



Special Edition

AMERICAS COMPETITIVENESS EXCHANGE on Innovation

and **Entrepreneurship**

June 24 - 29, 2018











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WELCOME MESSAGES



Luis Almagro

Secretary General of the OAS

Dear Friends,

It is with great pleasure that I welcome you to the Ninth Americas Competitiveness Exchange on Innovation and Entrepreneurship (ACE) being held in Israel and Germany, two countries which have built prosperous and vibrant societies rooted in the principles of freedom and democracy, the respect of the rule of law, and the promotion of inclusive development.

The entrepreneurial accomplishments of Germany and Israel are a model for our economies in this global age. They demonstrate that innovation and technology can help foster shared prosperity when combined with quality education and a vibrant entrepreneurship ecosystem.

Poverty and inequality impede social mobility, lower the quality of life and limit opportunities for too many of our people in the Americas, particularly the youth. The Ninth Americas Competitiveness Exchange on Innovation and Entrepreneurship being held in Tel Aviv, Jerusalem, Berlin and Dresden will highlight how an Inclusive Innovation Agenda can be a powerful tool to address these challenges and create the conditions for the transformation of our societies.

The ACE is designed to share good practices, connect talent and networks, and generate multiple opportunities to explore and expand the links between our economies. It plays a critical role in strengthening Hemispheric and global ties by building on ideas and models that work to create jobs.

I invite you to take advantage of the Inter-American Competitiveness Network (RIAC) and the ACE to promote and facilitate collaboration and partnerships on competitiveness, innovation and entrepreneurship across our regions.

We have an obligation, a responsibility, and a duty to ensure that future generations are architects of their own destiny. All our peoples, without regard to race, gender, place of birth or sexual orientation, must be empowered through skills, education, resources, technology and connections to aspire to quality jobs.

I would like to thank the Governments of Germany and Israel for theirleadership in organizing the Ninth ACE. We appreciate the engagement of their leaders and stakeholders and the opportunity to build stronger collaboration with OAS member states around their globally recognized innovation and entrepreneurship ecosystems.

Luis Almagro





Yuval Rotem

Ministry of Foregn Affairs Jerusalem Director General

Dear 9th Americas Competitiveness Exchange Participants,

With the convening of the 9th Americas Competitiveness Exchange in Israel, it is my pleasure and honor to welcome ali the distinguished participants from more than twenty-five countries!

As the objective of the Exchange is to showcase successful examples of entrepreneurship, innovation, strategic investments and Public Private Partnerships, there is no better place than Israel. Israel, termed "Start-Up Nation", has rightfully earned its reputation as a leading global force in innovation, start-ups and modern technology. We are proud of the fact that we have established close to 400 development centers in Israel, and that we enjoy the status of second highest number of start-ups globally.

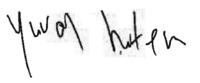
It is especially pleasing to us that the countries of the Americas are an integral part of this exchange in Israel. Israel has a long tradition of cooperation with the countries of north, central and South America, especially in the fields of science, education, agriculture and development of society. In recent years, we have and are enhancing our collaboration "Big Time", to the fields of technology, entrepreneurship and innovation. We hope that you, as a participant, will serve as further motivation and energy in this development.

It is my hope that this gathering in Israel will serve to strengthen the long-term relationship between Israel and your country. I also encourage you to follow up on the issues via our missions close to you, which will be most glad to join you in the development of further projects and ideas.

We are extremely glad that this Exchange collaborates with Germany, and we are confident that the exposure to Israelí and German knowhow will be of great benefit to you.

It is my hope that on this short visit you will experience the strong spirit of innovation and energy that permeates Israel, and successfully locate the opportunities for development in the future.

Yours sincerely:









Dear ACE participants,

Over the last eighteen months, representatives from my Ministry had the privilege to participate in previous editions of the American Competitiveness Exchange – a unique format that like no other encourages exchange and collaboration in the fields of innovation and entrepreneurship.

After all, entrepreneurship and innovation are not only the roots of our countries' relative wealth and our citizens' living standards. They are also the ultimate problem solvers to any challenges that our societies face. Hence, exchanging best practice and seeking opportunities to advance innovation and entrepreneurship together is a mandate of common sense. Moreover, as the ACE format proves, it is also personally enriching.

Returning from Ontario (ACE 6), Texas (ACE 7) and Florida (ACE 8) German participants brought with them new ideas, new concepts, new perspectives and - not least - new friendships.

Gratitude for the hospitality received and enthusiasm for the unparalleled format prompted our Israeli friends and us to make the bid for co-hosting this special edition. The positive response honors us.

I invite you to dive into our innovation ecosystem and to learn about our policy strategies and instruments. We want you to get first-hand impressions of innovation hubs that strive on strong links between academia and industry as well as international cooperation. We want opportunities for joint projects and mutual learning to proliferate.

You will find the details of the program on the following pages. I am happy and grateful to note that my staff has received invaluable support and advice by the OAS secretariat and by the US department of commerce. With their experience considered, we are confident that you will find the overseas trip worthwhile.

Let us build bridges.

From the Americas to Europe and Beyond.

From ideas and research projects to products and employment.

From strangers and new acquaintances to partners and friends.

Yours sincerely:



OBJECTIVES OF THE EVENT

PROGRAM

This 9th and Special Edition of the Americas Competitiveness Exchange (ACE) is based on the overarching theme Building bridges.

Building bridges

Bridges to be built will both cross the Atlantic – allowing the cooperative, innovative spirit of the ACE to pass from the Americas to Europe and beyond – and will help overcome the imponderables on the way from the idea to the market, i.a. by creating and strengthening personal linkages between actors.

In terms of bridging the gap between new ideas and their economic success, **Germany's Federal Ministry for Economic Affairs and Energy (BMWi)** promotes innovation activities of SMEs with a series of coordinated funding measures.

The **Israel Innovation Authority**, which is responsible for the countries innovation policy, is a national entity that operates for the benefit of the Israeli innovation ecosystem and

Israeli economy as a whole. Its role is to nurture and develop Israeli innovation resources, while creating and strengthening the infrastructure and framework needed to support the entire knowledge industry.

ACE 9 participants will experience how these measures work and will discuss them with practitioners – thus exploring ways of joining, expanding or adapting them to domestic challenges and circumstances.

Bridges to build on: Israel and the Americas

Israel's R&D and innovation links with the Americas started 40 years ago with the establishment of three bilateral R&D foundations with the US and later with Canada. These programs served as a model and paved the road to creating Israel's global array of research and innovation links with countries and regions all over the world. In order to expand and deepen innovation synergies in the Americas region the Israel Innovation authority (formerly known as the Office of the Chief Scientist) created in 2013 a dedicated department the Americas Operations. This department develops and implements through the bilateral foundations and additional funding mechanisms cooperation platforms - currently with the US (at federal and States level), Canada (national and provinces); Brazil, Mexico, Colombia, Argentina, Chile, Uruguay and an innovation framework with the Inter-American Development Bank (IDB). These cooperation models are diverse and include engagements with industrial associations, development banks, economic development organizations, multinational corporations, applied research centers, accelerators and other innovation partners across the region. A new program to cover technology adaptation and pilot projects in all Latin America and Caribbean countries has now been launched.



The Israel Innovation Authority has adopted an internal structure designed to enable: task and client orientation, concentration of knowledge and tools under a single entity, enlargement of the offered toolbox, and expansion of the scope of activities beyond R&D. This strategic approach is advanced through a number of innovation divisions each focused on a specific target audience, for the purpose of developing and delivering dedicated solutions to their associated challenges.

Bridges to build on: Germany and the Americas

Germany is closely linked to the American hemisphere. Investment ties are strong, growing and span a long period of mutually beneficial cooperation.



With the United States, trade relations are particularly intense, the bilateral trade volume being the third and fifth largest for Germany and the US respectively. Likewise, direct investment figures are indicative of large opportunities being taken, given and created—with German companies being foreign employer no. 3 in the US. Joint efforts to promote innovation involve i.a. clusters in the fields of software development, health products and photonoics. At the margins of the Hannover fare 2016 where the US was official partner country, common approaches to vocational training were started.

Economic ties with Canada are also considerable. In terms of scientific-technological cooperation, both countries have been official partners since 1971, with common endeavours ranging from the bioeconomy to the Arctic. The opening of a Max-Planck center at Ottawa University and a common call for R&D-projects are some recent testimonials of that lively partnership.

While official transatlantic economic partnership is still desired, trade talks between the EU and Latin America have been very successful – Germany as the EU's top trading nation backed and championed the conclusion of trade agreements with 26 out of 33 Latin American countries. Accordingly, economic ties have grown across the continent: Germany is the third biggest foreign investor in Latin America, with some 4000 companies being engaged in Latin American countries.

In science and innovation, connections proliferate, too. Research and education were the main topics for the first government consultations between Germany and Brazil in 2015, stimulating closer cooperation

on topics related to bioeconomy, climate, oceans and strategic resources. 2016 marked the German-Mexican research year which saw i.a. two science conferences, the fare "hecho en alemania" and the conclusion of several cooperation agreements on vocational training and university education.

The German and Argentinian university systems launched binational studies and fostered the mutual recognition of educational contents - thus cooperatively developing the skills base and fostering academic exchange. In the same vein, human capital development is key element to bilateral projects with Ecuador and Costa Rica. Cooperation with Columbia relates i.a. to supporting clusters in the fields of health research and water technology. Its geotectonical position exposes Chile to natural risks studying and controlling which provides ample scope for bilateral scientific cooperation - so do mining and resources. Since 2016, Peru is member to CORNET, the international network for industrial pre-competitive research and has already started a bilateral project under the ZIM-program.

With strong German endorsement, the EU-Latin America Caribbean Summit back in 2010 sparked the "Joint Initiative for Research and Innovation". Since, projects in the fields of energy, biodiversity, climate, health, IT and bioeconomy are implemented. One instrument is the ERANet-LAC - Network of the European Union, Latin America and the Caribbean Countries on Joint Innovation and Research Activities, which is coordinated by Germany. Since 2016, seven projects with German engagement have been supported.

