





# „The Future of SPIETH“

1. The Product Management Role
2. Technical Independence
3. New and Improved Products

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*Dealer Days 2024*



# Short Introduction



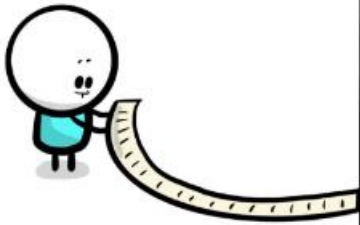
- Tobias Nill, 37 years
- Background as Chemical Engineer with Material Science focus
- 10 years experience in the measurement technology sector
  - 7 years as Global Product Manager
- Not a former gymnast
  - Handball player who loves sport
- Started at Spieth in July 2022 in the Product Management role

# 1. The Product Management Role at SPIETH (in a nutshell)



## PRODUCT MANAGER'S GUIDE TO PRIORITIZATION


**STEP 1**  
LIST ALL THE FEATURES.



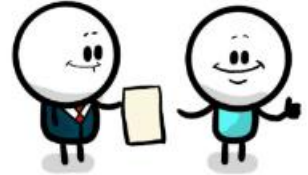
**STEP 2**  
SCORE EACH FEATURE.

	R	I	C	E
F1				
F2				
F3				

**STEP 3**  
THROW AWAY EVERYTHING.



**STEP 4**  
BUILD WHAT UPPER MANAGEMENT TELLS YOU.

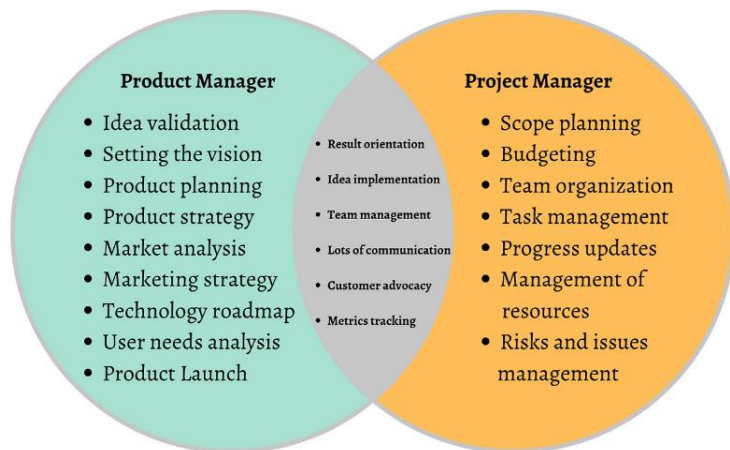


# 1. The Product Management Role at SPIETH

(in a nutshell)



Some responsibilities and deliverables



- Since 2022-07
  - Focus on supporting the technical independence and new engineering structure (incl. internal documentation)
  - Step by step more focus on Product Management tasks
- Keywords
  - Connecting role between the specialty departments, especially Sales & Marketing, Service, Engineering and Management Board
  - (Long-term) Product roadmap and User Requirements
  - Priorization of tasks for Engineering / R&D
  - Business Cases; Global product and brand strategy
    - Global SPIETH portfolio
  - Local thinking > global thinking
  - Short-term focus > long-term focus

## → Additional role with different focus

- No replacement for your communication to Sales and Service departments
- Do not confuse with project management

# 2. Technical Independence



- New roles and responsibilities in Sustaining Engineering, Quality Assurance and Product Management at SPIETH in Altbach
  - Global Product Management (2022)
  - Mechanical Engineers (2022 and 2024)
  - Quality Technician (2023)
- Implementation of new processes, working methods and responsibilities
- New cooperations for direct market feedback, scientific support and testing
  - German Institute for Applied Training Science (IAT)
    - [IAT: Institut für Angewandte Trainingswissenschaft \(sport-iat.de\)](http://sport-iat.de)
  - Gymnastic training centers and clubs in different performance levels
  - Strong connections to Gymlab in Germany and the FIG
  - Ongoing technical collaboration with Janssen Fritsen, Netherlands
  - Benefit from the extended opportunities offered by being part of the ABEO Group



