

**Interreg**



CENTRAL EUROPE

European Union  
European Regional  
Development Fund

**ProsperAMnet**

TAKING  
**COOPERATION**  
FORWARD



19.03.2020



**D.T.1.2.1 Reports On Country Specific Analysis in Participating Countries - SLOVENIA**



Conducted by Uni-P

## Industrial Service Excellence Monitor



### THE IDEA BEHIND

Services are extremely important for the success of manufacturing companies. In order to be successful in the service business, various areas have to be adapted and the continuous measurement of the own development is indispensable.



### YOUR BENEFIT

The ISE-monitor gives you a detailed analysis of the current status of the service business of your company as well as comparison with other companies.

Available for free: [www.ise-monitor.eu/monitor](http://www.ise-monitor.eu/monitor)

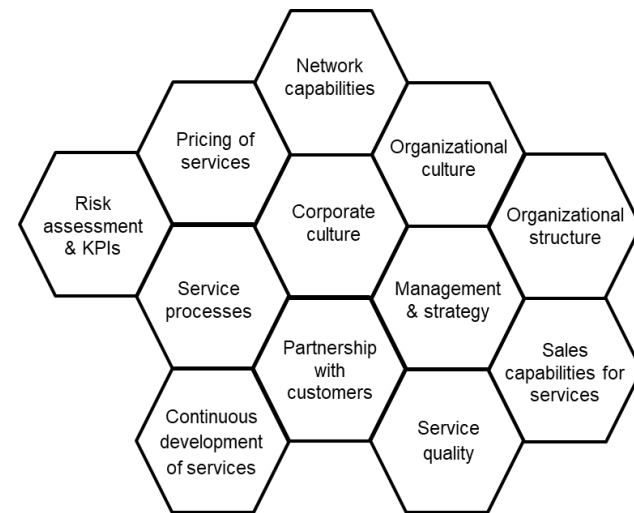
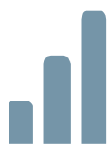


Figure: 12 Dimensions of Industrial Service Excellence

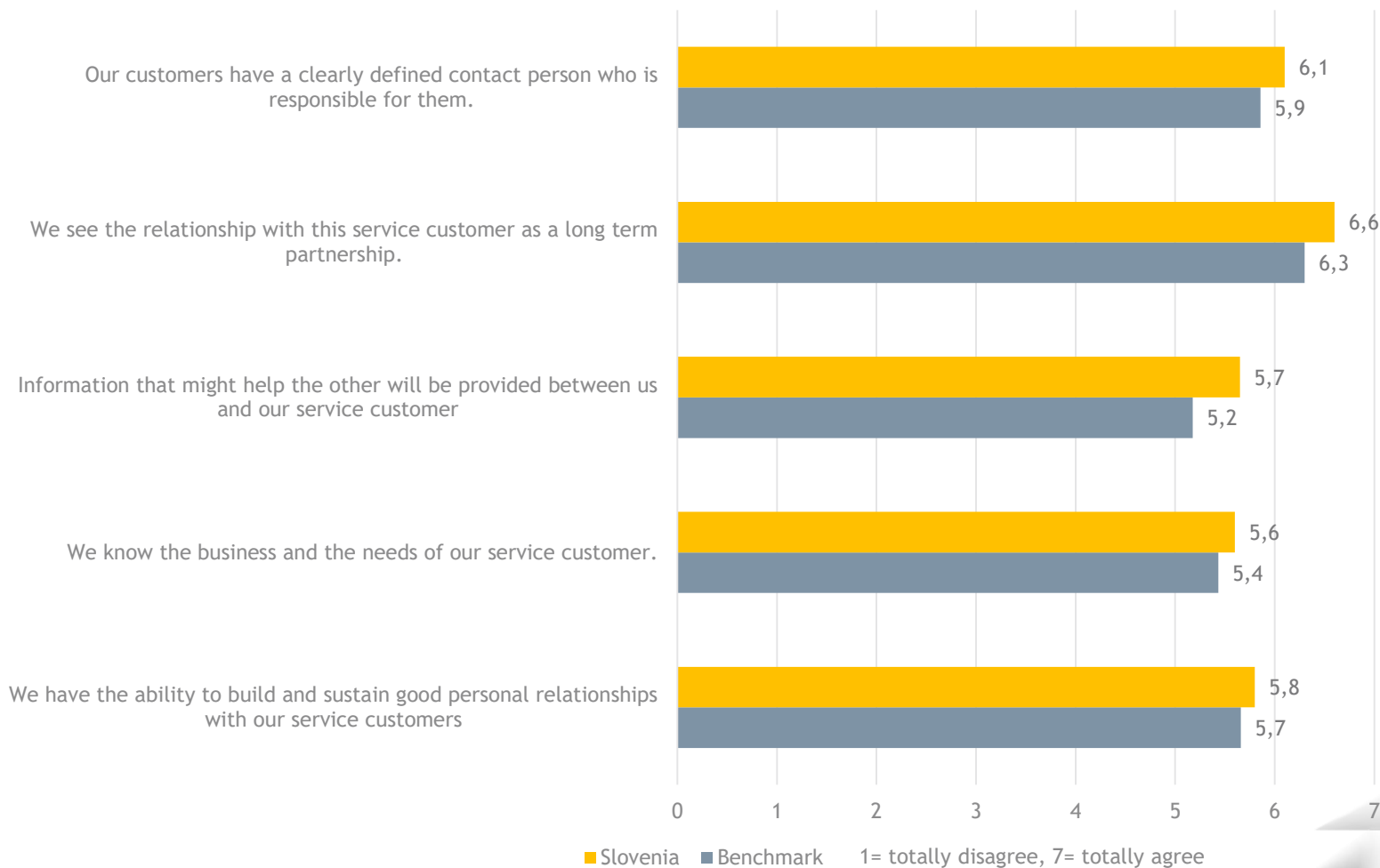


### COUNTRY SPECIFIC REPORT

- This report summarizes country specific results from the monitor usage of Advanced Manufacturers in the specific country
- The self-assessment regarding 12 Dimensions and performance indicators from the companies is compared to a Benchmark
- The Benchmark consists of 379 companies from Austria, Germany, Czech Republic, Italy, Slovenia, Slovakia and Hungary



# PARTNERSHIP WITH CUSTOMERS



Slovenia: n=20  
Benchmark: n=379 & Data weighting according to equal distribution across countries

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# NETWORK CAPABILITIES



We have the ability to build good personal relationships with service partners.



We have a contract that regulates responsibilities and defines how the risks are shared with our service partners.



