## BUILDING NEW BUSINESS MODELS TO EXCEL IN TODAY'S COMPETITIVE MARKET

Charles Vaillant, MANN+HUMMEL

Through filtration, MANN+HUMMEL is deeply committed to making the world a cleaner place, armed with filtration products that span various markets and industries. From cars and construction equipment, to homes and workplaces, MANN+HUMMEL has developed innovative solutions to separate the useful from the harmful.

In the AFS Fall Conference session "Filtration on the Move," Mr. Charles Vaillant, Chief Technology Officer of MANN+HUMMEL, will highlight the world of filtration and the innovative ways MANN+HUMMEL is preparing for future challenges caused by disruptive technologies. He will discuss the speed of innovation as we enter the age of digitalization, and the opportunities to drive innovation through strategic partnership and open innovation.

Mr. Vaillant will discuss strategies for making "smarter" products and will speak from experience as he's seeing filtration not only as products, but as solutions to tackle customer and societal challenges. He will also cover innovative platforms, which are reshaping industries into interconnected ecosystems that redefine competitiveness, enhance collaboration, and alter the customer experience.

Lastly, Mr. Vaillant will give his insights on the future of product development, with new techniques to improve, model, design and optimize complex designs. The latest progress in digitalization enable user to save a lot of time by the use of Digital Twin.

MANN+HUMMEL is committed to doing their share to make the world a cleaner place. MANN+HUMMEL is a company 21,000 people strong, with over 80 locations around the world, and is committed to cleaning the world – one filter at a time. Learn more about the company's progress and innovative style at this informative session.