

Speaker Profile: Prof. Frank T. Piller

Executive Programs & Presentations for Practitioner Audiences



Frank T. Piller is a sought-after researcher, speaker, and corporate adviser in innovation management and value creation. He is a **professor of technology and innovation management at RWTH Aachen University**, Germany, one of Europe's leading institutes of technology. He also is a **co-founder of the MIT Smart Customization Group**, Massachusetts Institute of Technology.

Prof. Piller's recent research focuses on the need of established corporations to deal with **disruptive business model innovations** and supporting organizational structures and cultures, especially in the age of **Industrie 4.0, Digital Transformation**, and the **Internet of Things**. As the intellectual leader of the largest German cross-industry network on "**Business Model Innovation for Industrie 4.0**", an initiative of more than 40 companies organized by VDI, he is involved in **drafting the digital agenda** of many German world market & technology leaders.

Frequently quoted in *The New York Times*, *The Economist*, and *Business Week*, amongst others, Prof. Piller is regarded as one of the world's leading **experts on developing innovative business models for mass customization and personalization**. His group at RWTH Aachen is considered to be one of the globally leading research centers for **open innovation and customer co-creation**, acknowledged, for example, by a finalist nomination for the "*Innovating Innovation*" Award by Harvard Business Review and McKinsey for their work on implementing open innovation or the *Global Co-Creation Award* by PDMA (the largest professional association for product and service development).

Based on his strong background of rigor and relevant research, Frank Piller is an **acclaimed speaker** at management conferences and in executive education programs around the world. His presentations and keynotes are frequently evaluated as "best of show". He has delivered customized executive classes for many Global1000 companies and innovative startups alike.

Frank Piller is a very enthusiastic and knowledgeable speaker with eye opening views on effective open innovation practices.

Dick van Beelen, Director Innovation Alliances, AkzoNobel NV

In a seminar with 100 BASF researchers, Frank Piller facilitated the topic of customer centric innovation in a very exciting way, generating truly new insights. Several follow-up projects had lasting impact on our innovation landscape.

Michael-Georg Schmidt, Director Innovation Excellence, BASF SE

Academic depth combined with very practical advice. Highly interactive teaching style, creating tangible innovation for our business model.

Jamie Wilkie, Senior Director Innovation, FUJITSU Technology Solutions

Strongly recommended! Plenty of case studies and practitioners' insight also demonstrate what did NOT work in the past.

Tobias Spriegel, Manager, New Business Innovation, TRUMPF

Prof. Piller is an exceptional expert who provides deep insight and exciting stories on Open Innovation.

Dr. Thomas Lackner, Director Open Innovation, Siemens AG

More information and video samples of Prof. Piller's talks at

frankpiller.com/innovation-keynote-speaker

Presentations and Executive Trainings

Keynote topics for 2017 (in English or German language)*

- **Leading Industrie 4.0:** What are the core leadership issues of managing digital business models and digital manufacturing, and how to address them
- **Innovation in the Age of Smart Products & Services: How to profit from Industrie 4.0 and the Industrial Internet of Things** – An overview of innovative digitalization-based business models and how our innovation system needs to adapt to benefit from these opportunities
- **A Culture for Open Innovation & Customer Co-Creation** – How to create readiness for open innovation to benefit from input and knowledge from your firm's periphery.
- **Cracking the Code of Mass Customization** – How to turn heterogeneity of customer demand into an extraordinary profit opportunity by creating a set of dedicated strategic capabilities.
- **The Maker Economy: How 3D Printing and Open Source Hardware challenge and facilitate your corporate innovation management** – What is behind the recent buzz of 3D printing and open source hardware? How can your company benefit from these trends? What are the key challenges?
- **Business Model Innovation: Creating a systematic process for growth** – Successful business model generation in established companies is not luck or trial-and-error, but can be planned and executed.

* The recommended format for these topics is a **40-75 min presentation**. All themes can also be extended into a longer talk or delivered in a more **interactive workshop format**. Also, talks can be **customized to meet the demands of a specific industry** or cultural environment.