We are in an active exchange with our network partners in the field of services.



We look for external partners that have complementary resources in the field of services.



We analyze what we want to achieve with each external partner in the service business before we start a cooperation.



■ Slovenia ■ Benchmark 1= totally disagree, 7= totally agree



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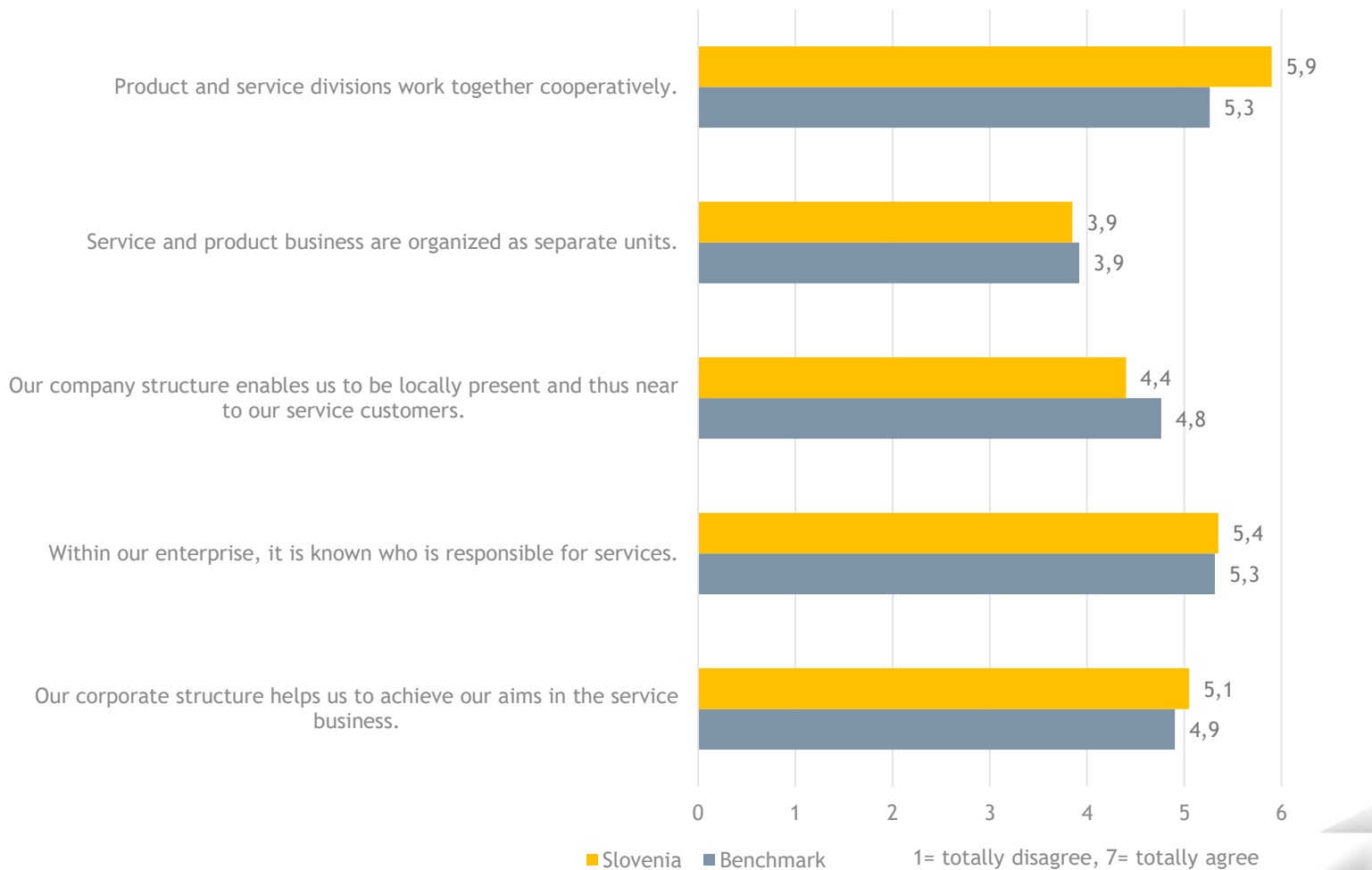
## TAKING COOPERATION FORWARD

# CORPORATE CULTURE



Slovenia: n=20  
Benchmark: n=379 & Data weighting according to equal distribution across countries

# ORGANIZATIONAL STRUCTURE



Slovenia: n=20  
Benchmark: n=379 & Data weighting according to equal distribution across countries

# PRICING OF SERVICES



The pricing of our services helps us to achieve our aims in the service business.



The costs of services are made transparent and are communicated to our customer.



Not only do our prices for services account for costs, but also for market prices and monetary value for the customer.



If it is impossible to bill services directly, we bill them indirectly (by including them in the product price) instead of offering them for free.



If possible we do not offer services for free, but charge them separately.



■ Slovenia ■ Benchmark 1= totally disagree, 7= totally agree



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# SALES CAPABILITIES FOR SERVICE



Slovenia: n=20  
Benchmark: n=379 & Data weighting according to equal distribution across countries



# MANAGEMENT AND STRATEGY



Our management recognizes and rewards service-oriented behavior of employees (cf bonus, praise, career options).



Our management supports service employees for solving customer problems.



Our managers serve as examples for service oriented behavior.



Services are an important part of our corporate strategy.



We have a clearly defined service strategy.



■ Slovenia

■ Benchmark

1= totally disagree, 7= totally agree



Slovenia: n=20

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# RISK ASSESSMENT & KEY PERFORMANCE INDICATORS FOR SERVICE



Specific steps have been taken in our company to manage the risks in the service sector.



We analyze operational risks in the service business (cf feasibility, internal resistance, complexity, ...).



We analyze commercial risks in the service business (cf necessary investments, unclear or changing customer demands, inappropriate contracts...).



We measure the profitability of specific services.



These KPIs are used as a basis for decisions, although other aspects (cf corporate values) are considered as well.



These KPIs are analyzed regularly.



We have key performance indicators for the service business.