Bridges to build on: Germany and Israel

Overthelast four decades, the ACE9 host countries have been cultivating a long and ever-growing friendship. Due to its geopolitical constraints and small size of its domestic market, Israel has developed a strong foreign trade network. Germany is Israel's largest trading partner in Europe and its third most important trading partner after the United States of America and the People's Republic of China. An abundance of German-Israeli joint ventures have been set up since the 1990s in both countries and there has been an appreciable increase in joint research projects often

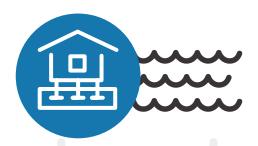
funded by the EU and the countries have collaborated in the opening up of new markets. Germany and Israel jointly promote R&D initiatives bilaterally and also at European level in the Horizon 2020, Eureka, Eurostars and other programs they both participate in. Platforms like the German Israeli Startup Exchange Program (GISEP), seek to strengthen the German-Israeli economic relations in the field of start-ups and support German and Israeli founders in their efforts to set up subsidiaries in the other country.



Basement for new bridges: Israel

Israel has won the title of "start-up nation" following the success of Israeli companies that have established their status in the international arena as breakthroughs in a wide range of fields, including communications, the Internet, medical systems, agriculture, biotechnology, security, desalination and digital printing. High quality human capital, technological capabilities, entrepreneurial culture and bold innovation coupled with the government's commitment to support innovative R&D activities position Israel at the top of the world of technological entrepreneurship and give it high marks in global indices of economic competitiveness as well as high returns on investment. Leading international high tech companies have recognised that Israel is a source of technological innovation and over 300 multinational corporations set up their R&D centers in Israel.

Israel ranks among top economies with innovative capability, entrepreneurship and global innovation. In addition to Silicon Valley, the highest concentration of high-tech companies is found in Israel. More than 5,000 start-ups create innovations and offer solutions to the most pressing global challenges. In 2014, 63 Israeli companies were listed for trading on NASDAQ, making Israel the third country on Nasdaq after the US and China. Of the 230,000 employees in the Israeli high-tech industry, about 40% hold R&D positions of multinational companies, which have chosen Israel as an investment and development site. Innovation is by far the most valuable resource for the State of Israel, serving as a national asset crucial to economic prosperity.



Basement for new bridges: Berlin and Saxony

Beside big companies and well-known brands, "hidden-champions" - small to medium-sized enterprises as global market leaders in niches – are distinctive to Germany's innovation system.

Research collaborations such as Fraunhofer or Helmholtz make important contributions to innovation through joint research and development projects with companies and through the transfer of knowledge and technology. The Physikalisch-Technische Bundesanstalt (PTB) and the Federal Institute for Materials Research and Testing (BAM) offer high-quality scientific and technical services, i.e. add to the quality infrastructure.

The German part of ACE9 concentrates on Berlin and Dresden. Since the fall of the Berlin Wall, the German federal capital has developed into a sought-after location for creative minds. Participants to ACE 9 will explore a city that promises freedom and creative possibilities. This is demonstrated by the high numbers of innovators in comparison with other areas of Germany. The proportion of Berlin-

based companies that have successfully launched new products and services is 48% which is again considerably higher than the comparison figure for the whole of the German economy. The lively start-up scene attracts many companies and key players in industry to Berlin. More than one third of DAX 30 companies have development centers in Berlin, international corporations such as Cisco, Microsoft and Coca-Cola and banks such as Deutsche Bank and Commerzbank work with young start-up companies in Berlin.

In order to shed light on the country's versatile economic assets, the program will include a day trip to Dresden and an evening dedicated to the innovation networks of several regions. Known as Silicon Saxony, the Dresden area is home to Europe's largest center for microelectronics where companies and research institutions develop and produce state of the art information and communications technologies. Formerly part of the socialist, planned-economy, the Dresden area is also a landmark for successful economic transformation.

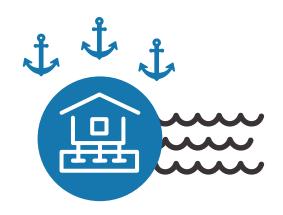


Building blocks for new bridges: Anchor sites in Israel

The Israeli part of the program showcases successful for innovation based cooperation projects; technology transfer organizations: Homeland and Cyber Security companies; Fintech innovation lab; an Agricultural Centre of Excellence; a Media lab; an Autonomous Vehicle R&D center and other such innovative endeavours.

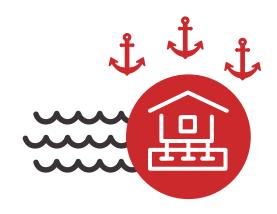
Introduction to Israeli VC industry, innovative financing instruments, incubators and innovation labs in the rural parts of Israel.

Delegates will be experience the creative powerhouse that is Israel and its knowledge based industries today.



Building blocks for new bridges: Anchor sites in Germany

The German sites exemplify how policy tools combined under the umbrella concept "from the idea to market success" cater to the specific challenges that companies may encounter during the various stages of the innovation process. In addition, the tour will showcase key features of the German innovation system, i.e. its Mittelstand companies, the mission-driven interplay between research institutions and business, as institutionalized e.g. in the Fraunhofer society.



Completing the arch

By tradition, ACE stakeholders, hosts and participants are all united in the belief that creativity and innovation are significant drivers of business and prosperity.

The goal of ACE 9 is to create, prompt and sustain

- New opportunities for transatlantic synergies,
- New products and technological innovation through networking and
- The active exchange of knowledge and experience between key players in the fields of innovation and policy making.

Let's build bridges!







SRAEL



Tel Aviv

Tel Aviv, the nonstop city, whose energy and knowledge come from its people. A technological, connected city that communicates with the world. Whether you're a partygoer, a culture enthusiast, or you just like to chill – Tel Aviv has a place for you, in one of the world's leading hubs of innovation and creativity.



Israel Innovation Authority + Innovation Lab

The Israel Innovation Authority, responsible for the country's innovation policy, is an independent and impartial public entity that operates for the benefit of the Israeli innovation ecosystem and Israeli economy as a whole.

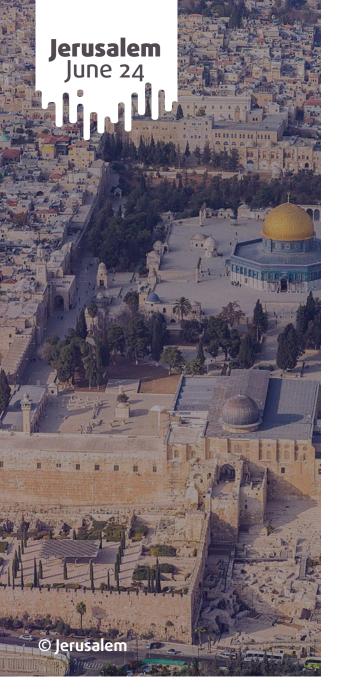
Its role is to nurture and develop Israeli innovation resources, while creating and strengthening the infrastructure and framework needed to support the entire knowledge industry.

As such, the Israel Innovation Authority advises the government and Parliament ("Knesset") committees regarding innovation policy in Israel and furthermore monitors and analyzes the dynamic changes taking place throughout the innovation environments in Israel and abroad. The Authority creates cooperation with counterpart agencies to promote technological innovations in the Israeli industry and economy.

Innovation is by far the most valuable resource for the State of Israel, serving as a national asset crucial to economic prosperity. Israel Innovation Authority seeks to further develop and support technological innovation in Israel through various support tools. Its mission is to strengthen the innovation ecosystem and promote innovation, entrepreneurship and disruptive technologies as a leverage for inclusive and sustainable economic growth.

The Israel Innovation Authority provides a variety of practical tools and funding platforms aimed at addressing the dynamic and changing needs of the local and international innovation ecosystems.

With deep knowledge and understanding of the unique challenges facing the Israeli companies and entrepreneurs, the tools and programs offered by the Authority are based on the specific stage and needs of the company. This includes programs for early stage entrepreneurs, mature companies developing new products or manufacturing processes, academic groups seeking to transfer their ideas to the market, multinational corporations interested in Israeli technology, Israeli companies seeking new markets abroad, and traditional factories and plants seeking to incorporate innovative and advanced manufacturing into their businesses.



Old City Tour

Jerusalem, the eternal capital of Israel since King David turned it into the capital of his kingdom, more than 3 millennials ago. It's the only city in the world where the 3 monotheistic religions live peacefully together. Discover and enjoy the rich history and culture of Jerusalem along with its modern vibe.

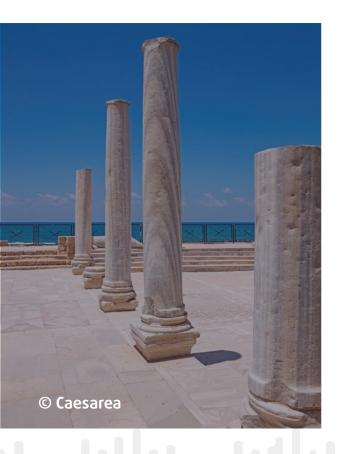


SCR Cow Intelligencce Solution

SCR provides advanced cow monitoring systems designed to collect and analyze critical data points, from activity to rumination, for every individual cow. These systems successfully deliver the heat, health and nutrition insights farmers' need, when they need them.

Name of Company: SCR Cow Intelligence solution **Location:** 18 Hamelacha St. Netanya, 4250440

Homepage: www.scrdairy.com



Caesarea

The Beautiful old port of Caesarea, was built by Herod the Great more than 2000 years ago, and served as an administrative center of Judea Province of the Roman Empire. Today, it is one of the main attractions in Israel, located on the Mediterranean coast.



Hadera Desalination Plant

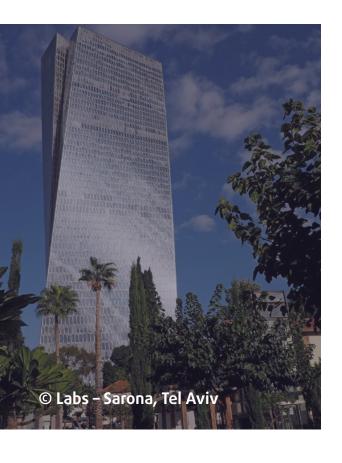
Hadera Desalination Plant. An innovative plant that provides clean, potable water for over 1 million people with an extremely narrow footprint.

Hadera Desalination Plant | IDE Technologies

Name of Company: Hadera Desalination Plant

Location: Hadera

Homepage: www.ide-tech.com/blog/b_case_study/hadera-project/



Labs – Sarona, Tel Aviv

Situated on the top floors of the tallest skyscraper in Israel, LABS Tel Aviv is redefining co-working, a sophisticated, unique approach to shared office for the Innovation community. Meet leading start-ups.

Name of Company: Labs Tel Aviv

Location: 121 Menachem Begin Rd, Tel Aviv, Sarona-Azrieli Tower

Homepage: https://labs.com/



Tel Aviv night Scenery

A Friday night party on Tel Aviv's Jerusalem Beach.