© Keynote Prof. Dr. Frank T. Piller

Sample video presentations (more video references via frankpiller.com)

- >> **Digital Disruption & Innovation:** <http://tinyurl.com/piller-inno> (in German)
 - >> **Business Model Innovation für Industrie 4.0:** <http://tinyurl.com/piller40> (in German)
 - >> **Open Innovation Readiness:** <http://tinyurl.com/piller-oi> (in English)
-

Selection of recent keynote presentations of Frank Piller

- **Managing Disruptive Innovation & Change: How we discover it, how we react on it, how we implement change.** Opening Keynote of the FISITA World Automotive Summit, London.
- **Business Model Innovation for Industry 4.0,** Opening Keynote, VDI Summit Industry 4.0., Düsseldorf
- **The Next Generation of Mass Customization.** Opening Keynote at the MCPC Conference, Montreal
- **Innovation in der zweiten Hälfte des Schachbretts,** Festvortrag des Hamburg Innovation Summit
- **The Maker Economy,** Closing Keynote at the FEI Europe Conferences
- **The Future of Open Innovation,** Opening Keynote, Innovationskongress Villach.
- **Additive Manufacturing and 3D-Printing: Strategic Opportunities, Business Models, and Challenges of Implementation,** Keynote at the International Conference on Turbomachinery, Aachen
- **Creating Value with Customer Co-Creation,** Opening Keynote at the Fidelity Investment Open Seminar on Co-Creation, Fidelity Center for Applied Technology, Boston
- **Open Innovation: Enhancing the Productivity of R&D.** Keynote at the Akzo Nobel Science Awards, Amsterdam, (hosted by the Akzo Nobel Executive Board).
- **The MC 500: Best practices and success factors of the leading 500 companies in mass customization,** Keynote at the MCPC Conference hosted by UC Berkeley

Examples of Corporate Executive Programs (customized, in-house)

- **Innovation in the Age of Industrie 4.0 and Digital Transformation**. Input for Corporate Strategy Meetings (0,5-1 day), delivered recently, for example, to: *Johnson&Johnson, Freudenberg, Gettinge Group, Procter&Gamble, Swarovski Optik, Unilever, Wilo ...*
- **Profiting from Mass Customization**. 1 to 2-Day Executive Program (sometimes including organization of field trips and life case studies). Delivered recently, for example, to: *Procter&Gamble, Swarovski, Johnson&Johnson, Beiersdorf (Nivea), Société Générale, NOKIA, Adidas, Philips ...*
- **Business Model Innovation**. 1 to 2-Day Executive Program (also available as an official RWTH Certificate Executive Program). Delivered recently, for example, to: *Deutsche Bank, BMW, Ericsson, Trumpf, PFI Austria, Maschinenfabrik Rheinhausen, WEKA Media, Union Investment ...*
- **The Smart Factory of the Future**. 3-Day Executive Program to create a strategic agenda for Industrie 4.0, Digital Transformation, and the Factory of the Future. Offered in cooperation with *The Leadership Network* to organizations like *Airbus, BMW, HP, Hugo Boss, NokiaNetworks, Tesla, Unilever, Schneider, Siemens, Volvo, ...*
- **Open Innovation & Co-Creation Readiness: Creating an Agenda for Action**. 1 to 3-Day Executive Workshop for the Innovation Leadership Team. Delivered recently, for example, to *The Leadership Network, Philipps, BASF, Bayer, Giesecke & Devrient, Procter&Gamble, 3M, Boston Scientific, Akzo Nobel, Union Investment, ...*
- **European Open Innovation Consortium**, Leader of Corporate Executive Coaching Series for a group of 10 global OI pioneers, including *Evonik, Grundfos, Iveco, Mondeléz, Pfizer, Philips, Reckitt-Benckiser, Sanofi and Unilever*
- **ExxonMobil College Days**, Compact training and incentive program delivered to more than 1500 junior and senior managers in *ExxonMobil's* South American Service Centers, 2014.
- **Principles of Innovation and Technology Management**. Flexible, modular Executive Program of 3-5 days. Delivered recently, for example, to
 - **The apetito Innovation Day**. 1-Day leadership event to establish an innovation management function at one of Europe's leading catering & food processing company.
 - **Rheinmetall**, 2-Day Basic Training in Innovation Management as part of Executive Training Program.
 - **Bayer Healthcare Leadership Strategy Seminar**: Managing the Innovation Challenge.
 - **WolterKluvers**, Course Head and Lead Instructor for 8-Day Innovation Management Training for innovation champions across all divisions, Germany.
 - **Vodafone** Innovation Basics, 6-day Training Program for Technical Leaders.
 - **BASF Innovation Day** on Managing the Frontend of Innovation.
 - **Getinge Medical Technologies**: Two-Day Program on Open and Customer-Centric Innovation for Top15-Leadership Team (in cooperation with **Harvard Business School**)

