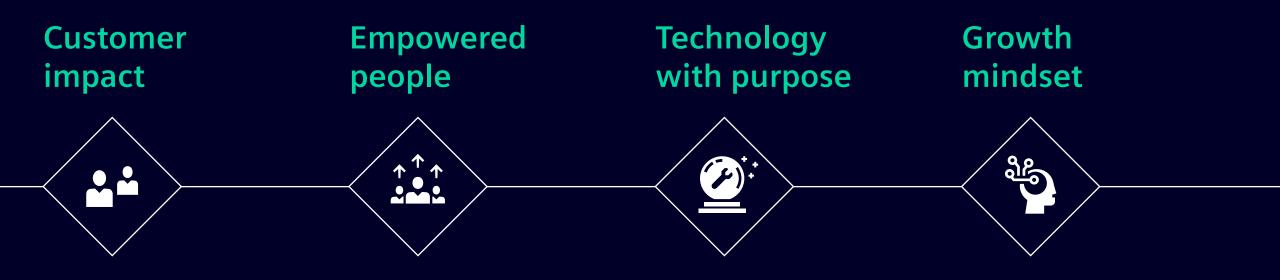


Experience Tacheles Talk: 3 years down the road...

EX Summit, Wien, 5. Oktober 2023

Restricted | © Siemens 2023

PILLARS OF THE SIEMENS STRATEGY.



We're putting customer impact at the very center of Siemens. Siemens is driving progress through empowerment.

Innovative technology has been at the core of Siemens for more than 170 years and it will remain at the core of the future we're building. Being open to change, to new ways of working, always learning. Because being successful today does not guarantee success tomorrow.

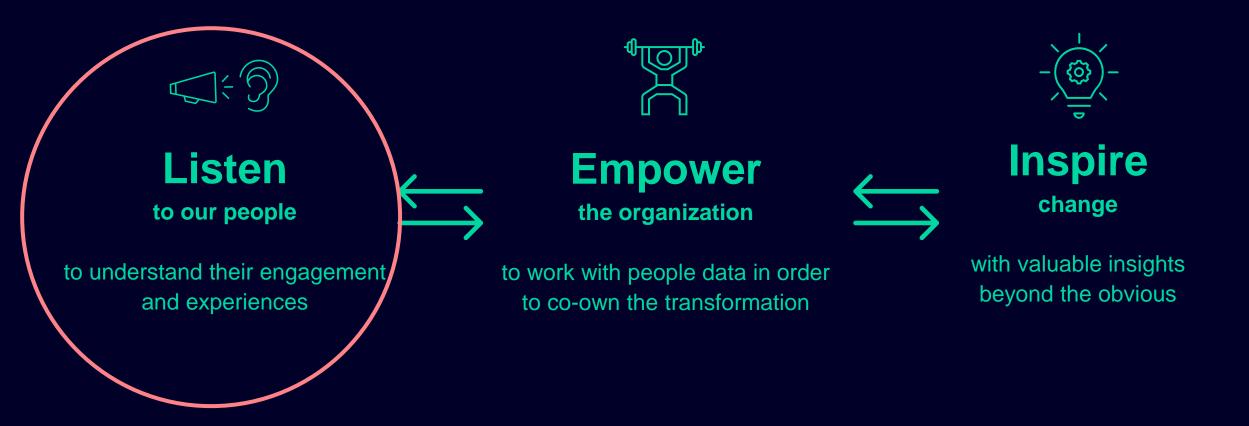


PILLARS OF THE P&O STRATEGY.



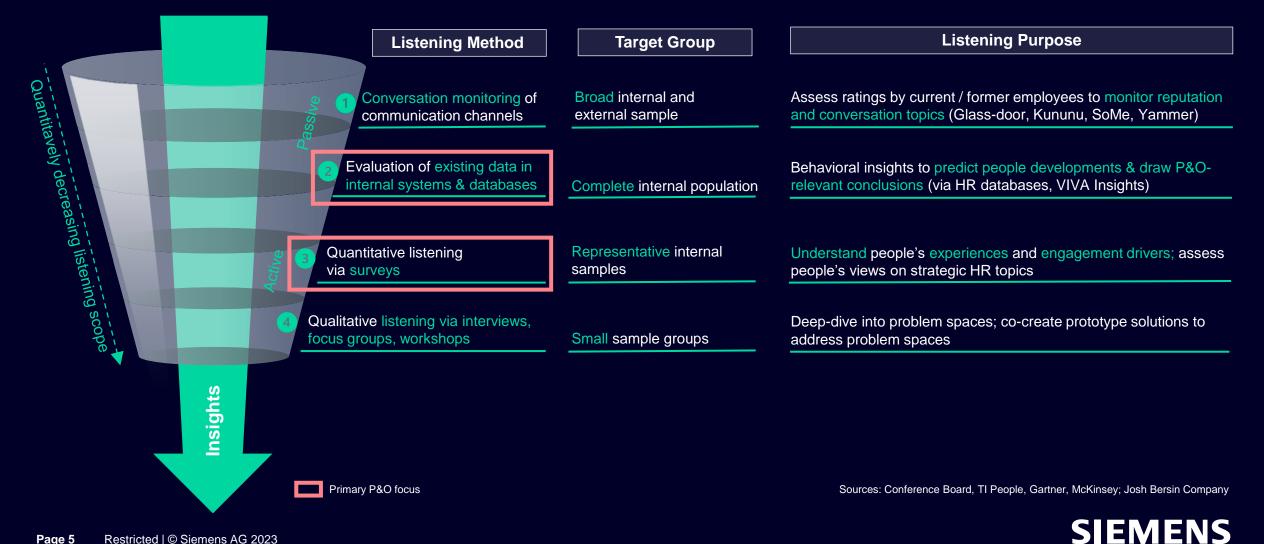
SIEMENS

THE INSIGHTS STRATEGY.

