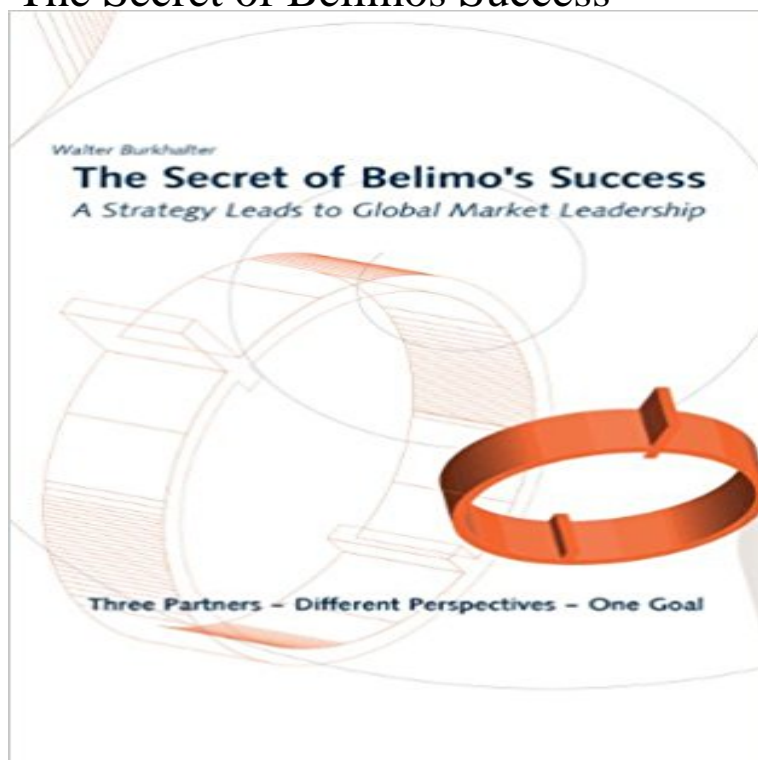


The Secret of Belimos Success



We experience a personal and genuine account of how Belimo was founded, its initial success and setbacks, the competition among three alpha dogs, and how the company used the right strategy to finally achieve its breakthrough and become the global market leader in a definitive product segment. Nothing is left out: the critical phases, turning points, parting of ways, near failure and luck of being at the right place at the right time. The specific use of the bottleneck- oriented strategy (EKS) is presented in a detailed and interesting way, so that even laymen who are not familiar with the technical terms will understand it. And with all of the historically accurate details concerning the story of Belimo, what the reader ultimately holds in his or her hands is a practical tool and strategy that can be adapted to any life experience, far beyond corporate decision-making situations.

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