Client list (Executive Education and Inhouse Workshops)

3M	Ford Motor Company	MetaDesign
A.T. Kearney	Frankfurt TradeFair / Euromold	Mondi Group
Adidas	Fraunhofer Gesellschaft	NEC
ADG	Freightliner / Daimler	Nokia
Akzo Nobel	Freudenberg S.E.	Oetker Group
Allianz S.E.	Fujitsu-Siemens-Computers	Otto Group
Autodesk	Getinge Group	PFI Austria
Baur Mail Order	General Electric (GE)	Procter&Gamble
BASF	Giesecke & Devrient	RegioIT
Bayer	Gruenenthal Pharma	Rheinmetal
BBDO Germany	Henkel	SAP
Beiersdorf (Nivea)	IBM	Siemens
Bene	IMA AG	Société Générale
BMW Group	Implement	Spreadshirt
BoschSiemens Hausgeräte (BSH)	Infineon	Steelcase
BostonScientific	ISPO Trade Show	Swarovski
BrandSquare	Johnson & Johnson	Telekom Austria
BrooksBrothers	Johnson Controls	TMD Friction / Nisshinbo Group
Carl Zeiss	Kaercher	The Leadership Network
Cewe Color	Kienbaum	Thyssen Krupp
Cognis	Kimberley Clark	Truepoint
Cologne Trade Fair	KIINKO Real Estate	UniPlan
Daimler	Kostal	Union Investment
Degussa	Lanxess	VDI Forum
Deutsche Telekom	Lectra	Verlag modern industrie
Deutsche Bank	Lego	Virtual Identity
Douglas Holding	Lindt & Sprüngli	Vodafone
Dutch group B.V.	Macromedia	Volvo
ERGO Versicherungsgruppe	Maquet	Webasto
Euroforum GmbH	Materialise	WEKA Media
ExxonMobil	Masterfoods	Weimann Medical Devices
FAG	Maschinenfabrik Rheinhausen	Wilo
Festo	Melitta / Swirl	Zazzle
Fidelity Investment	Mettler Toledo	

More Feedback on Frank Piller's Presentations

"On behalf of the organizing team and executive sponsors, I am sharing our appreciation for your keynote at our ExxonMobile Training Day. 100% excellent/good feedback wouldn't be achieved without your knowledge, commitment, and engagement to this innovative training concept."

Vinit Verma, Manager, Research and Engineering IT, ExxonMobil

"We are most appreciative for the great sessions, your flexibility, and willingness to make this a unique experience. You have done an incredible work to make sure we over-deliver on the expectations of our leadership team."

Lada Kecman, Vice President, Johnson & Johnson Execution Systems

"Thank you so very much for a fantastic keynote presentation at Fidelity investment. My colleagues at the Center have hurriedly been goggling for some of your previous slides and lectures on open innovation and you have obviously lit a fire amongst my colleagues who attended your presentation."

Prof. Robert DeFillippi, Director of Center for Innovation and Change Leadership, Boston, MA

"Thank you very much for your superb presentation and valuable contribution to our Corporate Management Meeting. The overall feedback from our audience was excellent. We were all highly impressed by the strong initiative, dedication and passion that was noticeable throughout your part."