■ Slovenia ■ Benchmark 1= totally disagree, 7= totally agree



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# SERVICE PROCESSES



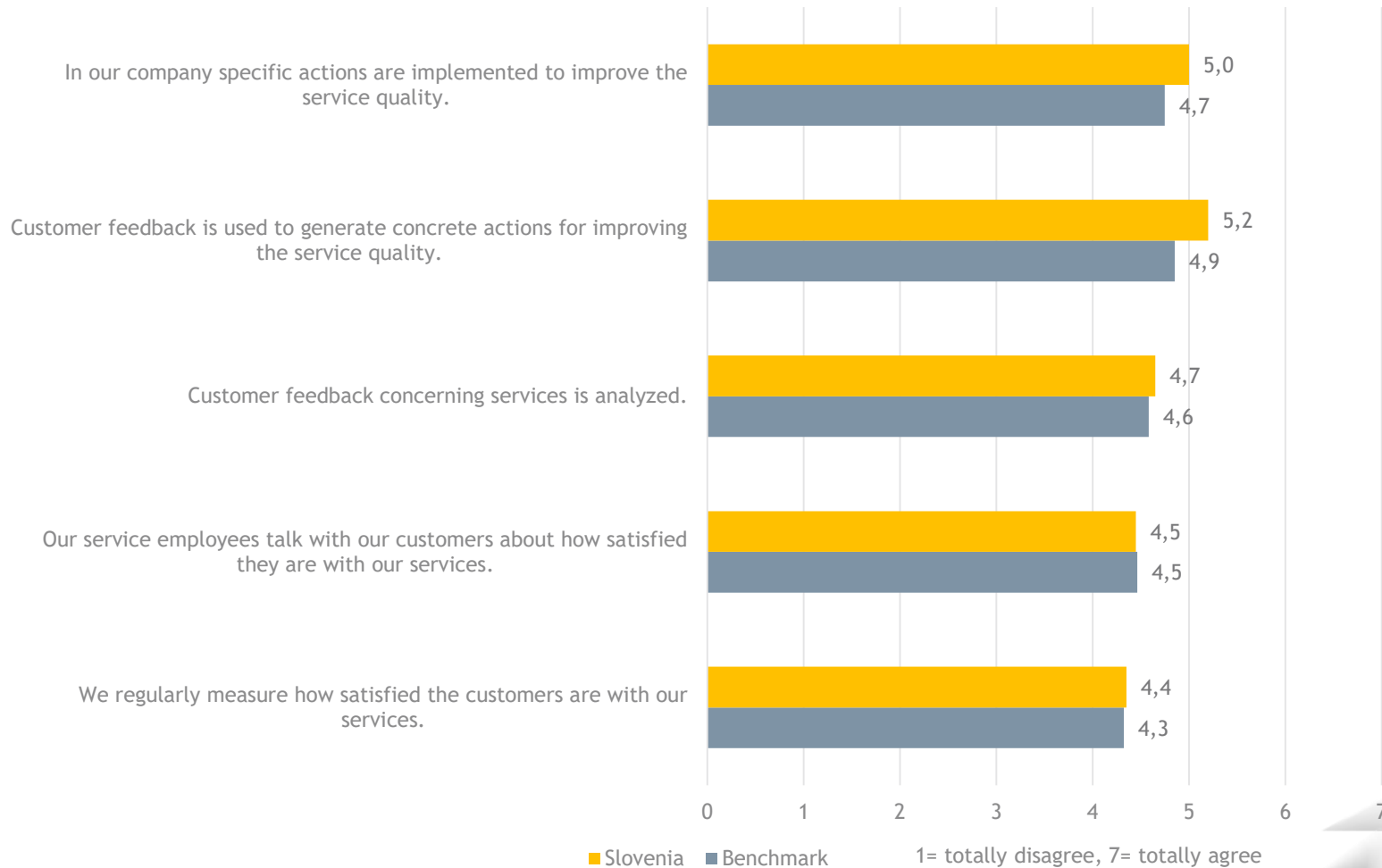
Slovenia: n=20  
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# INDIVIDUALISATION AND STANDARDISATION



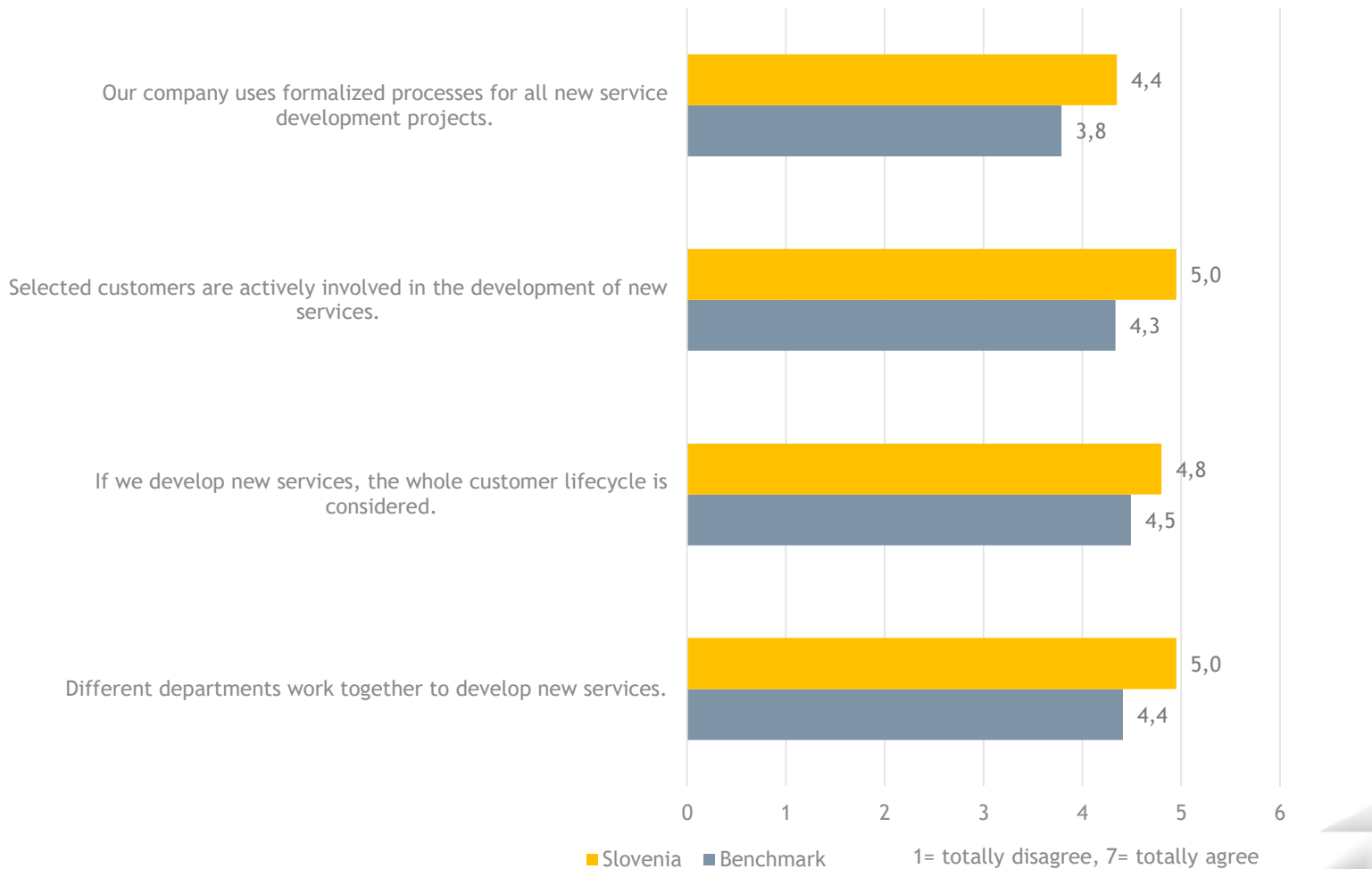
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# ASSESSMENT OF SERVICE QUALITY