With its sultry Mediterranean climate, seaside location, hedonistic vibe and young, international population, it's no surprise Tel Aviv is known as the party capital of the Middle East. Any great evening here should start at a beach bar around sunset – a cold beer on your lips, toes pushing into still-warm sand.



Name of Company: AeroNautics

Sector: Nahal Snir 10 st. Yavne, Israel

Contact: Mr. Dany Eshchar

Title: Deputy C.E.O for Marketing & Sales

Tel Direct: +972 -8-9433600 **Mobile:** +972 -54-26786000

Email: danye@aeronautics-sys.com **Homepage:** www.aeronautics-sys.com

AeroNautics

Aeronautics

Company at a Glance

Aeronautics Group is a world leading developer and manufacturer of defense solutions based on Unmanned Aerial Systems and advanced ISTAR systems. Aeronautics' UAS line of products enable the military, homeland security and law enforcement customers to ensure the safety of millions of people.

As a specialist in the field of unmanned Intelligence, Surveillance, and Target Acquisition and Reconnaissance (ISTAR), Aeronautics Group in-house vertical integration capabilities facilitate rapid delivery of tailored turnkey solutions to its customers. Since its establishment in 1997, the Company's products have been delivered and successfully deployed by over 70 defense, military and homeland security forces on five continents. Aeronautics Group offers a 'one-stop shop' for cost-effective solutions for defense, HLS and border protection missions.

Technology & Products

Aeronautics' lines of business include Unmanned Aerial Systems, Aerial Intelligence, Surveillance and Reconnaissance (ISR) platforms, stationary and vehicle-mounted ground ISR systems and Border surveillance and force protection systems. The company's aerostats include Electro-Optical stabilized sensors, Wideband communication data links and electrical propulsion systems. Aeronautics comprehensive defense solutions include a range of services such as security and project management, high-level training, and maintenance services.

To support its customers and to guarantee smooth UAS operations, the Aeronautics Unmanned Systems Academy provides high quality and in-depth training programs, including certification and OJT (On Job Training) for UAS Mission commanders, operators, and technicians.



© AeroNautics

Goal

Aeronautics fundamental goal is to create the right partnership and cooperation with customers and local industries worldwide, in order to build mutual capabilities of technologies and innovation for the benefit of our partners and customers.

Among Aeronautics' leading unmanned aerial systems are:

Aeronautics Group is a world leading developer and manufacturer of defense solutions based on Unmanned Aerial Systems and advanced ISTAR systems. Aeronautics' UAS line of products enable the military, homeland security and law enforcement customers to ensure the safety of millions of people.

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Technology & Products

- Orbiter 4 Small Tactical UAS: multi payloads and multi mission ability system, with extended endurance of more than 24 hours
- Orbiter 1K: a loitering munition platform, designed with a fuselage adaptor carrying explosive payload.
- Orbiter 2 Mini UAS: a compact, lightweight manportable system designed for use at tactical levels.
- Orbiter 3 Small Tactical UAS: a compact, lightweight and powerful platform deploying multiple sensors on extended missions.
- Aerostar Tactical UAS: a highly efficient and costeffective systems, logging over 250,000 operational flight hours
- Dominator MALE UAS: based on a proven generalaviation certified platform, designed for long-range long endurance surveillance missions.
- Pegasus 120 Tactical VTOL UAS: can lift up to 75 kg payloads to provide an advanced, multi-mission solution for military, HLS and civil uses.



Weizmann Institute

One of the world's leading multidisciplinary basic research institutions in the natural and exact sciences, with a long history of investigation and discovery rooted in a mission of advancing science for the benefit of humanity.

Name of Company: Weitzman Institute of Science Location: Weiztamn institute Campus, Rehovot

Homepage: www.weizmann.ac.il



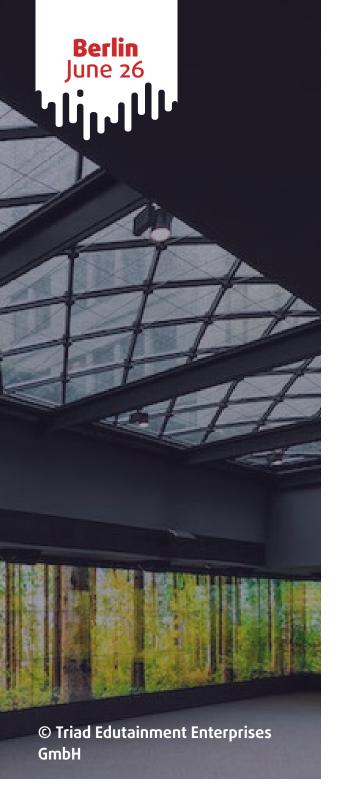
Volcanic Institute

Countless innovations from the Volcani Agricultural Research Organization in Israel have earned a worldwide reputation for expertise in plant sciences, plant protection, environmental sciences and livestock management.

Name of Company: Volcani Agricultural Center Location: Derech HaMaccabim 68, Rishon Le Zion Homepage: www.agri.gov.il/en/home/default.aspx



GERMANY



Brandenburg Gate Museum

BRANDEN BURGER TOR MUSEUM

Welcome reception by an OAS dignitary official and Dr. Janssen, from the Federal Ministry for Economic Affairs and Energy, comprising a short, informative and entertaining program. The latter will include two movie presentations about the city of Berlin emphasizing its history and appearance as of today on a 270-degree panoramic screen. During the program, sparkling wine and appetizers will be served.

Since spring 2016 the Brandenburg Gate Museum delights its visitors from all over the world with a spectacular multimedia show which covers 300 years of Berlin history. The museum is located in the main governmental district with direct view on the Brandenburg Gate. The heart of the museum consists of a showroom with a 270-degree panoramic wall comprising 87 HD screens and a 38-channel surround sound system.

Location: Brandenburger Tor Museum

Address: Pariser Platz 4a, D-10117 Berlin

Phone: +49 30 236 078-366

Email: location@brandenburgertor-museum.de

Homepage: www.brandenburggate-museum.com

Dr. Ole Johann Janssen



Company / Facility: Federal Ministry of Economic Affairs and Energy (BMWi)

Role: Head of division Innovation and Technology Policy

Address: Scharnhorststr. 34-37, D-10115 Berlin

Homepage: www.bmwi.de/en

Ole Johann Janssen, is the Deputy Director General for Innovation and Technology Policy at the Federal Ministry for Economic Affairs and Energy of Germany. As Deputy Director General "Innovation and Technology Policy", Mr. Janssen oversees the following units: General issues of national and international innovation and technology policy; Accreditation and conformity assessment; Supervision of the Federal Institute for Material Research and Testing (BAM) and the German National Metrology Institute (PTB); Central Innovation Program for SME; Industrial research for companies and innovation guidance for SME. Previously, he served at the Ministry for Economic Affairs, Labour and Transport of Lower Saxony and as Director at the State Chancellery of Lower Saxony. He graduated in economics at Hannover University. He had been an Academic assistant at the chair for economics at Greifswald University and holds a PhD in economics.



Hotel TITANIC TITANIC

GENDARMENMARKT BERLIN

Arrival in Berlin, Germany, at the Schönefeld Airport (SXF). A bus will transfer the participants into the city to the first stop of the program. The organizers provide a service to deliver the luggage to the hotel.

Just like Berlin is very much a mix of heritage and modern influences, the Titanic has created an inspiring blend of classic elements and inspiringly playful and modern décor. Located on Französische Straße, in the beautiful Gendarmenmarkt area with its monumental 18th century architecture, the building was once used as a warehouse by the Staatsoper.

The hotel offers 208 quiet, stylish rooms and suites, as well as a 1.000 m² Spa including a state-of-the-art gym and an original Turkish hamam. On the culinary side, the Schinkel Bar, a classic cocktail bar with regular live music, as well as the vibrant Beef Grill Club restaurant invite for cosy hours in a decent atmosphere.



© Titanic



© Titanic

Location: TITANIC Gendarmenmarkt Berlin

Address: Französische Straße 30, D-10117 Berlin

Phone: +49 30 2014 370-0

Email: info.tgb@titanic-hotels.de

Homepage: www.titanic.com.tr/default-en



Company / Facility: Federal Ministry for Economic Affairs and Energy

Address: Scharnhorststr. 34-37, D-10115 Berlin

Chief executive: Peter Altmaier

Homepage: www.bmwi.de/en

BMWi



At the BMWi, the delegation will receive a detailed introduction into the German innovation system, and its policy based on the strategy "from the idea to market success". After a welcome speech by the state secretary, the delegation will be introduced into various promotion programs by the responsible heads of divisions of the BMWi. In addition, accompanying beneficiaries will share their experience in short pitches and give further insights how they benefit from governmental support.

The major trends of the 21st century, notably globalization, digitization, demographic change, recent developments within the EU, and the energy transition all represent major challenges for German business to tackle. If we are to successfully address these issues, we need to make our social market economy shipshape for the future. This is the over-arching task for the Federal Ministry for Economic Affairs and Energy.

Ultimately, it is a permanent goal for the Federal Ministry for Economic Affairs and Energy to ensure both Germany's competitiveness and a high level of employment. The Ministry wants to help achieve this by using the legislative, administrative, and coordinating role it has in the fields of energy, industrial, innovation, competition, SME, and European policy.

The Ministry's policy is guided by the principles of the social market economy, which have proven very successful, and particularly so in times in which the economic environment has not been so favorable. A forward-looking economic policy is about creating lasting prospects for greater employment, investments and growth in Germany.

From the idea to market success

No matter whether it's a start-up or an established company, working in IT or mechanical engineering, at an early phase of research or approaching market-readiness: every SME – in every sector and at every stage of innovation development – will find the support it needs.

The right funding instrument for each company

The innovation programs for SMEs operated by the Federal Ministry for Economic Affairs and Energy are entitled "From the idea to market success" and consist of four families of programs which intervene at different stages of the innovation process (cf. diagram). They take different approaches to achieving the following:

- Encouraging innovative start-ups
- Stimulating more expertise in innovation
- Creating prospects for a more efficient transfer of technology
- Generating opportunities for marketoriented technology projects

Simple, unbureaucratic, cross-sectoral

Funding offers important support to many SMEs as they press ahead with innovations. They need quick, unbureaucratic solutions, so the Economic

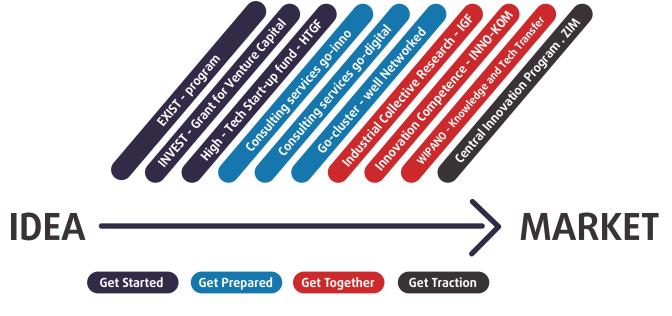
Affairs Ministry has accelerated and streamlined the application and approval procedures.