→ It's an ongoing change process

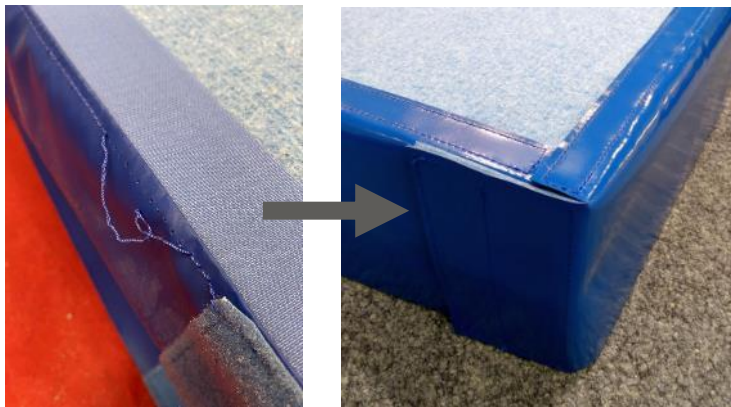
# 3. New and Improved Products



- Continuous improvement of existing products (sustaining engineering)
- Further developments and new developments in gymnastics
- New products and product lines related to gymnastics



# Selection of improved and new products since 2022 (examples, no full list)



- Height adjustment Vaulting Table “Ergojet Rio”
    - Handle with longer thread
    - New pressure pin, cheap and easy to replace when worn
    - Increased life-span when height adjustment is used regularly
    - Updated Service-Kit
  - Mounting of rear anti-slip rubber parts Springboards “Moscow”
    - No more staples in the critical area
    - Increased life-span of the rubber
    - Avoid damaging the floor
  - Skirtings for tumbling tracks and swing floor
    - Long lasting material and seams
  - 14 cm hook-and-loop tape for Swing Floor “Moscow”
    - Can replace the standard 9,6 cm tape when mounted on and off regularly to increase the life-span of the roll mats
  - Many further small quality and service topics
    - Including many known topics that have not been solved in the past
    - Further topics are solved continuously step-by-step
- See bigger improvements and new products on next slides



# Updated Tension Control System (TCS)



- FIG ID 264 (same as before)
- New version with NiMH batteries (AA) instead of lithium-battery
- No more clarification as hazardous goods and therefore simplified international shipping
- Updated connection socket for charging to USB-C
- Using a TCS will be mandatory for FIG-events starting from 2025
- Further Information
  - [Tension Control System \(TCS\) with NiMH batteries \(AA\) | 1760951 \(spieth-gymnastics.com\)](#)

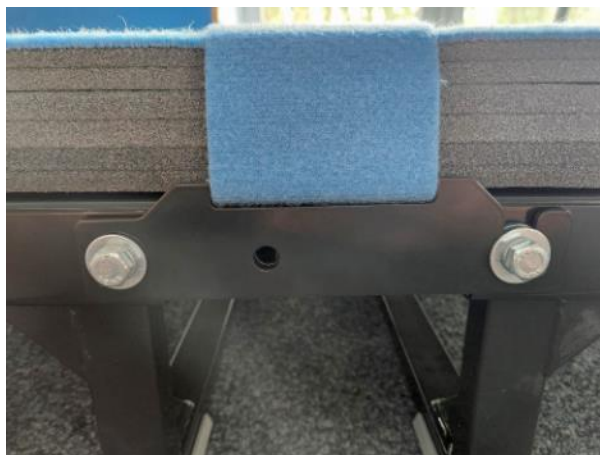
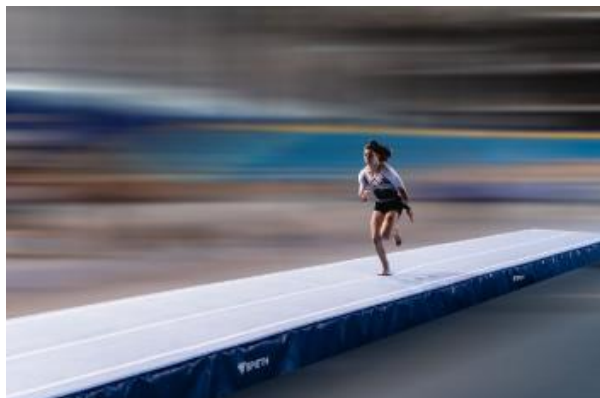
# Parallel Bars „Melbourne Pro“