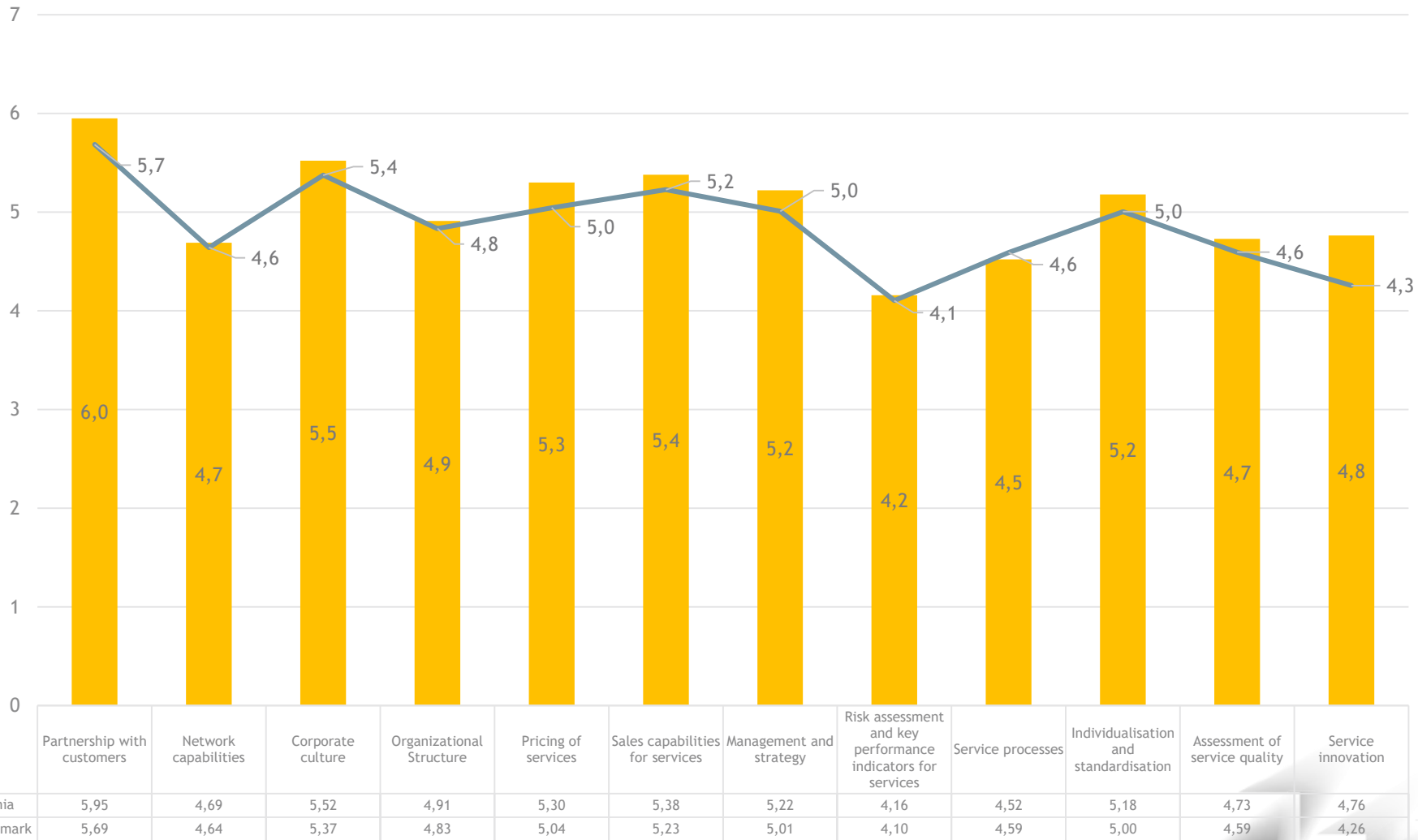
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# SERVICE INNOVATION