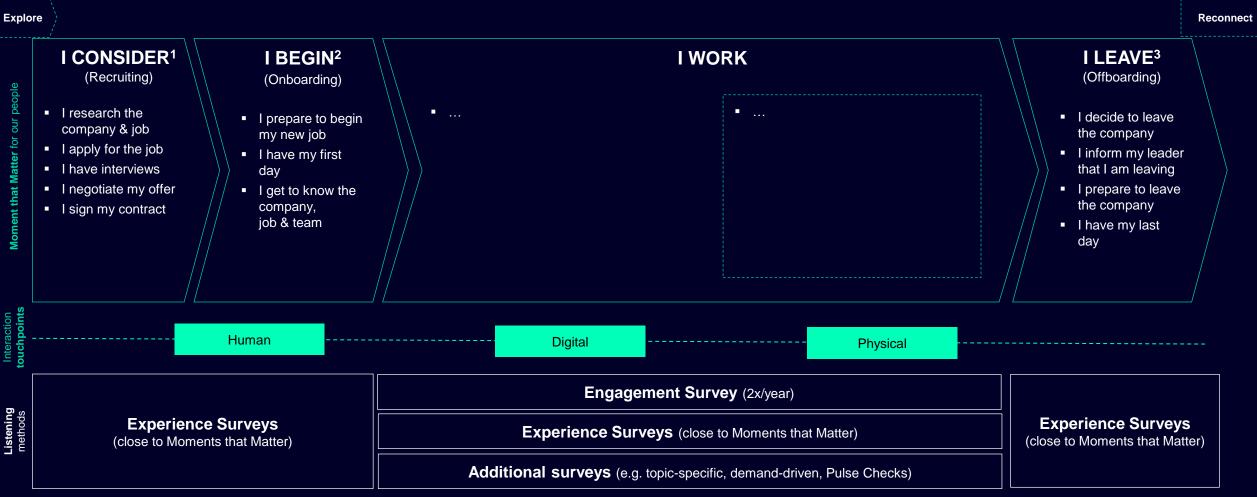




WHAT LISTENING IS (or should be).



The Siemens People Experience Journey: Moments that Matter, Interaction Touchpoints, Listening Methods



¹Continuous surveying ongoing since 07/2021 (only successful candidates); ²Continuous surveying ongoing since 03/2021; ³Continuous surveying ongoing since 02/2023 (only voluntary exits); ⁴Continuous measurement will be launched by end of FY23; ⁵Potential MtMs for the future (tbc)

SIEMENS

THE PX PROCESS LOGIC (or how it should be).

aaaaand ... ACTION!

Interaction

takes place at certain touchpoint (digital, human or physical)



Automatic Survey (in exceptional cases manually triggered)



PX Dashboard for data evaluation & visualization

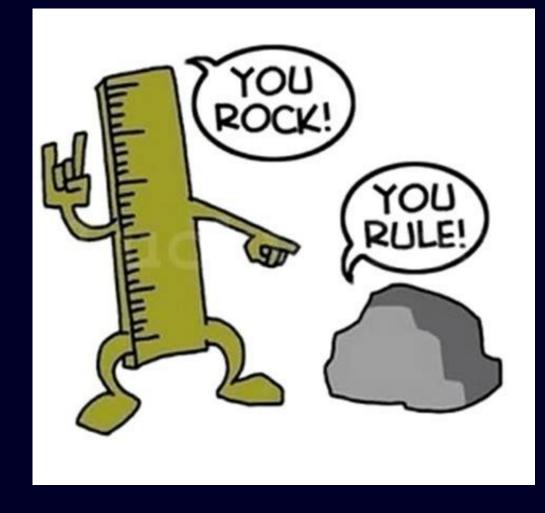
> **P&O Insights Platform** as master data repository¹



"BPs & Moment Owners"

to discuss insights and take acc. action





Why we rock n rule.



Thinking Big. Starting Small. Iterating as we Scale.

- Pilot Phase in 2020; Cruising altitude for CONSIDER and BEGIN reached in 2021 (revamp after 2 years), for LEAVE in 2023
- Mid-term North Star developed; short-term goals defined (WORK stage MtM; empowerment of organization)
- Managing PX as a "One Man Show"

Towards data-based decision-making at P&O

- Transparency for major MtM provided (Dashboards, P&O Insights Platform)
- Development of overarching Listening Strategy based on PX

Sowing the PX seed (and reaping the harvest, finally, a little bit)

- First non-PX program (Leadership Training) based on MtM concept
- Demand for insights increasing and in active demand from organization



1

2

3

Where we still suck.







"We're listening! Do you read us?" (How increase response rates? Everywhere.)



"Moment Owners, where art thou?" (How create tangible impact? For the P and the O.)



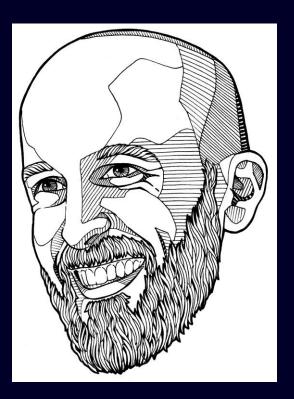
"People are People" (How paint the bigger People Picture? EX, CX, SX, PaX, ...)



Contact.

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Danke.