- FIG ID 648 (since November 2023)
- Revised clamping head with new bolt and nuts
  - Service-kit for clamping head for upgrading older PB “Melbourne”
- New “Dynamoflex Pro” fiberglass rails with natural fiber veneer
  - Excellent vertical dynamics and horizontal stability
  - Excellent grip, shortened preparation time for athletes
  - Increased lifespan
  - Can also be used with older Parallel Bars “Melbourne”
- Available with integrated wheel system
- Further Information
  - [Parallel Bars "Melbourne Pro" with integrated wheel system | 1403120 \(spieth-gymnastics.com\)](https://spieth-gymnastics.com/parallel-bars-melbourne-pro-with-integrated-wheel-system-1403120)
  - [Parallel Bars "Melbourne Pro" without integrated wheel system | 1403121 \(spieth-gymnastics.com\)](https://spieth-gymnastics.com/parallel-bars-melbourne-pro-without-integrated-wheel-system-1403121)
  - ["Dynamoflex Pro" rail for Parallel Bars, one piece | 4145796 \(spieth-gymnastics.com\)](https://spieth-gymnastics.com/dynamoflex-pro-rail-for-parallel-bars-one-piece-4145796)



# Tumbling Track „SPIETHway Evolution“



- FIG ID 640 (since June 2023)
- Significantly improved durability and processing of the metal elements
- Quick assembly and disassembly due to "QuickConnect" system
  - Further improved based on feedback from EC in Portugal 2024
- Max. rebound and gentle on the joints due to damping of unwanted force peaks
- Excellent market feedback from top-level athletes and trainers
- Also available in customized lengths as methodical apparatus in artistic gymnastics
- Further Information
  - [Tumbling Track "SPIETHway Evolution" - 25,20 m | 1790220 \(spieth-gymnastics.com\)](https://www.spieth-gymnastics.com)



# RG-Competition Floor „Beijing Evolution“



- FIG ID 675 (since August 2024)
- Successor of RG-competition floors “Beijing” and “Tel Aviv” (both still FIG certified)
- Combination of “Beijing” and “Tel Aviv” strengths, eliminating the weaknesses
  - Proven double-layer principle with OSB-plates for optimum homogeneity and characteristics
  - Arrangement of the foam blocks (stabilization of the OSB-joints, increased durability)
  - Unchanged proven carpet
- Further Information
  - [RG Competition Floor "Beijing Evolution" 14x14m | 1790582 \(spieth-gymnastics.com\)](#)
  - [RG Competition Floor "Beijing Evolution" 16x16m | 1790292 \(spieth-gymnastics.com\)](#)



# SPIETH-AirPit (not just another AirPit)



- Airbag as base, stabilized with an additional foam layer for desired landing characteristics; connected with hook-and-loop tape
- Movable edge-paddings directly attached to the foam layer
- Special suspension prevents the system from sinking to the pit floor
- Hardness / landing characteristics can be adjusted by the user
- Main features compared to other AirPits
  - Easy exchange of upper foam layer and edge paddings
  - Modular, customized connections to neighboring gymnastics equipment and mats
  - Stability for controlled landing even in the edge area
  - No gap with unpadded wall in the edge area
  - Safe environment even when not inflated. It is not necessary to fit the pit with a railing as fall protection

