

## Assessment duagon Key Account Manager

**duagon Germany GmbH**

Neuwieder Straße 1 – 7  
90411 Nürnberg  
Germany

**Phone** +49 911 / 99 33 5 - 0

**Fax** +49 911 / 99 33 5 - 901

**E-Mail** [info@duagon.com](mailto:info@duagon.com)

**www.duagon.com**

### ***Aim of the Assessment Interview***

The aim of this assessment interview is to get to know you in more detail, to see you in a customer situation, and to evaluate your presentation skills and your technical and commercial understanding. (Our focus is primarily on behavior, technical communication and presentation skills. We understand that you cannot be fully technically prepared.)

### ***The Assessment Interview***

We ask you to participate in a **simulated customer meeting**. You will represent duagon as an Technical Sales Manager in front of three customer participants (1x technical, 1x project leader, 1x purchaser) at the customer's facility.

Target of the simulated customer meeting is to present both duagon and the solution proposals you have prepared prior to the meeting.

### ***The Task***

You as duagon Technical Sales Manager have received a project request from a new potential customer for an entertainment server on trains. This server shall be used to provide comfort services like passenger WIFI, movies and music, to the passengers during the travel.

The application SW is going to be developed by the potential customer himself as this is his core competency. The potential customer is looking for the most compatible HW partner. A HW partner who can provide additional features like API's and/or Communication Stacks to simplify and speed up the software development effort will be preferred. So far only a few requirements are known from the initial phone call.

### ***Product Requirements***

- Installation in a passenger train
- 24V power supply
- x86 CPU DualCore >1,2GHz
- 2GB RAM (main memory)
- 1x WLAN
- 1x LTE/UMTS with Dual SIM
- 1x mass storage for content min. 128 GB
- 1x mass storage for operating system 4GB
- 2x GBit Ethernet interface
- 1x GPS for position localization.
- 1x RS232 (UART) Interface

- 1x CAN Interface
- 1x Independent Gateway to connect the CAN interface to MVB bus

### ***Your Preparation***

For this simulated customer meeting we ask you to prepare a PPT presentation (approx. 15 min) including proposals for **two different system concepts** based on duagon standard products (information can be found on our homepages), and any accessories like hard drives, PCI Express® Mini Cards etc.

We ask you to also ask you to be prepared answer technical questions about the concept and individual components and interfaces within the system. In addition, please provide information on why the customer should select duagon instead of competitors. (The homepage should give you enough information)

***We wish you all the best, and success, in the preparation and the assessment meeting, and thank you in advance for taking the effort to present yourself in this manner.***

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