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# 12 DIMENSIONS - BENCHMARK



1= totally disagree, 7= totally agree

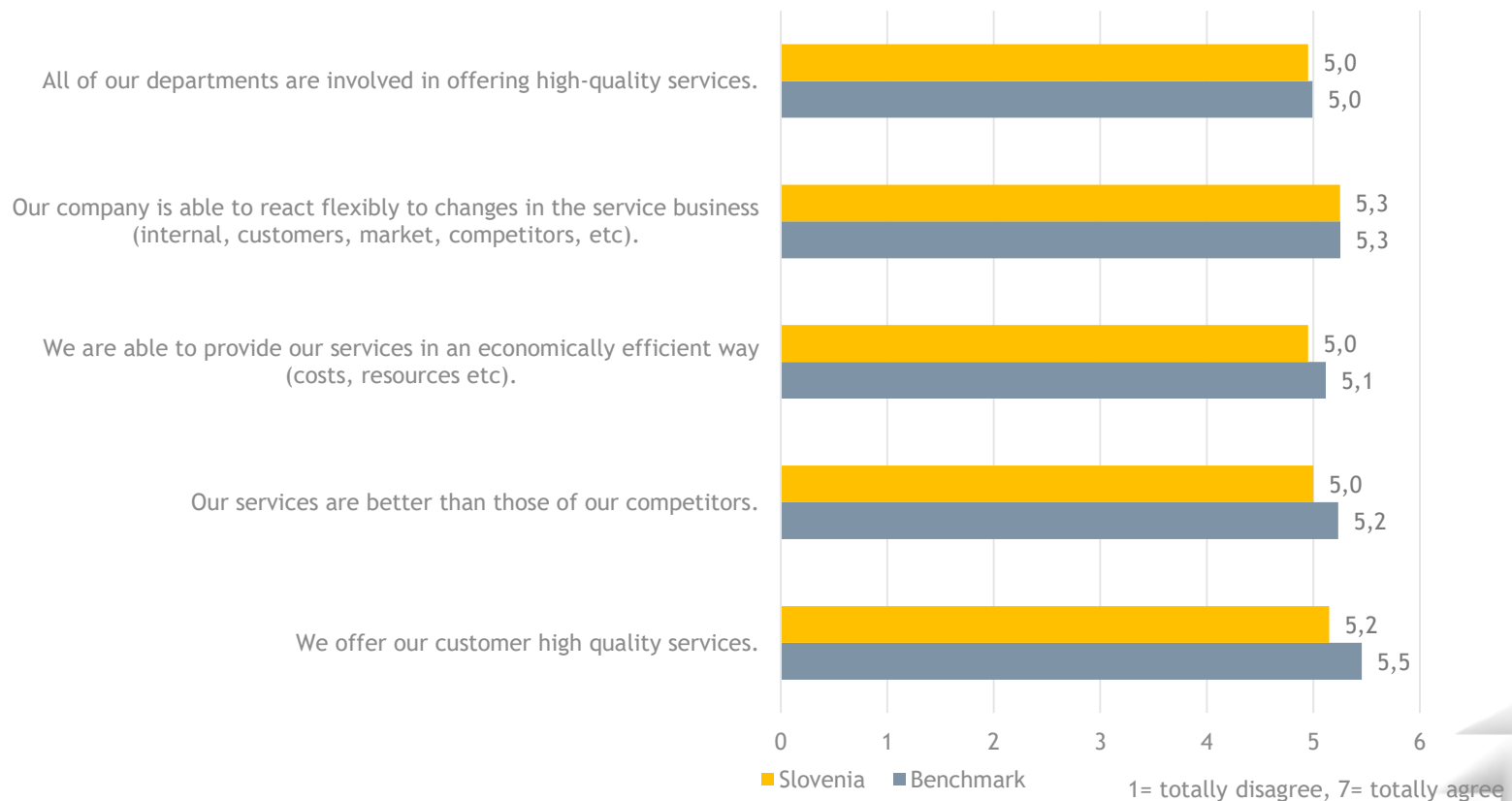


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# SERVICE EXCELLENCE

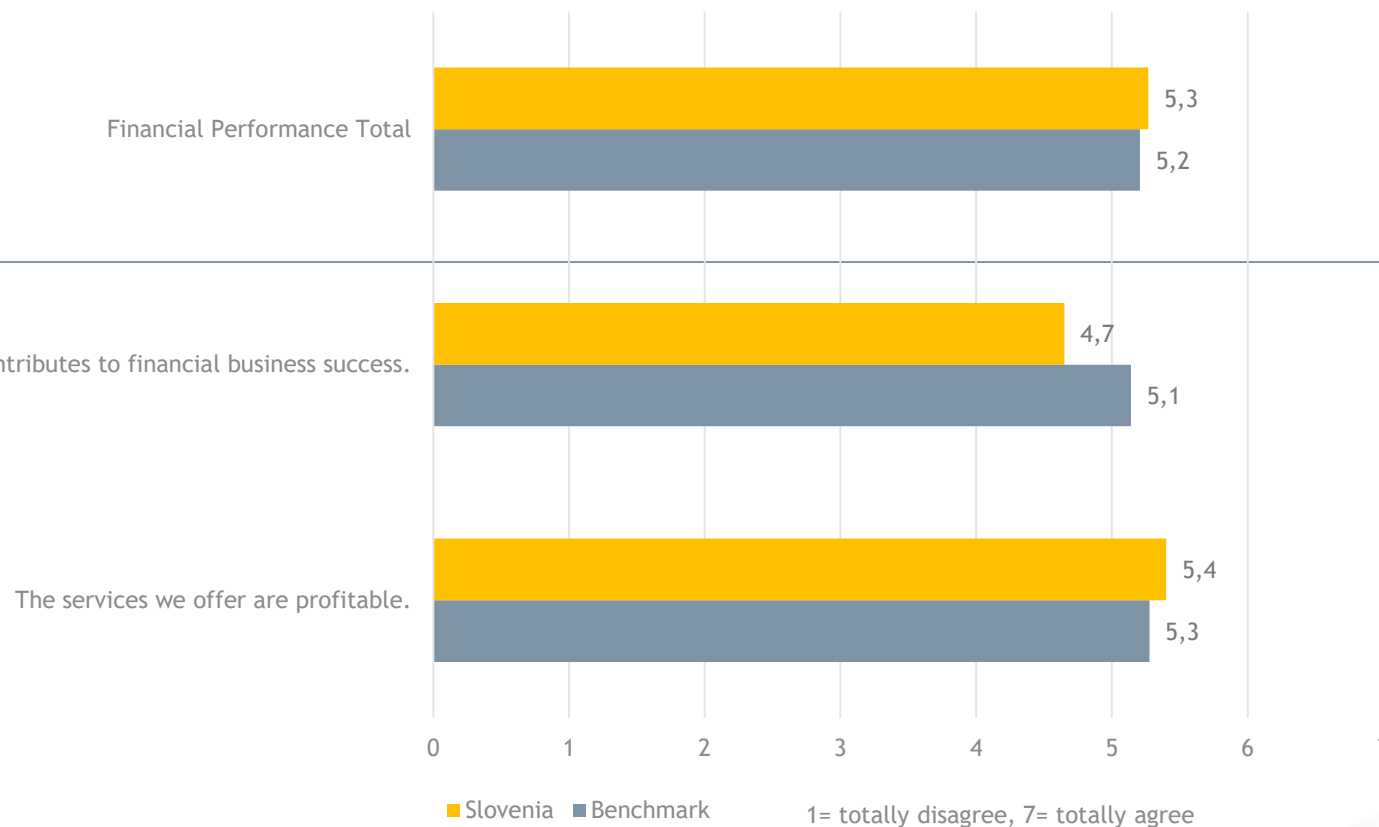
**Service Excellence** means that services are offered to the customer in high quality, that the customer is more than satisfied with the solution and that the service is competitive, that is better than those of the competitors. Further, processes and structures within the company support efficient and flexible provision of the services and all departments work together towards better services.