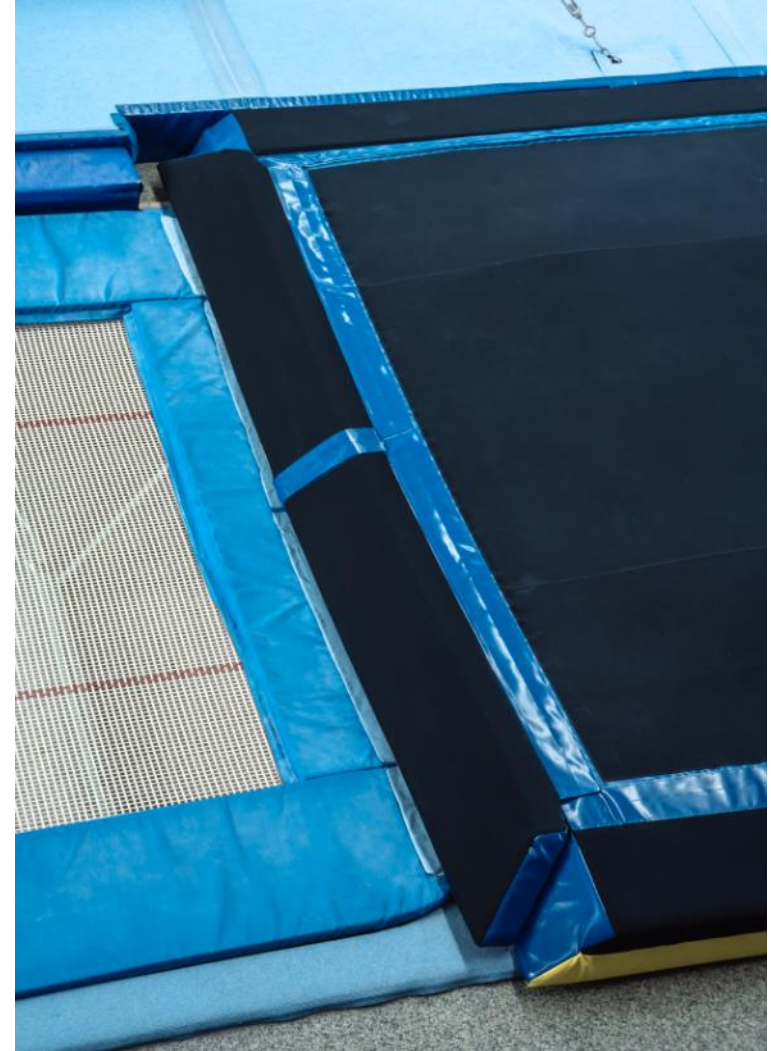
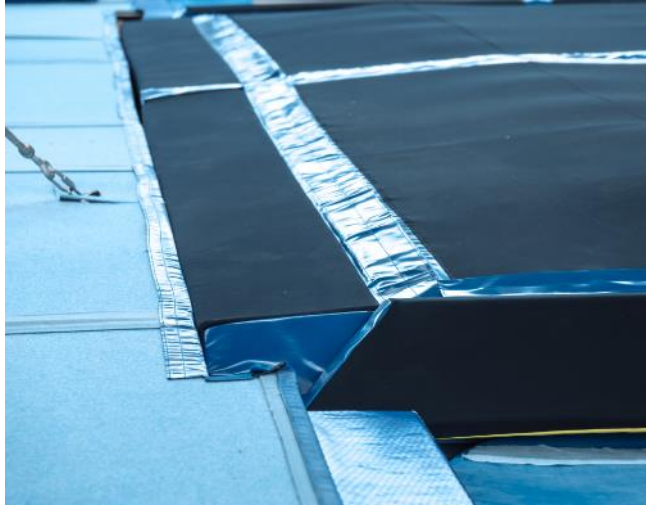
→ Design-protection pending

→ Designed for the special needs in gymnastics

→ Project-specific planning needed (as for other pit systems)