Heinz Jacqui, CEO, Maquet Medical Systems, Germany

"I want to express my complete contentment and enthusiasm about your [Open Innovation] Masterclass in London this week. Very very useful! You are a great teacher!"

Dr. Mercedes Crego Calama, Head Open Innovation Europe, Philips Lighting Sector, Netherlands

"Your input on Industrie 4.0 to our global strategy conference was a real pleasure. The input was very thought provoking and has generated a lot of discussion."

Kevin Whitehead, Senior Director Global Make S&D, Johnson & Johnson Consumer Companies

"On behalf of BrandSquare (and myself), I want to thank you for an EXCELLENT Live Session! Your presentation was very engaging, which was obvious by the amount of questions you had. You gave wonderful examples that added to the principles, and I speak for myself and the others in my company that it was truly an informative presentation."

Jenna Fletcher, Brandsquare / Symmetri Marketing Group, LLC

"We could have saved one year of project work if we would have scheduled your [mass customization] workshop earlier. Thanks a lot for challenging us in such an engaged and at the same time entertaining way."

Dr. Stefan Biel, Practice Leader, Beiersdorf AG

"Thanks for being with us yesterday in our ANNI meeting and sharing with us your thoughts and experiences around OI. It was indeed a very good outside view, from which we as a company can and will take benefits. Especially the topics around OI readiness and absorptive capacity as well as the lead user concept have given plenty of food for thought!"

Dick van Beelen, Director Open Innovation, AkzoNobel NV

"I truly enjoyed your presentation today at Fidelity. Your insights were useful and very inspiring to me."

Dr. Natalija Jovanovic, Fidelity Investment, Boston

"Very positive delegate feedback from your keynote last night, Frank. A compelling evaluation of market disruption! "

Via Twitter by Chris Mason (@CMasonFISITA), Chief Executive Officer at FISITA, the international body for the automotive engineering profession

"Great! speech tonight @ the FISITA summit. Really pleased to have you join us!"

Via Twitter by Paul Mascarenas (@pmascare), CTO, Ford Motors Company

"I sincerely appreciate your willingness to serve as our keynote speaker. Everyone I spoke with at the conference was very pleased, even impressed, with your presentation. The day could not have gone much better, thanks to you."

Terry Wohlers, CEO, Wohlers Associates, Inc.

"Ganz herzlichen Dank für den tollen Vortrag, der unsere Veranstaltung sehr bereichert hat. Bei der Durchsicht unserer Feedbackbögen habe ich für Sie nur Top-Noten gesehen und unseren CEO, Dr. Hiesinger, habe ich selten so begeistert gesehen."

Dirk Bartels, Corporate Center Technology, ThyssenKrupp AG

"Ganz herzlichen Dank für den exzellenten Vortrag -- alle Kollegen waren durch die Bank weg sehr beeindruckt. Das Ziel 'wachrütteln, anregen und über den Tellerrand schauen' haben wir voll erreicht!"

Dr. Silke Wagener, Head of Corporate New Business, Freudenberg New Technologies SE & Co. KG

"Ihr Vortrag bei BMW Design war nicht nur ein richtiger „Eye-Opener“, sondern dank Ihrer brillanten Vortragsweise auch ein großes Vergnügen!"

Guido Stoschek, Manager Production Network, BMW Group

"Danke für Ihren wirklich großartigen Vortrag. Mir gefällt vor allem immer Ihre Kombination aus fachlicher Kompetenz und unterschwelligem Humor! Das ist unnachahmlich!"

Prof. Dr. Peter Witt, Lehrstuhl für Technologie- & Innovationsmgmt., Bergische Universität Wuppertal

"I am really grateful to have been able to participate [at the open innovation seminar]. Prof. Piller is such an exciting and insightful person. The theme of his presentation gave me many new thoughts and ideas that I will share with my colleagues. I am sure we will have large use of this knowledge!"