The companies want to decide themselves which technologies and products they will invest in. For this reason, the programs are technology-neutral and cross-sectoral. The funding instruments provide support along the entire development chain - from the idea to the market.

Promoting international cooperation

A lot of SMEs are already active outside Germany and want to build up their activities in other countries. Others would like to take the first step abroad, but lack the necessary capacities. That is why the Economic Affairs Ministry helps them to innovate abroad.

The promotion programs, as shown in the graphic before, are also divided into 5 different themes symbolizing the chronological order of different stations in which the enterprises can be placed on their way to market success: "get started", "get prepared", "get together", "get traction" and "get precision". In the following, a more detailed overview about how the programs are arranged under these themes will be provided.



Get Startet

The EXIST program supports knowledge-based startup projects which are prepared in higher education institutions and research establishments. With its three modules, the program supports holistic strategies of higher education institutions which promote a spirit of entrepreneurship (EXIST Culture of Entrepreneurship), offers grants to students, graduates and scientists wishing to start up a company (EXIST Business Startup Grant) and provides grants towards the costs of investing in outstanding research-intensive start-up projects (EXIST Transfer of Research).

The INVEST program offers investors a tax-free grant of 20% of the capital invested in the young, innovative company. This increases the equity base of the young or new company – and improves its prospects.

The High-tech Start-up Fund (HTGF) invests in technology-oriented start-ups and young companies which both enjoy particularly good market opportunities and also entail substantial technical risks.

Get Prepared

The Economic Affairs Ministry funds consulting services and the implementation of such measures in "go-Inno" (consulting targeted at product and process innovation) and "go-digital" (consulting for digitalized business processes", "digitalized market development" and "IT security"), thus significantly reducing the consultancy costs for the business.

More and more companies are involved in innovation clusters in order to benefit from long-term cooperation, optimized value chains and a wide range of synergies. The management of the cluster is a key factor determining its success. The Economic Affairs Ministry's "go-cluster" program is addressed to the most efficient innovation clusters. Support and consulting services make excellent clusters even more professional, effective, innovation-oriented and visible.

Get Together

The IGF is an industrial collective research which brings together the precompetitive research needs of a large number of companies. These companies have joined forces in some 100 research associations which develop needs-based research projects and commission appropriate research establishments to undertake the projects. The companies get involved in the research projects and collaborate in the committees which monitor the project work.

The INNO-KOM program supports non-profit-making external industrial research facilities in structurally weak regions in Germany which provide R&D services for SMEs. Taking a forward-looking view of the challenges facing SMEs, the teams of researchers develop the scientific basis for new products and processes.

WIPANO helps SMEs to protect their intellectual property and funds innovative standardization projects which pave the way to the market for new products. Companies funds intellectual property protection via patents and utility-model patents and their exploitation.

Get Traction

Lastly, the ZIM provides funding to market-oriented R&D projects of innovative SMEs in any field of technology or sector. The ZIM is deliberately oriented to the market and also offers SMEs the possibility to apply for additional support relating to the market launch of the fruits of their project (e.g. market analyses). In the field of international research cooperation, ZIM operates regular invitations to apply for funding for projects with various countries.

The introduction into the multitude of promotion programs at the BMWi will be arranged under the outline of these themes. Presentations will be given by the respective department leaders of the BMWi accompanied by an expressive beneficiary each.

Claudia Dörr-Voß



Company / Facility: BMWi **Role:** German State Secretary

qualified lawyer, Claudia Dörr-Voß began her career in the Federal Ministry of Economics in 1989. Since, she has always worked in positions related to international issues: Initially as deputy Head of Division for EU and OECD relations in the context of the state export credit insurance systems; later as head of section in charge of trade policy, transatlantic relations, relations with Latin America, Asia and Central and Eastern Europe in the economic department of the Permanent Mission of the Federal Republic of Germany to the EU in Brussels, latterly as deputy head of the economic department. Between 1998 and 2001, Mrs. Dörr-Voß headed the division responsible for trade policy (EU, WTO) in the Federal Ministry of Economics and Technology (BMWi). After that she became deputy director-general and was Director-General from 2006 on, responsible for European policy in the ministry. Since May 2018, she serves as State Secretary.

Dr. Melinda Crane



Email: mail@melindacrane.com

Dr. Melinda Crane has given speeches and moderated events for a wide range of international organizations and firms. She is a frequent guest on German media and regularly analyzes US policy for the news broadcaster n-tv. An experienced TV anchor, she is chief political correspondent at DW TV. Her journalistic experience also includes work for the "New York Times Magazine", "The Boston Globe", "The Christian Science Monitor" and other newspapers. In 2014 she was awarded the Steuben-Schurz Media Award for her service to transatlantic understanding. Dr. Crane studied history and political science at Brown University and law at Harvard

Stefan Schnorr



Company / Facility: BMWi

Role: Director General for Digital and Innovation Policy

Since April 2015 the fully qualified lawyer **Stefan Schnorr is Director-General and responsible for digital and innovation policy in the Federal Ministry for Economic Affairs and Energy (BMWi)**. Before that he held DG positions with responsibility for crafts, commercial law and business promotion respectively for political staff and policy planning as well as for IT, communications and postal policy – all in the BMWi. Prior to working on the federal level, Mr. Schnorr headed the representation of lower Saxony in Berlin.

Dr. Norbert Schultes



Company / Facility: Federal Ministry of Economic Affairs and Energy (BMWi

Role: Head of Division for Accreditation and Conformity Assessment, Metrology and the Supervision of the German National Metrology Institute (PTB) and the Federal Institute for Materials Research and Testing (BAM)

Address: Scharnhorststr. 34-37, D-10115 Berlin Email: norbert.schultes@bmwi.bund.de

Homepage: www.bmwi.de/en

"Get Precision"

Dr. Norbert Schultes is within the Federal Ministry of Economic Affairs and Energy in charge of the Division for Accreditation and Conformity Assessment, Metrology and the Supervision of the German National Metrology Institute (PTB) and the Federal Institute for Materials Research and Testing (BAM). Prior to his current assignment, he worked for more than 25 years at different fields in the Ministry, as e.g. energy policy, energy efficiency, tourism and foreign trade promotion. For seven years, he worked at the German Chamber of Commerce and Industry in Japan as its Deputy Executive Director. He holds a PhD in business administration from the Ludwig-Maximilians University Munich, a Master in Economics from the University of Cologne and a Master in Public Administration from the University of Birmingham in the United Kingdom.

Dr.-Ing. Michael Nitsche



Bundesanstalt für Materialforschung und -prüfung

Offered / Wanted

 Research collaboration topics: chemistry, materials science & materials engineering **Company / Facility:** Federal Institute for Materials Research and

Testing (BAM)

Role: Head of division "Quality Infrastructure" **Address:** Rudower Chaussee 11, D-12489 Berlin

Phone: +49 30 8104-1900

Email: michael.nitsche@bam.de

Homepage: www.bam.de/Navigation/EN/Home/home.html

Dr. Michael Nitsche is the Head of the Division "Quality Infrastructure" at the Federal Institute for Materials Research and Testing (BAM). Before taking over the management of the department in 2008, Mr. Nitsche worked in the division "Dangerous Goods Packagings" of BAM, where he was responsible for Information Management. In 2001 Mr. Nitsche moved from the "German Federal Environment Agency" (UBA) to BAM. At the UBA he has been working in the field of "plant safety and industrial-accident prevention" since 1987. After joining the UBA in 1985, he initially dealt with techniques to reduce emissions of organic substances and during a one-year secondment to the Federal Ministry of Environment (Umweltministerium BMU) with regulations on "air pollution control in the transport sector". Mr. Nitsche studied Chemical Engineering at the University of Dortmund and received his doctorate from the Technical University of Berlin.

The Federal Institute for Materials Research and Testing (BAM)

BAM carries out safety-relevant R&D, testing and certification projects as well as consulting for public authorities, industry and start-ups. BAM's scientists collaborate in research topics in chemistry, materials science and materials engineering.

BAM enables innovative testing and certification concepts by combining physical testing with simulation and modelling. BAM certifications provide trust in industrial safety.

Their new patent on 3D printing at zero-g will enable future space missions to print tools and replacements in orbit.

Dr.-Ing. habil. Peter Ulbig





Offered / Wanted

 Worldwide support for developing & applying quality infrastructures **Company / Facility:** National Metrology Institute (PTB) **Role:** Head of Division 9: Legal and international metrology

Address: Bundesallee 100, D-38116 Braunschweig

Email: peter.ulbig@ptb.de

Homepage: https://www.ptb.de/cms/en.html

Dr. Ulbig is the Head of PTB-Division 9: Legal and international metrology. He works as consultant on metrology and metrology related areas like accreditation and standardization. He frequently takes part as a trainer for workshops worldwide, especially in legal metrology. He has more than 20 years of experience in metrology and is one of the co-authors of the German verification act from 2013.

Dr. Ulbig holds a Diploma and PhD in Thermodynamics from Dortmund University where he also made his Lecturer's degree in 1999.

Since January 2000, he is a staff member of the PTB. From 2012 to 2017 he was head of division Q for Scientific-technical cross sectional tasks. Since October 2017, he is the head of division 9: Legal and international metrology.

National Metrology Institute (PTB)

PTB is one of the leading metrology institutes worldwide. Metrology, the science of precise measurements, is a core requirement for high quality products and services. Its international harmonization guarantees free and fair trade. PTB's renowned scientists steadily strive to push the limits of precision measurements even further. The PTB takes an active role to facilitate the transfer of ideas and technologies from fundamental research to robust, industry-ready products. What is more, PTB supports countries all over the world in developing and applying an internationally recognized quality infrastructure.

Oliver Hunke



Company / Facility: BMWi

Role: Head of the Division for State guarantees, start-ups form universities and internationalization of start-ups

"Get Precision"

Oliver Hunke is Head of the unit for State guarantees, start-ups form universities and internationalization of start-ups at the BMWi. He has been working at the BMWi since 2001. Until 2004, he was advisor of the central division in the organization department. Later he worked in the department for external sector and was advisor for export financing and export credit insurance ("Hermes Bonds").