# SPIETH-AirPit (not just another AirPit)







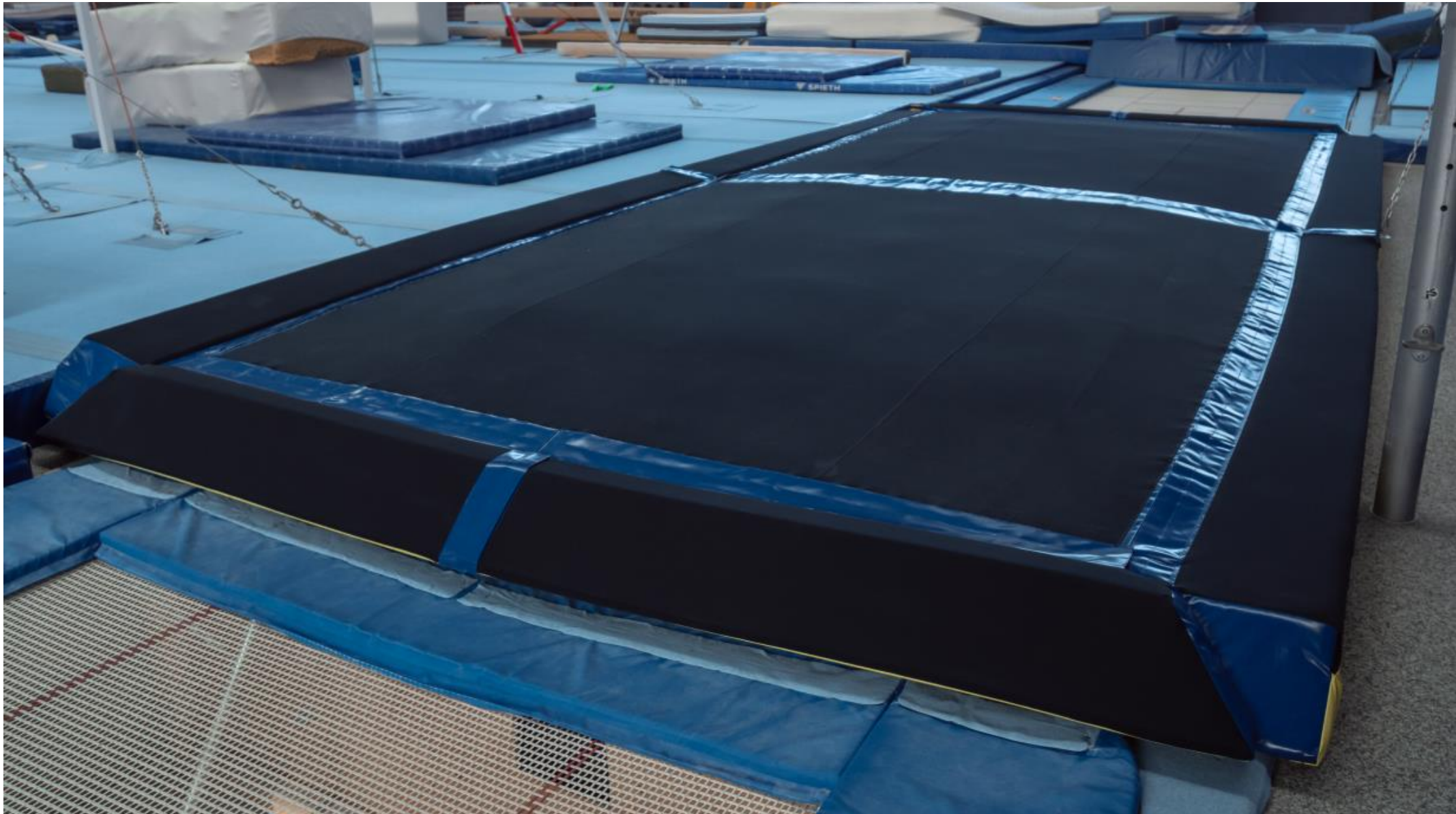












# Overview SPIETH Pit- and Landing-Systems



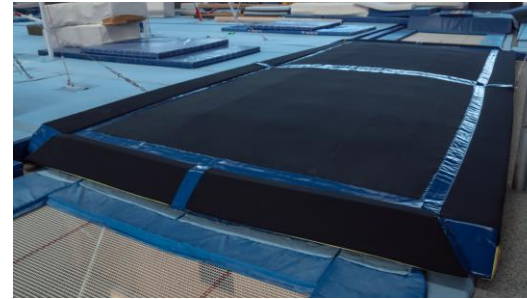
## Open Pit

- Designed for the initial phase of learning new elements with higher risk of uncontrolled landings
- Not suitable for controlled landings on the feet
- Hard to get out
- High maintenance and cleaning efforts
- Also available as a raised version (wooden elevation)