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# FINANCIAL PERFORMANCE

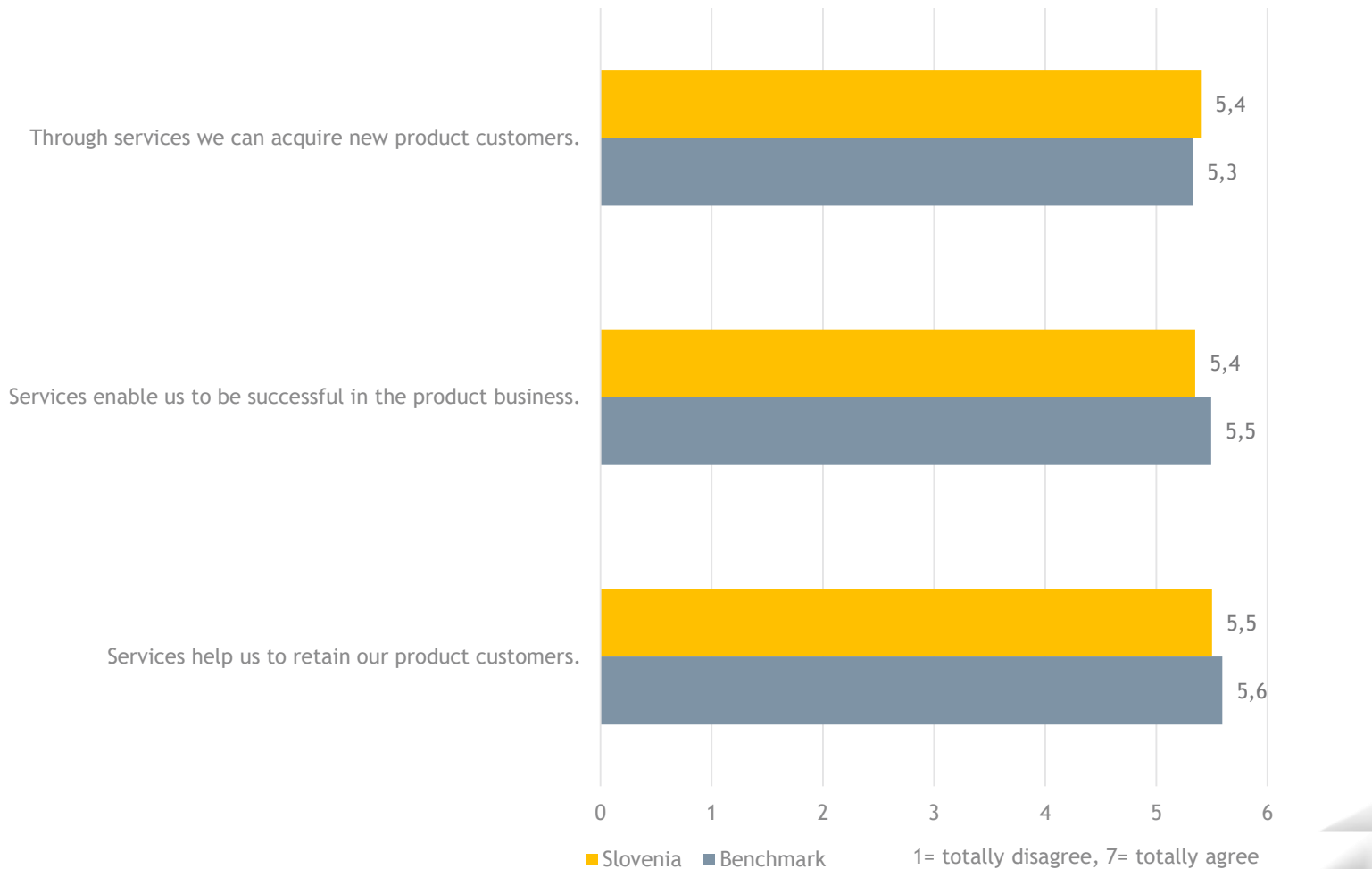


# NON-FINANCIAL PERFORMANCE



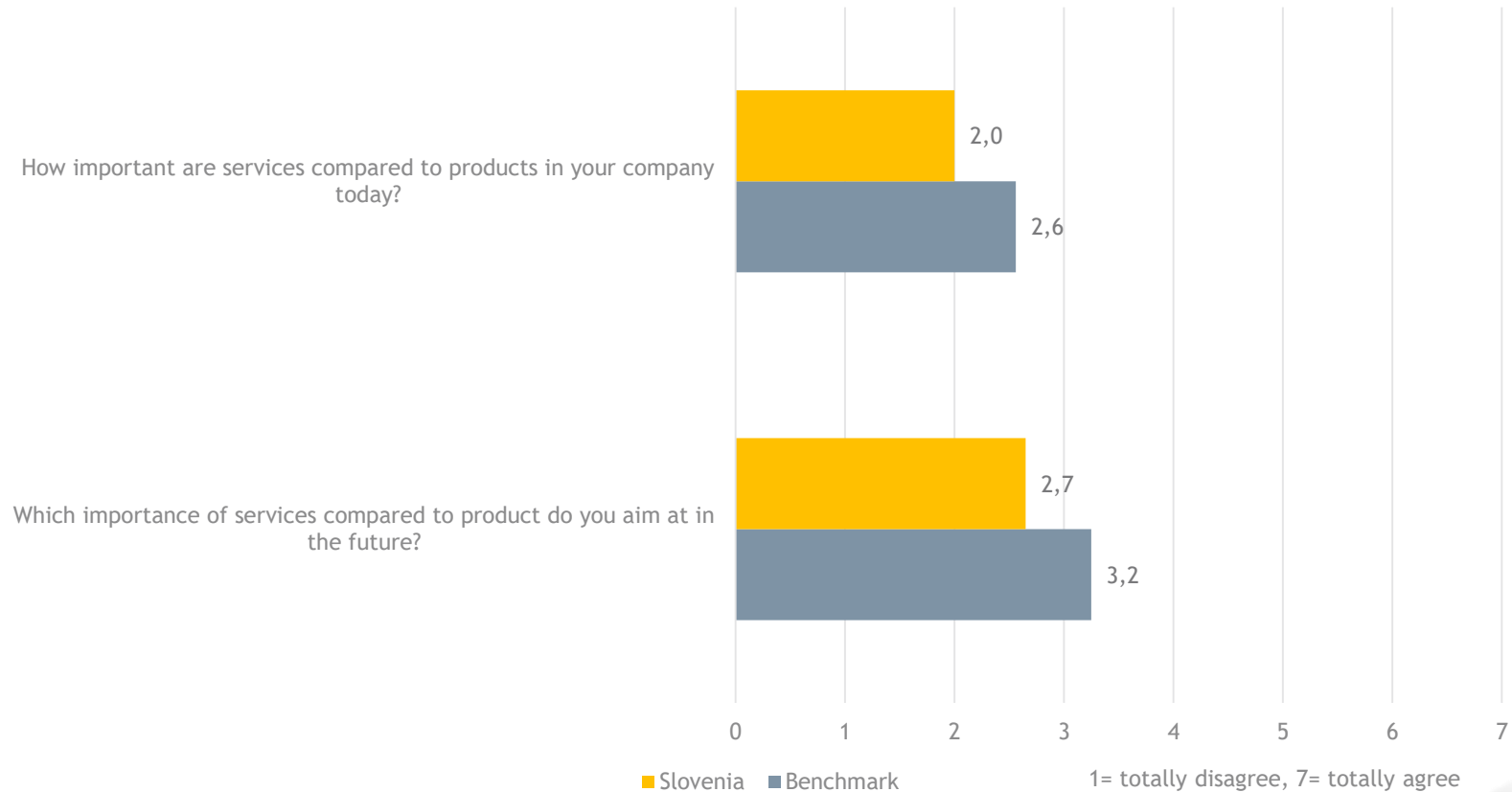
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# SERVICE AS ENABLER



