round Table	Mallinckrodt PreveLeak® Actual Status Exchange of Experiences Discussion: How to improve cooperation? What does Sales need from PM? What does PM need from Sales? Case studies: Examples for good & bad cooperation	Service & Application Assessment of the situation now for service and Application - Suggestions how to improve. Internal communication within each group - Suggestions how to improve. Internal communication between groups - Suggestions how to improve. External communication to and with manufacturer. What are the needs and what is covered? What needs to be improved and how?
12:30	Lunch				

Departure: June 23rd, after lunch