

Today there was a works meeting in Cologne!

PaleRider (DerNamenloseReiter@gmx.de) wrote:

Today there was a works meeting in Cologne! Certainly it was again very inspiring and we have learned a little, too. Mr. Schmitz and Mr. Weber spoke. Then, with the assistance of Mr. Brendian and Alexandra Stein, a lady from HR, they answered questions.

That neither Mr. Gallmann, nor Mr. Runge or Mr. Lohfert were present, wasn't very surprising. These gentlemen don't seem to have the guts to face their victims anymore.

The way, we are going now with "high touch channel centric" (man, do I feel sick), is necessary to account for today's market. Only this way Avaya can survive in these crucial times especially in the depression.

Whether the employees will survive this way could not be promised. The location in Hamburg, the development in Frankfurt, the equipment overhaul in Dietzenbach as well as the whole lot of field engineers are most likely the first victims in this lean period only.

It could not either be explained how it is planned to provide 3000 employees with work if 80-90% of the tasks are taken over by partners, nor how the consolidation of the locations from Cologne to Düsseldorf will pay for itself within a year, like Mr. Weber said at the beginning of his speech.

Upon request how it should pay for itself, although there are a running rental contract, allowances and moving expenses to pay we only got a shrug and the statement that it had not been calculated yet.

So we move because somebody wants it! And why that somebody wants it so badly is explained through the fact that Mr. Weber wasn't able to approve that our contracts will move to Düsseldorf too, although he assured us that there will be no dismissal with the option of altered conditions of employment as far as possible. Thus we will get new contracts for Düsseldorf and if we don't sign them we will get a dismissal with the option of altered conditions of employment.

Well, that somebody is a real smart one! And the same somebody is the one who overrides the economy rules of supply and demand and he is the one to find that he knows better what our customers need for the future than our customers themselves. The demand isn't important and only the supply dictates the market.

Is that American ignorance or German blockheadedness?

According to Mr. Schmitz, it doesn't meet the truth that sales is only allowed to offer A-Portfolio. After further questioning he admitted that generally A-Portfolio is offered to our customers first and only if the customer doesn't want this he certainly receives an I-Portfolio offer.

If we compare the vehemence with which the customers is pushed toward the A-Portfolio with the timidity with which an I-Portfolio is offered it isn't surprising that the customer is doing a runner.

The beauty of this is, if the total volume is shrinking by the omission of the I-Portfolio the amount of the A-Portfolio is rising automatically. Either the subsiding volume of sales doesn't matter or it is calculated or both. Even though Mr. Schmitz says that we make a good turnover with the Integral 5 at the moment. But that's only peanuts. We have to go that way!

But in my opinion not because it's the only way that takes us ahead but because somebody wants it!

Greeting from Wal Mart!