Today he is responsible for the promotion programs EXIST and German Accelerator (a program to foster the internationalization of start-ups), among others.

He graduated from the Universities Konstanz, Germany, and Manchester, UK in the field of administrative studies.

Angelika Müller



Company / Facility: BMWi

Role: Head of the Division for Industrial Research for Companies and Innovation Guidance for SMEs

"Get Precision"

Angelika Müller heads the division for Industrial Research for Companies and Innovation Guidance for SMEs in the Federal Ministry for Economic Affairs and Energy. She is responsible for various promotion programs addressing different areas including Industrial Collective Research (IGF, Cornet) or the support of the most efficient national innovation clusters (program "go-cluster"). She has a degree in mechanical engineering from Clausthal University of Technology, Germany.

Martin Rahmel





Offered / Wanted

•Smart high-tech solutions for producers of chemicals

Company / Facility: DexLeChem GmbH

Role: Managing Director

Address: c/o CoLaborator (S141) - Müllerstr. 178, D-13353 Berlin

Mobile number: +49 177 4 936 936 **Email:** rahmel@dexlechem.com

Homepage: http://www.dexlechem.com/home_en.html

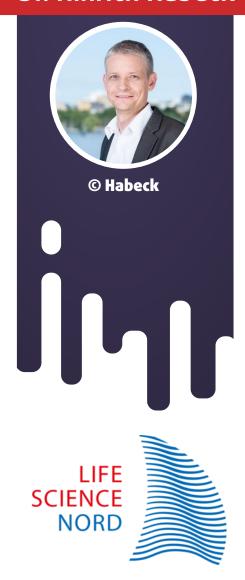
After his studies of industrial engineering in the field of technical chemistry, **Mr. Rahmel, Managing Director of DexLeChem GmbH,** worked for 5 years as research associate at the department of strategic management at the Technical University of Berlin (TU Berlin). In 2010 he joined the spin-off from the cluster of excellence "UniCat" which was financed by "EXIST Transfer of Research" (Federal Ministry for Economic Affairs and Energy) and which led to the foundation of DexLeChem GmbH in 2013. Being one of four founders, Mr. Rahmel is now responsible for business development, finance and marketing of this green chemistry high-tech start-up.

According to his conviction that start-ups play a major role in the transformation process towards a sustainable society and economy, Mr. Rahmel also gives various lectures on "founding and leading high-tech start-ups". Furthermore, his commitment to create livable natural habitats is expanded to non-profit settings, too. He commits himself to creating livable natural habitats.

DexLeChem GmbH, supported by EXIST

Being experts at the interface of homogeneous catalysis, computational and green chemistry, DexLeChem GmbH develops smart hightech solutions for producers of chemicals. Services range from the optimization of production processes (chemical & biotech) using latest simulation methods towards the development of innovative synthesis routes from a green chemistry perspective. Founded as an academic spin-off from the German cluster of excellence "UniCat" in 2013, the company has already generated competitive advantages for over 10 European chemical producers in the core of their value chains among which are 3 of the top 20 global pharma companies

Dr. Hinrich Habeck



Offered / Wanted

- Trips of delegations
- Medical trade fairs

Company / Facility: Life Science Nord Management GmbH

Role: Managing Director

Address: Falkenried 88, D-20251 Hamburg

Phone: +49 40 471 96-400

Email: habeck@lifesciencenord.de

Homepage: www.lifesciencenord.de/en/start/

Dr. Hinrich Habeck, Cluster-Manager Life Science Nord Management, studied biology and philosophy in Freiburg i Br. and Tübingen, where

studied biology and philosophy in Freiburg i. Br. and Tübingen, where he received his doctorate for a thesis on developmental biology. From 1998 to 2004, he worked in the research department of the biotech company Exelixis in the target discovery program. He then moved to Greiner Bio-One, where he was responsible for the development and marketing of diagnostic microarrays as product manager and until 2012 he worked for the IP asset management agency Ascenion in Hamburg. Since 2012, Dr. Habeck has been managing director of Life Science Nord Management GmbH, which, as the central project and service company of Hamburg and Schleswig-Holstein, brings together the life science activities of the two states and initiates strategic projects.

Life Science Nord – Innovation for your health, supported by go-cluster

The Life Science Nord Cluster is committed to innovative medicine in the federal states Hamburg and Schleswig-Holstein. Within the regional cluster for medical technology and biotechnology/pharma, 49,900 employees work in this sector. With more than 240 active members, Life Science Nord (LSN), aims at developing the region into an internationally leading Life Science Network. Therefore, the cluster organization Life Science Nord Management initiates strategic projects and promotes companies, science and institutes, connects business and research in North Germany and represents the region on a national and international level. The international activities include trips of delegations and the participation in medical trade fairs (e.g. Arab Health). LSN is also a partner in international bone-healing projects (BFCC, BoneBank) and a joint project for SME (MAGIA). In 2018 LSN was awarded the Gold Label by the European Cluster Excellence Initiative (ECEI) for its Cluster Excellence for the second time.

Dr.-Ing. Maximilian Brauer



Offered / Wanted

 Expertise in automotive and power engineering sector **Company / Facility:** IAV GmbH

Role: Head of Department, Concept Development, Business Area

Thermodynamics and Power Engineering

Address: Carnotstrasse 1, D-10587 Berlin

Mobile number: +49 179 541 30 66

Email: maximilian.brauer@iav.de

Homepage: https://www.iav.com/en?sl=1

"Get Precision"

Maximilian Brauer works as Head of Department, Concept Development, Business Area Thermodynamics and Power Engineering for IAV, a global engineering service company in the automotive and power engineering sector. He joined IAV in 2002 and is now leading a department for concept development of future powertrains. As part of this profession, he is responsible for global business acquisition in the engineering sector and also for precompetitive research activities in cooperation with partners from industry and academia. Maximilian currently takes the chair e.g. in a collaborative and precompetitive research program funded by FVV (Forschungsgemeinschaft Verbrennungskraftmaschinen), CORNET (Collective Research Network) and the Swiss Federal Office of Energy. Here the research is about further CO2 reduction out of thermal engines by the use of high technology ceramic insulation materials.

IAV GmbH

IAV has teamed up with partners and customers to work on pioneering innovations. Autonomous driving, digitalization, the Internet of Things, artificial intelligence, mobility 4.0: these are just a few of the things that move IAV. Their developers are addressing the mega trends of automotive engineering, bringing us a bit closer to the mobility of the future every single day.

IAV is one of the leading companies in the field of automated and autonomous driving. They also work on connected vehicles, e-mobility, vehicle safety and more.

Source: www.iav.com/en/key-topics

Carmen Heidecke



Company / Facility: Federal Ministry of Economic Affairs and Energy (BMWi

Role: Head of Division Central Innovation Program for SME (ZIM)

Address: Scharnhorststr. 34-37, D-10115 Berlin

Homepage: www.bmwi.de/en

"Get Traction"

Carmen Heidecke is Head of Division in the Innovation and Technology Department at the Federal Ministry for Economic Affairs and Energy (BMWi). She is responsible for the Central Innovation Program for SME (ZIM), the biggest promotion program in Germany for supporting innovative SMEs, and its embedding in innovation policy. Her tasks are especially focused on national and international innovation cooperation as well as innovation strategy issues. She started her career as lawyer in international corporate law firms in Spain and Germany. Afterwards she worked in the Industrial Department of the BMWi and for several years she was chief of office of the Parliamentary State Secretary and Federal Commissioner for SME.

Dr. rer. nat. Stefan Feistel



Offered / Wanted

 Expertise in software development for the proaudio industry Company / Facility: SDA Software Design Ahnert GmbH

Role: Managing Director

Address: Borkumstr. 2, D-13189 Berlin

Phone: +49 30 467 092 30 Email: stefan.feistel@afmg.eu

Homepage:

www.sda-softwaredesign.de/index.php/sda-company-en.html

Stefan Feistel, Managing Director of SDA, studied physics at the Humboldt University, Berlin, Germany, and received a Master's degree in theoretical physics in 2004. He received his PhD on computational modeling of sound systems from the department of technical acoustics at the RWTH Aachen University in 2014.

In 2000, together with Wolfgang Ahnert, he founded SDA Software Design Ahnert GmbH, which is dedicated to the development of acoustic modeling and measuring software, such as the simulation software EASE and the measurement tool EASERA. To coordinate the worldwide marketing and distribution activities, the Ahnert Feistel Media Group (AFMG) was established in 2006. Stefan Feistel is a member of the Audio Engineering Society, the Acoustical Society of America, the German Society for Acoustics, as well as of several IEC standards working groups.

Dr. Feistel authored or coauthored more than 70 papers focusing on software projects and the related mathematical, numerical, and experimental background studies.

SDA Software Design Ahnert GmbH, sponsored by ZIM

Headquartered in Berlin, Germany, SDA is a worldwide leader in software for the pro-audio industry. The aim of the company is to develop sophisticated acoustic modeling and measurement software for audio professionals such as consultants, contractors, installers and system technicians. Distributed under the AFMG brand name, their innovative software packages like EASE, FIRmaker, SysTune, or EASE Focus are used by tens of thousands of users in more than 140 countries across the world.



Location: EUREF AG

Address: EUREF Campus 13,D-10829 Berlin

Chief executive: Dipl. Ing. Architekt Reinhard

Müller, Johannes Tücks

Phone: +49 30 264 767 20

Email: info@euref.de

Homepage: www.euref.de

Offered / Wanted

Support for networking oriented companies

EUREF-Campus



The EUREF campus is a symbol of the energy transformation in Germany. The presentations given will include speeches from CEOs of local companies dedicated to the fields of energy, sustainability and mobility.

At the 5.5 hectare EUREF campus, different companies from the sectors of energy, sustainability, environmental protection and mobility have settled. Ecologically and economically sustainable solutions have created a campus for offices and scientific facilities and a unique place for innovation and future projects. As proven by the German Energy Agency (dena) in 2014, the campus already fulfills the German government's CO2 climate goals for 2050. The nearly carbon-neutral energy supply is enabled through thermal power stations, dezentralized renewable energy generation in combination with a local "Micro-Smart-Grid" for energy demand-side management as well as energetically optimized "Green buildings" and a testing platform for e-mobility, including the use of electric vehicles as energy storage. These features and the EUREF's own master program in cooperation with the Technical University of Berlin are the characteristics of the EUREF campus.

New companies are always welcome at the campus. The EUREF AG offers comprehensive renting services and supports the companies in all stages of the realization. Furthermore, the EUREF AG's campus management fosters the cooperation between new and established companies as well as network creation to enable synergies between economy, research, education and start-ups.