Ulf Sundström, Vice President Sales & Business Development, Scienta Systems AB, Sweden

"Danke für den hervorragenden Vortrag auf dem Technology Forum der ThyssenKrupp AG. Es war wirklich ein Erlebnis! Ich habe selten solch einen inspirierenden Vortrag gehört."

Jörg Steins, Geschäftsführer, ThyssenKrupp Federn und Stabilisatoren GmbH

"Herzlichen Dank für Ihren inspirierenden und inhaltlich brillanten Vortrag in unserem Innovation Circle. Von den Teilnehmern habe ich nur begeistertes Feedback erhalten."

Dr. Axel Schulz, Senior Vice President, Vodafone Deutschland

"Ich möchte mich ganz herzlich für Ihren Input zu unserer Veranstaltung „Shaping the Future: 3D Printing Symposium“ bedanken. Ihr Beitrag hat wesentlich zum großen Erfolg der Veranstaltung, insbesondere bei der Elaboration der Geschäftsmodellalternativen, beigetragen und wurde, wie aus dem erhaltenen Feedback deutlich hervorgeht, von den Teilnehmern in höchstem Maße wertgeschätzt."

Markus Heinen, Partner, Ernst & Young

"Sie haben mich am KVD Kongress mit Ihrem Vortrag sehr begeistert! Ich höre viele Vorträge – Ihrer zählt definitiv zu den Besten!"

Margot Tschank, Geschäftsführerin, Kundendienst-Verband Österreich

"Auf alle Fälle kann ich auch mit einigem Abstand sagen, dass die fünf Tage [Seminar Business Model Innovation] in Aachen mit die Besten waren, die ich in meinen mittlerweile schon 20 Berufsjahren erlebt habe. Noch mal ein herzliches Dankeschön!"

Arno Marx, Geschäftsführer, Deutsche Genossenschaftsakademie

"Aus meiner Sicht war Ihr Vortrag (a) der beste beim diesjährigen Kongress, (b) der am unterhaltsamsten vorgetragene und (c) der interessanteste mit Hinblick auf die Veränderungen der IT-Welt im Service."

Peter Schumpp-Kappler, Head of Service, FUJITSU

"Ihr Beitrag konnte uns sehr wichtige Impulse geben, die automobilen Welt der Zukunft besser zu verstehen. Insbesondere die neuen Geschäftsmodelle wie „Quirky“, „Thingiverse“ sowie der Ausblick auf die „TechShops“ haben inspiriert und zum Denken angeregt. Dazu beigetragen haben auch Ihr sehr persönliches Engagement und Ihre Verbundenheit mit dem Thema. Das war eine runde Sache!"

Dr. Edgar Krökel, Daimler AG, Head Mergers & Acquisitions

"Auch in der Nachbetrachtung bleibt uns die Innovationskonferenz in sehr guter Erinnerung. Tolles Konzept, tolle Inhalte, tolle Moderation, unsere Ziele sind sehr gut in Erfüllung gegangen."

Norbert Menne, Leiter Fortbildung, Apetito AG

"Herzlich möchte ich Ihnen für Ihren beeindruckenden Beitrag zur diesjährigen Marketing-Tagung der Oetker-Gruppe in Wiesbaden danken. Dieser hat unsere Diskussion sehr bereichert und uns ausgezeichnete Anregungen für unsere Geschäftsfelder gegeben."

Dr. H.-H. Wiegmann, Sprecher der Geschäftsführung HENKELL&Co. und Mitglied der Geschäftsführung der Oetker-Gruppe

"Heute habe ich die Auswertung der Kundenfeedbacks zu unserem NEULAND Event gemacht und wollte es nicht versäumen, Ihnen mitzuteilen, dass Sie gemeinsam mit Karim Rashid nach Meinung unsere Gäste den interessantesten Vortrag gehalten haben!"