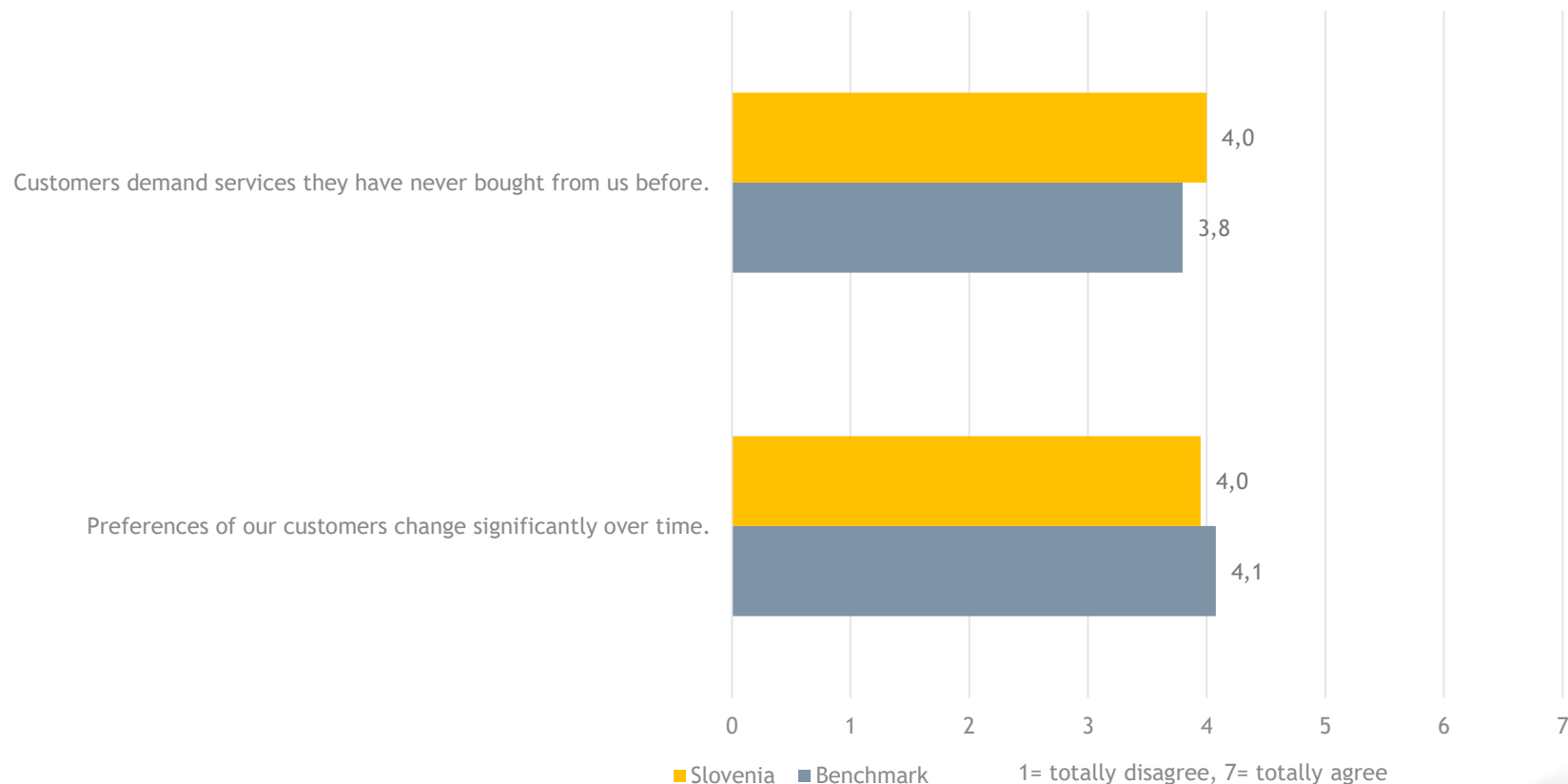
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# IMPORTANCE OF SERVICES