Source: www.euref.de

Dr. Henning Heppner





Offered / Wanted

Expertise in technical facility equipment

Company / Facility: Palmetto Group

Role: CEO

Address: EUREF - Campus 4/5 - Torgauer Straße 12-15 - D-10829

Berlin

Phone: +49 (o) 30 720 121 91 Email: h.heppner@palmetto.de Homepage: www.palmetto.de

Dr. Heppner, CEO Palmetto Group, holds a Master's Degree in Industrial Engineering and a PhD Business Administration. He is Serial Founder, Shareholder and Officer of multiple successful start-up companies since 2010.

He has gotten Senior Management level experience through leading international Automotive Electronics and Systems Suppliers and is responsible for large, multinational Business Divisions.

Furthermore, he has got extensive restructuring, post merger integration and target costing experience as well as wide international experience from assignments in France (4 Years) and USA (4 Years).

Palmetto Group

Since 2010, the Palmetto Group has developed from a specialist in the entire process of drinking water hygiene to a full service provider in all technical areas of facility management.

Today, their portfolio includes all areas of technical facility equipment such as heating, ventilation and sanitary, technical facility management with full service for the real estate industry and support for the entire process of drinking water hygiene. The full service is rounded off by a comprehensive range of innovative products for the sustainable operation of the drinking water system.

With over 130 employees, the Palmetto Group takes care of all concerns and customer needs from the real estate industry.

Source: http://palmetto.de/ueber-uns/unternehmen/

Gunnar Mühlstädt



Offered / Wanted

- Trade partnerships
- Project partnerships

Company / Facility: MINT Engineering GmbH

Role: Managing Director (CEO)

Address: Am Torfmoor 1b, D-01109 Dresden **Mobile number:** +49 - 171 - 970 580 9

Email: gm@mint-engineering.de

Homepage: www.mint-engineering.de/en/home/

Gunnar Mühlstädt is the Managing Director of MINT Engineering GmbH. Through his prior work at Georg Fischer AG, he has gained more than 8 years of experience as domestic and international sales engineer in the field of plant engineering and construction. His passion for the industrial potential of microalgae as well as his interest in the technical part of algae cultivation via photobioreactors led to the foundation of MINT Engineering GmbH. Alongside, he established GBEX - Global Biomass Exchange as a trading platform for microalgae and comparable products. Gunnar received his Engineering degree at the Technical University of Dresden.

MINT Engineering GmbH

MINT Engineering GmbH is an innovative supplier of photobioreactors for microalgae. They develop, produce and market facilities for the cultivation of microalgae in all sizes and offer tailor-made services.

MINT stands for engineering know-how of customized plants and accompanies its customers competently through the project phase. To ensure an efficient, scalable and systematically adapted operation of the plant, they have developed an innovative controller concept.

Based on their technology cooperation with Georg Fischer Piping Systems, they exclusively use a tested technology with reactors made of plastic tubes for MINT Engineering plants.

MINT offers a unique overall concept that includes installation and operational support, as well as lifetime support, if desired.

MINT offers expertise in serial entrepreneurship in innovative technologies and engineering experience of more than 3 years creating photobioreactors for microalgae by turning established technical concepts into industrial applications. There are several running systems and the considered façade system was established as initial prototype working successfully in Berlin.sands of users in more than 140 countries across the world.

Timur Kharrasov





Offered / Wanted

- Partnerships
- R&D projects
- Internships

Company / Facility: Smart Wins Technologies GmbH

Role: CEO

Address: Euref-Campus 4/5 - Torgauer Str. 12-15 (Haus 15b) 10829

Berlin

Mobile number: +49 151 729 14 633 Email: t.kharrasov@smartwins.de Homepage: www.smartwins.de

Timur Kharrasov, CEO at Smart Wins Technologies GmbH, Berlin, graduated in 2013 from the Wageningen University, Wageningen, the Netherlands, with a master's degree in Urban Environmental Management. Afterwards he became Teaching assistant at the Department of Environmental Technology of Wageningen University. Then, in 2014, he worked as Business Development Manager at Ebee Smart Technologies GmbH in Berlin and became entrepreneur / New products manager at Palmetto Handel und Service GmbH, Berlin. Since 2017 he is the CEO at Smart Wins Technologies GmbH.

Smart Wins Technologies GmbH

Their main activities focus on the Internet of Things, electronics and software development, Artificial Intelligence and Insuretech, they consequently offer expertise in all those mentioned fields.

Smart Wins Techologies seeks contact especially, but not only, with delegates from the USA and are interested in possible partnerships as well as insights and feedback on the applicability of their business model outside the EU.

Dénes Honus





Offered / Wanted

Expertise in air purification systems

Company / Facility: Green City Solutions GmbH

Role: CEO

Address: EUREF-Campus, Haus 7-8, D-10829 Berlin

Mobile number: +49 17661329850

Email: d.honus@mygcs.de

Dénes Honus, CEO Green City Solutions GmbH, works with his team on solutions against air pollution in cities. He studied architecture and graduated with a German-French double diploma. He has got many years of experience in national and international urban architecture. Dénes worked both in the office of Renzo Piano and in the Institute of Building Climatology of the Technical University of Dresden. During his time in Paris, he recognized the huge market potential for air purification systems. His thesis dealt with this topic and was the beginning of the idea of CityTree. In 2015 Dénes Honus was named in the first "30 Under 30 Europe" list and was honored by Forbes Magazine in the Social Entrepreneurs category. As Chief Executive Officer, Dénes is responsible for Business Development, Marketing and Sales.

Green City Solutions GmbH

The Green City Solutions GmbH was founded in March 2014 in Dresden, Germany, by a young team of experts from horticulture/biology, computer science, architecture and mechanical engineering. On their travels to Asia and Southern Europe, they independently experienced the negative consequences of polluted air and massive heating up in metropolitan regions. These experiences were the starting point of their joint search for an ecological and economic solution to such global problems.

The intelligent combination of the individually available expertise finally led to the basic idea, the perfect combination of nature and Internet of Things technology, the worldwide unique CityTree.

Cassi Welling





Offered / Wanted

 Expertise on air quality monitoring for smart citiess Company / Facility: Hawa Dawa GmbH Role: Business Development & Operations Address: Gotzingerstr. 8, D-81371 Munich

Mobile number: +49 157 86815342

Email: cassi.welling@hawadawa.com

Homepage: www.hawadawa.com

Cassi is responsible for building up new relationships with potential project and business partners at Hawa Dawa and supports the business from an operational capacity, bulding up fundraising and investment opportunities and developing the wider presentation of the business externally. Cassi has good connections to the start-up world, particularly in the context of the energy transition and future cities and has a background in economic development policy consultancy. Her interests lie in connecting diverse threads and people and understanding how entreprenerial new approaches can help develop a zero-carbon economy.

Hawa Dawa

Hawa Dawa provides comprehensive air quality monitoring at street level. The low cost air quality sensors are distributed over a city, measuring the levels of the most critical pollutants in the air (NO2, PM2.5, PM10, O3, etc.). Using artificial intelligence methods, the Hawa Dawa Analytics Platform combines these measurements with further data sources such as weather, satellite and traffic data to create a spatially complete and highly granular picture of air quality even in the places where no sensor is installed. This provides a data basis for real time and long term decision making for smart city and smart mobility applications.



EY ALTER exhibition





The adventure exhibition "EY ALTER" ("Ey Alter!" translates to "Hey Dude!" and is a German play on words: "Alter" means age as well as dude), questions the prevelant stereotypes about people of all ages and makes the chances of the demographic change come alive in an informative, interactive and very individual way.

Visitors will be guided through various thematic areas and can e.g. have a scientific fact-check at the big Head-Model, determine their biological and perceived age, discover hidden potentials, learn how our thinking processes determine our age and how young people and experienced people can work together successfully.

EY ALTER is addressed to people of all ages and was created following ideas from Mercedes-Benz and is aimed towards fostering the cooperation between young professionals and experienced professionals.

EY Alter has been realized with scientific support from the Jacobs University Bremen with its longtime interdisciplinary research into aging. The interactive exhibition EY ALTER wants to contribute to a paradigm shift regarding the topic "age": moving from the deficit hypothesis of aging towards a differentiated view, acknowledging individual experiences and potentials.

With the "Lernwerk" there is even an expansion, dealing with the topic of finding new ideas for the design of the workplace and education in a rapidly digitizing world facing an aging society.

Location: EY ALTER

Address: EUREF CAMPUS 17, Torgauerstr. 12,

D-10829 Berlin

Homepage: www.eyalter.com/en

Offered / Wanted

 Interactive way to foster cooperation between young and professionals and experienced professionals

Sylvia Hütte-Ritterbusch



Company / Facility: Daimler AG, EY ALTER exhibition **Role:** Team Leader Demography Initiative MBC

Address: EUREF CAMPUS 17, Torgauerstr. 12, D-10829 Berlin

Homepage: www.eyalter.com/en/

Sylvia Hütte-Ritterbusch, head of Demography Initiative MBC, has been responsible since 2014, for demography topics at the Mercedes-Benz Bremen factory. As project manager, she is responsible for the current demographic exhibition "EY ALTER". Prior to that, she gained many years of management experience in expatriate management at locations such as Bremen, Stuttgart, Beijing and Zurich.

Offered / Wanted

 Interactive way to foster cooperation between young and professionals and experienced professionals



Location: Factory

Address: Lohmühlenstr. 65, D-12435 Berlin

Phone: +49 30 200081411

Email: contact@factoryberlin.com

Homepage: https://factoryberlin.com

Offered / Wanted

A business club fostering innovations

Factory



The conference "Crossborder Entrepreneurship" takes place in a next generation business club. At first, the location itself will be introduced by the Chief Strategy Officer Catherine Bischoff followed by a keynote from the German minister for economic affairs, Peter Altmaier. In the following, the program will continue with speeches from various start-up leaders. In addition, participants will receive an introduction into new education systems with focus on early improvement of entrepreneurship qualities.

The Factory is a next-generation business club fostering innovation. It connects people to build relationships that truly matter. The mission is to empower entrepreneurs to make an impact and create the world of tomorrow. The Factory's curated community brings people together from all over the globe. The network includes freelancers, start-ups from all possible stages and verticals, established corporations as well as investors and leading influencers from politics and science.

Factory Berlin is a facilitator of innovation and a creator of big ideas. They provide spaces for entrepreneurs to fill and help them build success out of coincidental encounters. The Factory is more than just a desk - it is a community rife with opportunity.

