

## Agenda

- Meeting: **TMN Meeting #24 – Technology Cooperation with 3<sup>rd</sup> parties**  
 Date: Thursday 15<sup>th</sup> March - Friday 16<sup>th</sup> March 2007  
 Venue: OMV Headquarters, Otto-Wagner Platz 5, A-1090 Wien, Austria  
 Switchboard tel no. [+43] (1) 40 440-0  
 Local contact: Ernst Ströbl, OMV, mobile [+43] 664 6120598, office [+43] 1 404 40 23598  
 Coordinator: Chris Dudgeon, OTM, mobile [+44] 7810 544495, office [+44] 1483 598000,  
 chris.dudgeon@otmnet.com  
 Hotel: Austria Trend Hotel Rathauspark, Rathausstraße 17, 1010 Wien, Austria  
 Phone [+43] (1) 40 412, Fax [+43] (1) 40 412-761  
 Website: <http://www.austria-trend.at/en/?id=RHW>  
 Room rate: EUR 93 per night including breakfast (OMV corporate rate).  
**Please confirm accommodation requirements to Chris Dudgeon at OTM.**  
 Dinner: Dinner at the Albertina museum preceded by a brief guided tour of the “Biedermeier”  
 exhibition.  
 Travel: The hotel is located within walking distance of the meeting venue and close to the city  
 centre. To get to the hotel from the airport take a taxi costing approx. EUR 35.

| Day 1 (Thursday) |  |   |       |
|------------------|--|---|-------|
|                  | Meet in hotel entrance hall  |   | 08.15 |
| 1                | Welcome and introduction   | Ernst Ströbl, OMV   | 08.30 |
| 2                | Framework and objectives for the meeting   | OTM   | 08.50 |
| 3                | Introductions  | All attendees   | 09.00 |
| 4                | Gas Technology 2050  | Leo Bräuer, OMV   | 09.15 |
|                  | Coffee   |   | 10.00 |
| 5                | Round table sharing of successful practices / case histories etc related to meeting topic (see briefing notes on attached sheet) | All attendees   | 10.20 |
|                  | Lunch  |   | 12.30 |
| 6                | Round table sharing (continued)  | All attendees   | 13.30 |
|                  | Tea  |   | 15.30 |
| 7                | Technology change: history and future  | Nebojsa Nakicenovic, Professor of Energy Economics, Vienna University of Technology | 16.00 |
|                  | End of day 1   |   | 17.00 |
|                  | Dinner   |   | 19.00 |
| Day 2 (Friday)   |  |   |       |
|                  | Welcome  |   | 08.30 |
| 8                | Round table/ workgroup discussions   | All attendees   | 08.35 |
|                  | Coffee   |   | 10.00 |
| 9                | Further round table/ workgroup discussions   | OTM   | 10.15 |
| 10               | TMN future plans – meeting topics etc<br>Any other business  | All attendees   | 11.30 |
|                  | Lunch  |   | 12.30 |
|                  | End of meeting and departure   |   |       |

## Pre-meeting Briefing Notes – Presentation Guidelines

As has happened so successfully at recent TMN meetings, it has been agreed that all TMN members attending the meeting will each present a few overheads/ slides on their company's experiences/ lessons learnt/ best practices relating to the meeting topic, to ensure consistency and clear items for subsequent discussion. Please ensure you include 'case studies', to bring the lessons learnt and best practices to life more effectively.

We have received requests from several members for presentations and discussions to focus on '**how it is**' within your organisation, rather than '**how it ought to be**', so please place emphasis on this in your slides, and provide as much real case history illustration as possible.

The topic for this meeting is '**Technology Cooperation with 3rd parties**'. This title is intended to cover cooperation over a wide range of areas including JIPs, networks, and alliances.

Please cover the following areas in your presentations:

- What **types of technology cooperation** does your organisation participate in, and what are the objectives of each type? (e.g. JIPs, networks, alliances, etc etc....)
- How do you **optimise** cooperations with 3<sup>rd</sup> parties?
  - How do you define/ initiate cooperations (e.g. a new pan-industry network)?
  - How do you select cooperations (e.g. participation in a particular JIP)?
  - How do you manage cooperations (e.g. an alliance with a technology provider)?
  - How do you extract value from cooperations, for your company?
- How do you **measure performance** and benefits of technology cooperations?
- How do you assess and manage **risks** associated with technology cooperations?
- What specific **techniques and tools** are currently used within your company, to optimise technology cooperation with 3<sup>rd</sup> parties?
- Can you provide some **case histories** of technology cooperations with 3rd parties within your company?
  - Please give some real examples, including both successes and failures
  - What critical success factors can you identify?
  - What were the links to actual business units – and how did this work?

