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PARTS SUMMIT 2026 Brings Europe's Spare Parts and Aftermarket Leaders Together in Frankfurt

"Built to Lead: The Aftermarket Advantage" headlines this year's event, with confirmed speakers from CLAAS, VDMA, Siemens Energy, Mitsubishi Electric Europe, Terex, and more.

Stuttgart, September 23rd, 2026 – PARTS SUMMIT 2026 will bring together spare parts, pricing, service, and aftermarket leaders from industrial manufacturing on October 15 in Frankfurt am Main, Germany. After three editions in the Stuttgart region, the event moves to Frankfurt this year and expands its reach to professionals from across Europe.

The one-day event pairs practitioner-led sessions and keynotes with panel discussion and peer networking, built around the pressures now shaping aftermarket businesses: pricing under margin pressure, shifting cost structures, and growing competition for parts revenue that manufacturers once treated as guaranteed.

"If you are giving up a full day away from your business, it has to pay you back," said Stephen Fauth, Co-CEO of MARKT-PILOT. "That means bringing together people who understand the same challenges you do, but approach them from different perspectives. From industry insights and economic outlooks to practical examples from leading manufacturers, PARTS SUMMIT is about sharing what works, learning from one another, and taking ideas back to your business."

Speakers

- **Anke Uhlig**, Team Lead, Research & Analytics, Economics & Statistics, VDMA, on the economic outlook shaping the European machinery and equipment industry.
- **Ulrich Timcke**, SVP Aftersales, CLAAS GmbH, on scaling after-sales digitalization across an independent dealer network.
- **Santiago Velez**, VP Sales Operations, Siemens Energy, on how data-driven, market-based pricing builds commercial trust.
- **Danilo Zatta**, Senior Partner, Implement Consulting Group, on practical pricing models and quick wins to boost aftersales profits.
- **Sven Mülleneisen**, Department Manager, Strategic Sales & Service EMEA, Mitsubishi Electric Europe, on turning economic signals into forward-looking service revenue forecasts.
- **Kai Ostendorf**, Director, Parts, Sales & Pricing, Terex Global GmbH, on moving beyond cost-plus pricing toward a broader commercial intelligence capability.
- **Lisa-Maria Engert**, Spare Parts & Pricing Leader, speaking on turning spare parts pricing from a one-time project into a lasting organizational capability.

Additional speakers and the full agenda will be announced in the coming weeks.

Experience Pricing Performance Live

Attendees will also see live demonstrations of MP ONE, MARKT-PILOT's Pricing Performance platform, showing how manufacturers connect market data, pricing decisions, governance, and results across the aftermarket.

"When we started PARTS SUMMIT, we asked one question: where do spare parts and aftermarket managers talk honestly with their peers? We could not find that place, so we built it," said Dr. Martin Ruth, Co-CEO of MARKT-PILOT™. "The pressures shaping the parts business do not stop at the border, so the conversation should not stop there either."

Event Details

- **Date:** Thursday, October 15, 2026
- **Venue:** PALAIS, Frankfurt am Main, Germany
- **Format:** One-day event with keynotes, practitioner-led sessions, a panel discussion, and networking
- **Theme:** Built to Lead: The Aftermarket Advantage
- **Registration:** www.parts-summit.com

MARKT-PILOT also hosts PARTS FORUM, its North American event for spare parts and aftermarket leaders, returning to Chicago in June 2027.

Registration for
PARTS SUMMIT 2026

About MARKT-PILOT™

MARKT-PILOT™ is the industry leader in Pricing Performance for industrial manufacturers. It replaces scattered pricing efforts with one system that keeps every price current, controlled, and proven, so manufacturers protect margin and grow the aftermarket instead of just managing it.

MP ONE™, its unified Pricing Performance platform, runs pricing strategy across the entire portfolio: built deliberately, approved with a rationale, published everywhere at once, and measured so the next cycle gets smarter. Run this way, pricing stops being a once-a-year project and becomes a discipline the business can rely on, backed by enterprise infrastructure built to run at scale.

MARKT-PILOT supports more than 200 leading machine manufacturers worldwide. The company employs more than 150 people and is headquartered in Stuttgart, with additional presence in Chicago and Stockholm. www.markt-pilot.com

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