Melanie Rönnfeld, Member of the Management Board, MetaDesign

"Vielen Dank nochmals für Ihren sehr guten Vortrag und die Moderation im Rahmen unseres Strategie-Workshops. Beides ist bei den Teilnehmern auf sehr gutes Echo gestoßen. Wir haben zentrale Überlegungen aus der Canvas-Arbeit in unsere Strategie eingebracht. Über die Geschäftsmodell-Logik ist uns dann auch am zweiten Tag der Einstieg ... sehr gut gelungen."

Martin Schmalfuß, Leiter Corporate Strategy, Maschinenfabrik Reinhausen

Feedback zum RWTH Zertifikatskurs Business Model Innovation

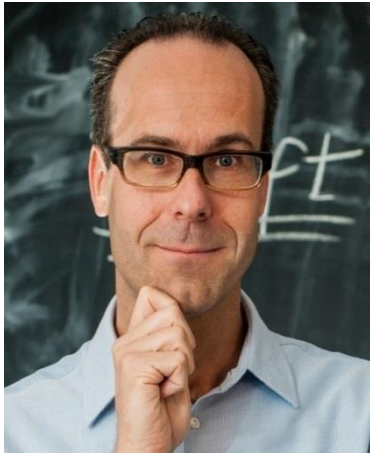
"Der Kurs "Business Model Innovation" war inhaltlich 1A und hat mir ein wertvolles Skillsets gegeben. Und Sie haben mit einer tollen und lebendigen Art und Weise die Inhalte wirklich großartig übergebracht! Großes Kompliment hierfür!"

Markus Günter, Head of Business Development & Innovation, E. Breuninger GmbH&Co.

"Auch nach vier Wochen kann ich sagen: Dies war einer der wenigen Kurse, bei dem ich nicht nur meine „Werkzeugkiste“ aufgefüllt, sondern auch Inspiration und sehr viele nutzbare Impulse für mein berufliches Wirken mitgenommen habe."

Gerald Brose, Zühlke Engineering GmbH

Biography & Contact



Frank Piller a **professor of technology and innovation management at RWTH Aachen University**, Germany, one of Europe's leading institutes of technology. He also is a **co-founder of the MIT Smart Customization Group**, Massachusetts Institute of Technology. Before entering his recent position in Aachen, he worked at the MIT Sloan School of Management (2004-2007) and has been an associate professor of management at TUM Business School, Technische Universitaet Muenchen.

His recent research focuses on need of established corporations to deal with **disruptive business model innovations** and supporting organizational structures and cultures. Frequently quoted in The New York Times, The Economist, and Business Week, amongst others (and listed as the only German professor on LDRLB's "Top50 Profs on Twitter" list), Frank is regarded as one of the leading experts on **strategies for customer-centric value creation**, like mass customization, personalization, and innovation co-creation. His group at RWTH Aachen is considered to be one of the globally leading research centers for **open and distributed innovation** and is supported by competitive research grants of about US\$1million annually. This research has been acknowledged, for example, by a finalist nomination for the **"Innovating Innovation" Award** by Harvard Business Review and McKinsey for their work on implementing open innovation or the **Global Co-Creation Award by PDMA** (the largest professional association for product and service development) for their work on ideation contests with senior citizens.

Based on his strong background of rigor and relevant research, Frank Piller is an **acclaimed speaker** at management conferences and in executive education programs around the world. He has delivered customized executive classes for many Global1000 companies, innovative startups and top business schools alike. He has been elected twice **"teacher of the year"** (2001 and 2006) at TUM Business School and is a recipient of the **RWTH Teaching Award** since 2010. Frank also received an **award for innovation in teaching** within the German Exzellenzinitiative for introducing the first European MOOC with ECTS points, a potentially disruptive innovation to the business model of established universities. As a member of the board of directors or scientific advisers, he works with a number of innovative technology companies to turn his research into practice.