## Closed Pit

- Suitable for controlled landings due to closed surface
- High training frequency possible
- Low maintenance and cleaning efforts
- Worn upper foam layer can easily be replaced
- Also available as a raised version (wooden elevation)



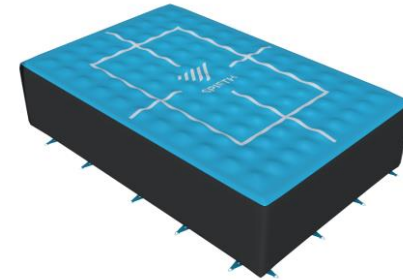
## AirPit (with foam topper)

- Suitable for controlled landings due to closed surface
- Adjustable characteristics
- High training frequency possible
- Low maintenance and cleaning efforts
- Worn upper foam layer and edge paddings can easily be replaced
- Electricity needed for the blower



## Raised (closed) pit

- Suitable for controlled landings due to closed surface
- High training frequency possible
- Low maintenance and cleaning effort
- Standard height: 80 cm
- Installation can be done by the customer



## Raised (closed) pit

- Freestanding AirBags for mobile and flexible use
- Fast and easy assembly and disassembly by the user
- Hygienic top sheet, easy to clean and replace
- Available in different sizes
- Adjustable characteristics
- Electricity needed for the blower

→ Different modular systems for individual solutions and different user needs

→ All designed for highest safety in the respective product category

[Pit Systems | SPIETH Gymnastics \(spieth-gymnastics.com\)](https://www.spieth-gymnastics.com) | [Airbags \(spieth-gymnastics.com\)](https://www.spieth-gymnastics.com)

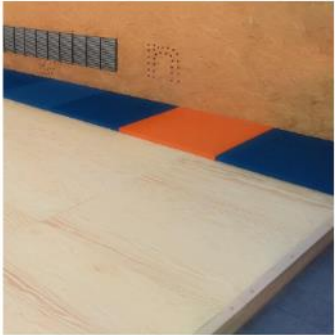


# Additional products

- Solutions for neighboring markets to artistic gymnastics that can use similar products
  - In addition to the neighboring markets already approached, such as aerobics
- Target group-specific communication approach



# Judo Base Construction „Portable“



- Modular & portable frame design for the proven Judo Base Construction „Ergotop“
  - Flexible plywood panels with shock-absorbing foam elements; tested in accordance with DIN 18032
  - References: [Judo | SPIETH Gymnastics \(spieth-gymnastics.com\)](https://www.spieth-gymnastics.com)
- Wooden 1m-elements and special corner pieces with quick plug-in connection system
- Size can be adapted, depending on the requirements of Judo and other (combat) sports
- Assembly without damaging the floor; no anchoring needed
- Assembly /disassembly in 20-30 minutes with trained persons
- Build for use with standard Tatami-mats
- Status:
  - last technical optimizations ongoing
  - Design-protection pending



- Parkour as a competitive sport under the umbrella of the FIG
    - [FIG - Parkour - Presentation \(gymnastics.sport\)](#)
  - Already included in the World Games 2022
  - On the way to be part of the Olympics
  - Further information
    - [Home - Brick Parkour](#)
    - [Brick \(spieth-gymnastics.com\)](#)
    - [Brick Parkour Asian Tour 2023 | Cambodia, Indonesia, Malaysia, Philippines, Thailand, Vietnam \(spieth-gymnastics.com\)](#)
- Separate presentation directly afterwards

THANKS FOR YOUR  
ATTENTION.

 **SPIETH**

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