Peter Altmaier



Company / Facility: BMWi

Role: Federal Minister for Economic Affairs and Energy

From December 2013 to March 2018, **Peter Altmaier** was Head of the Federal Chancellery and Federal Minister for Special Tasks. From October 2017 to March 2018, he also headed the business of the Federal Ministry of Finance. Prior to that, the fully qualified lawyer Peter Altmaier was Federal Minister for the Environment, Nature Conservation and Nuclear Safety and First Parliamentary Managing Director of the CDU/CSU faction in the German Bundestag. He belongs to the German Bundestag since 1994.

Alexander Kölpin



Company / Facility: WestTech Ventures GmbH

Role: Managing Director

Address: Gustav-Meyer-Allee 25, Gebäude 12/1, D-13355 Berlin

Phone: +49 30 2148066 11

Alexander Kölpin, Moderator, is Managing Director of WestTech Ventures. WestTech is a Berlin-based VC firm focused on pre-seed & seed investments in Germany in the fields of B2B SaaS in different verticals, Developer Tools and Enterprise Software. WestTech has a portfolio of more than 30 companies as of today and notable investments are Delivery Hero (IPO), Dalia Research, Remerge and TestObject (acquired by Sauce Labs).

Catherine Bischoff



Company / Facility: Factory
Role: Chief Strategy Officer (CSO)
Address: Lohmühlenstr. 65,D-12435 Berlin

Homepage: https://factoryberlin.com/

Offered / Wanted

• A business club fostering innovations

Catherine Bischoff is Chief Strategy Officer at the Factory Berlin, Germany's largest community of innovators, and manages strategic partner acquisition and outreach. She has held senior stakeholder relations, marketing and business development roles in start-ups and corporates in Germany, France, the U.S. and lastly developed entrepreneurship programs and global partnerships at Canada's leading technology university, the University of Waterloo.

Manuel Dolderer





Offered / Wanted

- Bachelor's degree programs for digital product development
- Project-oriented and challenged-based learning experience

Company / Facility: CODE University of Applied Sciences

Role: President

Address: Lohmühlenstraße 65, D-12435 Berlin

Mobile number: +49 160 9053 8903

Email: manuel@code.berlin

Homepage: https://code.berlin/en/

Manuel Dolderer, President CODE University of Applied Sciences, studied Economics, Philosophy and Cultural Studies at Germany's oldest private University in Witten/Herdecke. As a student he joined the executive board of the StudierendenGesellschaft Witten/Herdecke, a non-profit organization offering an income-adjusted tuition model that promotes equal opportunities in education.

After founding two research institutes with projects focussing on healthcare, education and digitization he joined Klett Group in 2012, one of Europe's leading education-dedicated enterprises, where he became co-founder and managing director of a private university of applied sciences – praxisHochschule.

In 2016 he joined forces with Thomas Bachem and Jonathan Rüth to build CODE – a new kind of university for the digital pioneers of tomorrow.

CODE University of Applied Sciences

CODE is a newly founded university of applied sciences with a unique learning concept offering a curiosity-driven and project-based learning concept. Working in international and interdisciplinary teams, our students face real-world projects provided by partner organizations like Porsche, Trivago and Facebook. Within a predefined competence framework, students can follow their own curiosity to acquire skills from the fields of software engineering, interaction design and product management.

At the same time, the Science, Technology & Society Program challenges our students to develop critical judgment skills and broaden their worldview. With this approach, CODE focuses on digital product development and 21st-century skills to educate the digital pioneers of tomorrow.

Hannah-Sophie Braun





Offered / Wanted

- Financial investors
- Distributers
- Strategic partners in animal nutrition field

Company / Facility: PerformaNat GmbH

Role: COO

Address: Hohentwielsteig 6, D-14163 Berlin

Phone: +49 30-55574288
Email: info@performanat.de

Homepage: www.performanat.de/en/

Hannah is a Co-founder and COO of PerformaNat GmbH, a deep-technology venture in the field of animal nutrition. The company develops feed additives to balance the need for productivity to feed agrowing global population with animal welfare and health. Among its awards is a major "Exist Foschungstransfer" from the Germen Federal Ministry of Economic Affairs and Energy and the European Social Fund.

Hannah has worked in basic science at the veterinary physiology department of the Freie Universität Berlin. She is specialized in gut health of pigs and ruminants which contributes to PerformaNat's inventions in this segment. Her experience as a vet, trained at the Freie Universität Berlin, adds hands-on market knowledge.

PerformaNat

PerformaNat is a Berlin-based company specialized in the development of products for the animal nutrition and health market. The products are focused on the prevention of metabolic disorders and the reduction of infectious diseases in livestock. PerformaNat develops value propositions for the key market segments dairy, poultry and swine. Their technology allows to investigate several ingredients' impact on key customer needs, and first trial data prove the hypothesis. Feed additives are part of a rapid growth segment of the agtech space, with different places in the value chain depending on species, product and country. To explore their technology further, PerformaNat is looking for financial investors, distributors and strategic partners in the animal nutrition field.

Mor Eini



GTEC German Tech Entrepreneurship Center

Offered / Wanted

- Deep network in tech and start-up scene
- Mentoring team

Company / Facility: German Tech Entrepreneurship Center (GTEC)

Role: Innovation Program Manager

Address: WeWork, Stresemannstraße 123, D-10963 Berlin

Mobile number: +49 17621457976

Email: me@gtec.center

Homepage: www.gtec.center/

Mor Eini is the Innovation Program Manager at GTEC (German Tech Entrepreneurship Center). As part of her position, she is managing the EU Soft-Landing program that aims to build a European start-up ecosystem in order to help start-ups to engage with different European markets. Furthermore, Mor is the manager of the GTEC No Bullshit Lab, which helps global start-ups to access the market better and grow faster.

Mor was managing hub:raum Israel (Deutsche Telekom's incubator & investment vehicle). Prior to her position at Deutsche Telekom, she was working as the community manager of EcoMotion: Global Community for Innovative Smart Transportation in Israel.

Mor Eini has a double bachelor's degree in International Relations and the Middle East and Islamic Studies, Hebrew University of Jerusalem, Israel.

German Tech Entrepreneurship Center (GTEC)

GTEC is on a mission to inspire people, guide entrepreneurs and grow sustainable companies.

As an independent and value-driven ecosystem, GTEC brings together and educates corporates, academia and entrepreneurs to jointly address challenges through the application of technology while passing along wisdom to create tomorrow's changemakers.

GTEC has a unique combination of practical experience in various accelerator, incubator and intrapreneurship programs due to its deep network, seasoned management and strong mentoring team.

Through their many years of networking in the tech and start-up scene, they have helped design, advised and accompanied a large number of incubator programs over many years.

Lukas Gabriel Wiese





 Seeks to promote German-Israeli economic relations for start-ups

Deutsche

Startups e.V.

- Workshops
- B2B contacts

Company / Facility: German Startups Association (GISEP) **Role:** Project leader GISEP (German Israeli Startup Exchange

Program)

Address: Schiffbauerdamm 40, D-10117 Berlin,

Phone: +49 30 6098959-15

Email: lukas.wiese@deutschestartups.org **Homepage:** https://deutschestartups.org/en/

Lukas Wiese is the project leader for the GISEP (German Israeli Startup Exchange Program).

In this capacity, Lukas Wiese handles ad-hoc enquiries by German and Israeli companies interested in the other market, provides market information and organizes B2B meetings to facilitate trade and collaborations between Germany and Israel.

Lukas Wiese completed his bachelor's degree in International Relations (BA IR/IO) in the Netherlands (University of Groningen) and Mexico (National Autonomous University of Mexico). Afterwards, he graduated with a Master of Public Policy (MPP) from the Hertie School of Governance in Berlin and the Bocconi University in Milan, Italy.

German Tech Entrepreneurship Center (GTEC)

The German Israeli Startup Exchange Program (GISEP) is an initiative by the German Startups Association (GSA) supported by the BMWi. As part of the BMWi's Innovation Agenda, the GISEP seeks to promote the German-Israeli economic relations in the field of start-ups as an impartial first point of contact and neutral facilitator of business contacts and opportunities between both countries.

The GISEP responds to ad-hoc enquiries as well as carefully organizes and implements independent events. The GISEP is sector agnostic and open to both B2B and B2C companies. Especially more mature B2B start-ups active in the fields of Automotive, (Industrial) IoT, and Cyber Security can benefit from the GISEP network and events.

The GISEP facilitates access to the German market for Israeli start-ups and vice versa through:

- Provision of information,
- · Development of capacities through workshops,
- Access to networks through GISEP ambassadors and frequent meetups,
- B2B contacts and opportunities.

Josefina Nungesser



Offered / Wanted

- Knowledge base for planning and conducting foreign business activities
- Know-how about investment possibilities in Germany

Company / Facility: Germany Trade & Invest (GTAI)

Role: Director trend- & innovation scouting **Address:** Friedrichstraße 60, D-10117 Berlin

Phone: +49 30 200 099 455

Email: josefina.nungesser@gtai.com

Homepage: www.gtai.de/GTAI/Navigation/EN/welcome.html

Josefina Nungesser, Director trend- & innovation scouting, Germany Trade & Invest (GTAI), started her career with Microsoft as EMEA Partner Marketing and with programs led in Ireland.

Later on, she moved to Microsoft's Headquarters in Munich for leading the CEE region in a similar role. In between she decided to gain experience outside the technology sector and worked for a couple of years as strategy consultant with PricewaterhouseCoopers only to later find her way back and start with Oracle Germany. In her final position as start-up and VC strategy leader with Oracle Germany she was in charge of building and promoting its start-up and VC program.

In her current role as Director for trend and innovation scouting Josefina and her team are in charge of the internationalization of the Digital Hub Initiative of the German government.

The main focus of Josefina and her team is to scout promising international start-ups as well as relevant VCs and bring them together with the chosen twelve digital hubs in Germany.

Germany Trade & Invest (GTAI)

Germany Trade & Invest (GTAI) is the economic development agency of the Federal Republic of Germany. With more than 50 offices in Germany and abroad, and its network of partners throughout the world, GTAI supports German companies setting up in foreign markets, promotes Germany as a business location and assists foreign companies setting up in Germany.