More information: www.frankpiller.com | <http://time.rwth-aachen.de/tim>

Frank Piller in the Media: <http://tinyurl.com/j6h46sb>

Publications: <http://tinyurl.com/okpouuh>

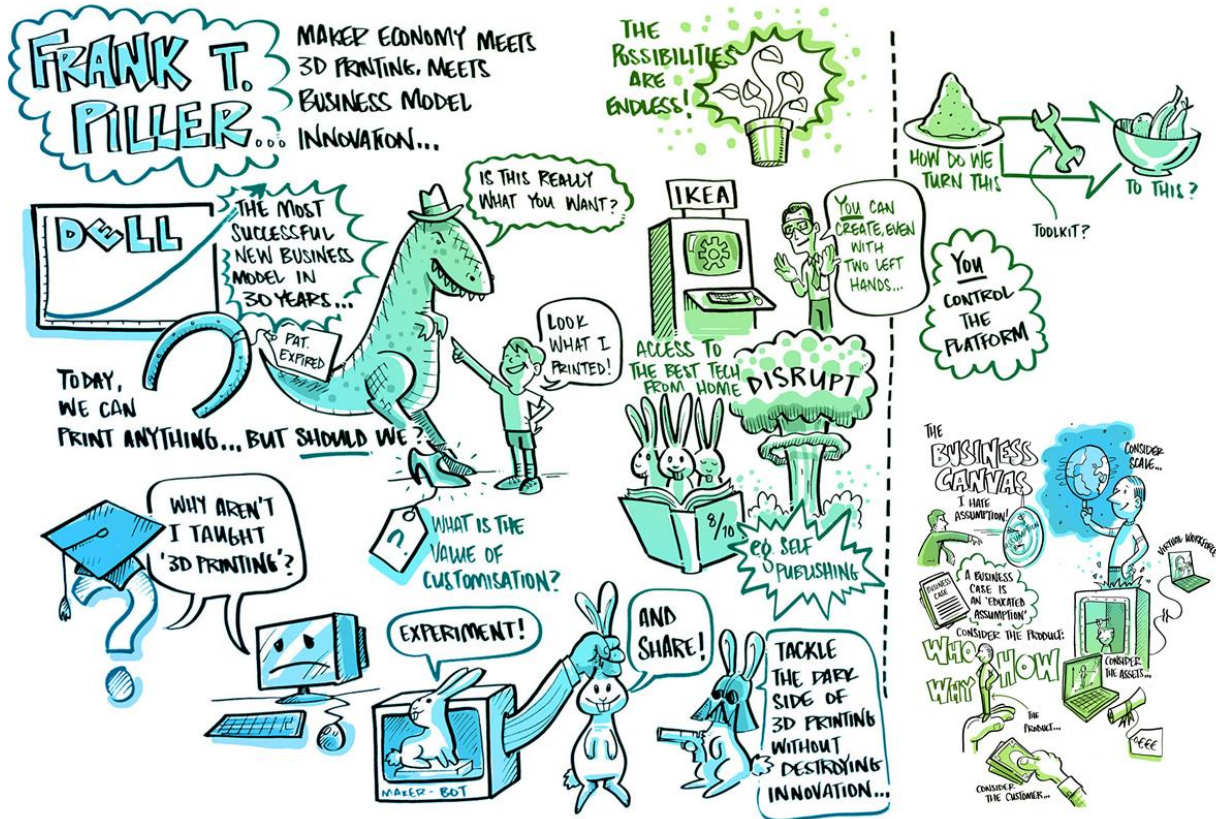
Personal blog: frankpiller.com | **Twitter:** twitter.com/masscustom

Contact: +49 241 809 3577 | +1 617 326 3748 | [@masscustom.piller@time.rwth-aachen.de](mailto:masscustom.piller@time.rwth-aachen.de) | piller@iimcp.org

Personal Assistant: [Monika Heer](mailto:Monika.Heer@time.rwth-aachen.de), heer@time.rwth-aachen.de, +49 241 809 3577

Coordinator of Frank Piller's speaking and executive engagements: [Christian Guelpen](mailto:Christian.Guelpen@time.rwth-aachen.de), guelpen@time.rwth-aachen.de, +49 241 809 6660

A visual summary of a recent corporate executive talk by Prof Piller on Business Model Innovation and 3D Printing



A visual summary of a recent conference keynote by Prof Piller on Innovation Management 4.0