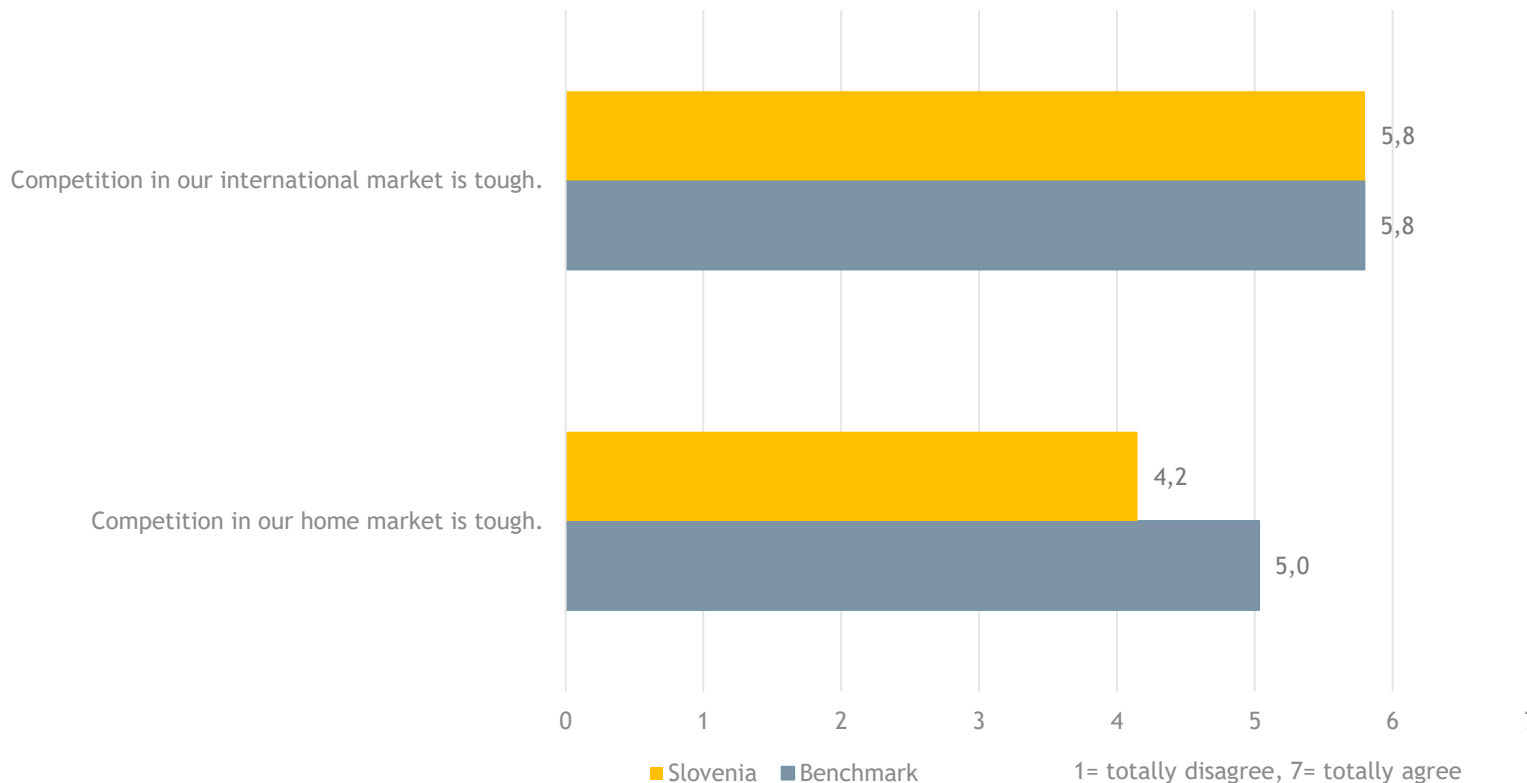
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# MARKET TURBULENCE

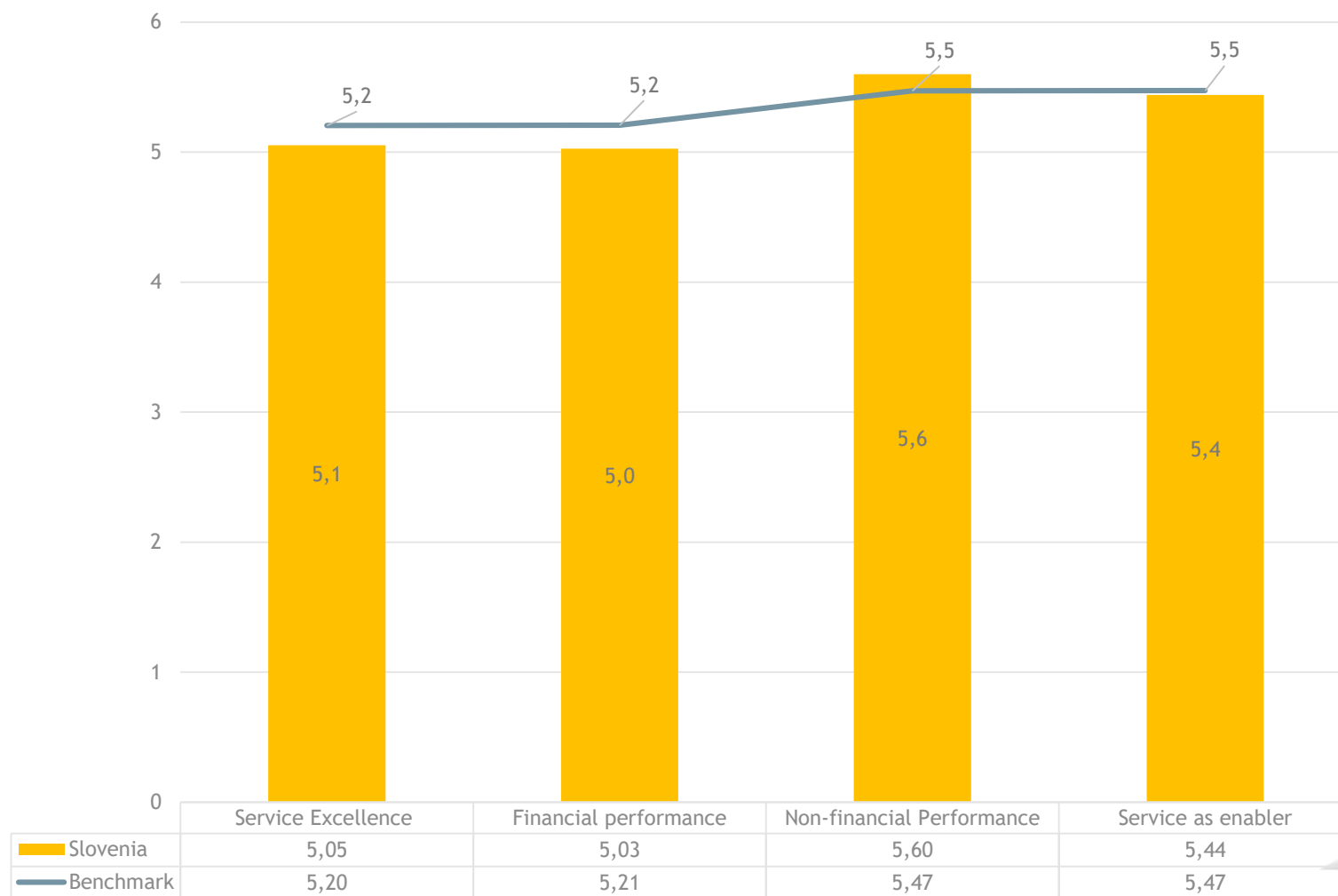


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# COMPETITION INTENSITY



# PERFORMANCE INDICATORS: BENCHMARK



1= totally disagree, 7= totally agree



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