Source: www.gtai.de/GTAI/Navigation/EN/Meta/about-us.html

Sarah Tietze-Kamya



Company / Facility: Berlin Partner **Role:** Head Berlin Campaigns

Address: Fasanenstraße 85, D-10623 Berlin

Mobile number: +49 1729899337

Email: sarah.tietze-kamya@berlin-partner.de

Homepage: www.berlin-partner.de/en/

Sarah Tietze-Kamya, head of Berlin Campaigns at Berlin Partner, was born in 1982 in Mainz. From 2004 to 2007 she had been manager at the German American Chamber of Commerce in Atlanta. After that, she worked for the Land of Ideas Management GmbH as marketing manager. In 2007 she eventually joined the Berlin Partner for Economy and Technology GmbH. There she became the head of Berlin campaigns in 2010, which remained her role until today. Besides, she is working as a lecturer for Public Marketing at the Berlin School of Economics.



Offered / Wanted

 Comprehensive information on business and technology locations in Berlin

Alexandra Hils



Company / Facility: Cisco Optical GmbH **Role:** Head of Innovation Germany

Address: EUREF Campus- Torgauer Straße 12-15, D-10829 Berlin

Mobile number: +49 173 6937493

Email: alhils@cisco.com

Alex Hils leads the Cisco innovation center openBerlin and is thus responsible for the co-innovation strategy in Germany. The aim of openBerlin and her team is to support German companies in digitizing with tools and Cisco's ecosystems. The focus segments of openBerlin are: Manufacturing, Building, City and Healthcare.

Offered / Wanted

• Expertise in digitizing companies



Company / Facility: Deutscher Bundestag

Address: Platz der Republik 1, D-11011 Berlin

Phone: +49 30 227-32152

Email: besucherdienst@bundestag.de

Homepage: www.bundestag.de/en/

Reichstag

Visit of the Reichstag building – location of the German Parliament. The tour will involve a walk through the large glass dome where participants will be able to enjoy a fantastic view.

The Reichstag is an internationally recognisable symbol of democracy and the current home of the German parliament. Every year, thousands of guests visit the Reichstag - and with good reason: It is not often that you can enjoy such an amazing panorama while, just beneath your feet, the political decisions of tomorrow are being made. Both as an architectural wonder and a historical testimony, the Reichstag has an important role to play in Berlin.

There is a certain irony in the fact that the building's glass cupola is not featured in Foster's original plans for the renovation of the Reichstag. The dome sits directly above the debating chamber. A mirrored cone at its center directs light into the Reichstag, increasing the building's energy efficiency and affording visitors a view of the parliamentary proceedings below. The dome itself can be visited and is reached by two large steel ramps which curve up towards it in the form of a double helix.

Source: www.berlin.de/en





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Guide: Janna L. Ressel



Role: Head of Innovation Germany Address: Belziger Str. 53, D-10823 Berlin Mobile number: +49 1723862535 Email: janna@berlin-privateguide.de

Janna Ressel, tour guide, offers customized privately guided tours in and around Berlin for international clients, private or business travelers. Her education allows her to give the tours in German, English or Spanish. She will guide the group at various stations of the trip in Berlin.

Apart from guided tours she also offers multiple services related to company events, from writing concepts for Berlin sightseeing tours over bookings of multi-language guides, museums, transportation, boats, event photographers and a lot more.



Pan Am Lounge



A cluster-evening with first-hand information about innovation policy and innovation support dedicated to internationally-oriented clusters, as well as innovation networks located all over Germany, will take place in a facilitating atmosphere.

The legendary Pan Am Lounge, with its view over the roofs of the capital city, was established in 1966 as a place of leisure for the Pan American Airways employees who lived here in a penthouse. Today, the original interiors and furnishings of the lounge embody a way of life that brought promise in a time of struggle. The Pan Am Lounge remains dedicated to the ideals that ensured the fall of the Berlin Wall and emergence of a free and united, democratic Germany – optimism, copasetic merriment and, despite any turbulence, a smooth flight for all!



© Pan Am Lounge

Company / Facility: Pan Am Lounge Berlin

Address: Budapester Str. 43, D-10787 Berlin

Phone: +49 30 4737 52800

Email: booking@panam-lounge.de

Homepage: www.panam-lounge.de

Dr. Patrick Prühs





Offered / Wanted

- Expertise in developing networks
- Initiation of dialogues and collaborations

Company / Facility: Chemie-Cluster Bayern (CCB)

Role: CEO

Homepage: http://chemiecluster-bayern.de/en/

Chemie-Cluster Bayern (CCB), supported by go-cluster

Chemie-Cluster Bayern (CCB) is a market-oriented R&D network of start-ups, SMEs, enterprises, global players, leading experts in chemical engineering and operators of industry parks as well as research institutes and universities. As part of the Bavarian State Government's cluster initiative, the CCB promotes and fosters innovation and development in the chemical sector and related fields in Bavaria and beyond. With its three business divisions, Unit Market Development, Innovation Project Development and R&D Projects and Public Funding, CCB supports its members and partner organizations in the realization of interdisciplinary research projects, identification and development of novel national and international markets and full exploitation of their innovative potential. CCB's core competences are the development of networks, the initiation of mutual dialogues and collaborations between actors from different sectors and locations.

Dr. Dominik Gronarz





Offered / Wanted

Platform-based collaborations

Company / Facility: Organic Electronics Saxony (OES)

Role: Cluster manager

Address: Wuerzburger Str. 51, D-01187 Dresden

Phone: +49 351 46677180 **Email:** gronarz@oes-net.de

Homepage: https://oes-net.de/en/home/

Dr. Dominik Gronarz has been Managing Director of the Organic Electronics Saxony network since its foundation in 2009. Before, he was responsible for the project coordination of several national and European research projects at the IAPP (Institute for Applied Photophysics, Technical University of Dresden).

From 2000 to 2004, he worked as a founder and innovation coach at Dresden exists, the founding initiative of the TU Dresden, and supported the scientific spin-offs from the university and the Dresden environment.

Dr. Gronarz holds a PhD in Macromolecular Chemistry and Textile Chemistry from the Technical University of Dresden.

Organic Electronics Saxony (OES), supported by gocluster

The Organic Electronics Saxony is Europe's leading cluster for flexible, printed and organic electronics. With attributes like ultra-thin, lightweight, transparent and flexible, the technology allows new innovations in function and design. OLEDs, organic solar cells, printed batteries or sensors and 3D electronic foils are typical applications. A central aspect is low-cost production by printing or roll-to-roll processing. Main target markets include automobile, architecture or healthcare. OES offers a collaboration platform to pool interests and to strengthen its leading global position. Even in the development of EU strategies for the technology OES' opinion is taken into account.

The strategic goal of OES is the development of technological know-how and innovative products. The cluster management individually accompanies and supports the members. Further activities include project application and coordination, event management, support of start-ups or training and education.

Dr. Tjark von Reden



Offered / Wanted

• Expertise in CFRP technology

Company / Facility: Carbon Composites e.V.

Role: Managing Director MAI Carbon

Address: Am Technologiezentrum 5, D- 86159 Augsburg

Phone: +49 157 76811182

Email: tjark.v.reden@mai-carbon.de

Homepage: www.carbon-composites.eu/en/network/departments/

mai-carbon/leading-edge-cluster/leading-edge-cluster/

Dr. Tjark von Reden, Managing Director MAI Carbon, born in 1977, studied aerospace engineering at the University of Stuttgart. In 2006 he graduated in the fields of aircraft design and aerodynamics.

Until 2013, he worked as research assistant at the Institute of Aircraft Design at the University of Stuttgart. There he focused on research and development of the production process of CFRP parts with the braiding technology as well as the construction of CFRP parts. Furthermore, he worked for the TTI GmbH Composite Technology in the fields of conception of construction and production methods as well as building and testing of prototypes.

In 2012 Dr. von Reden started working for MAI Carbon and was responsible for the project- and knowledge management. Since 2014 he is Active Director of the Leading-Edge Cluster and since 2017 also deputy managing director of the Carbon Composites e.V.

MAI Carbon Cluster, supported by go-cluster

The Leading-Edge Cluster MAI Carbon of the Carbon Composites e.V. (CCeV) in the city triangle Munich, Augsburg and Ingolstadt pursues the objective of implementing CFRP technology on an industrial scale for different user sectors in Germany. To achieve this goal, springboard innovations throughout the complete component life cycle are required, i.e. starting from fiber and matrix material, through the manufacture of components and product systems, to conclusive recycling concepts.

The founding partners of MAI Carbon are Audi, BMW, Premium Aerotec, Airbus Helicopters, Voith and SGL Carbon, as well as the Chamber of Commerce and Industry Swabia, the Chair of Carbon Composites of the Technical University of Munich and the Carbon Composites e. V.

Currently more than 100 partners in this Leading-Edge Cluster initiative, which are also members of CCeV, use their knowledge to further extend the technology leadership for the use of CFRP components in mass production.

Julien Uhlig





Offered / Wanted

Expertise in small-scale biomass gasification

Company / Facility: Entrade Energiesysteme AG

Role: CEO

Address: Berliner Allee 42, D-40212 Düsseldorf

Phone: +49 211 / 24 79 23 50 Email: j.uhlig@entrade.de Homepage: www.entrade.co

Through his years of dedication, **Mr. Julien Uhlig, CEO of Entrade Energiesysteme AG**, has become one of the most renowned leaders in the field of biomass power worldwide. His company has been awarded as one of the TOP 10 Most Innovative Companies in Energy 2018 by Fast Company which is a prestigious honor in line with other global companies such as Apple and Google. Furthermore, Mr. Uhlig is one of the finalists of the E&Y Entrepreneur of the year nominations.

Before his time at ENTRADE, Julien directed three Excellence Clusters in the field of energy research funded by the Federal Ministry of Economic Affairs and Energy in Germany. In these programs he worked with 54 Companies and 16 Research Institutions including Siemens, SMA, Remondis, Fraunhofer Institute ISE/ UMSICHT, German Aerospace Center (DLR), RWTH Aachen University and many others.

The Entrade Energiesysteme AG and the R&D Clusters "Holzstrom" and "TheKo", a ZIM-Network

The research and development cluster "Holzstrom" deals with the process optimization of small-scale biomass gasification for the purpose of electricity and heat supply, as well as the development of products in the field of combined heat and power (CHP) through innovative high-tech approaches. The main focus is the development and optimization of wood gasification power plants in the range of less than 1 megawatt (MW). "Holzstrom" coordinates the work of leading companies and research institutions throughout Germany.

The research and innovation cluster "TheKo" builds on the high-tech approaches of "Holzstrom". The goal is to open up further fuel ranges, with a special focus on the use of local waste and waste materials.

Both research clusters are managed by Entrade Energiesysteme AG which developed the world's smallest micro-heat and power system (25 kW electrical and 60 kW thermal) offering decentralized energy supply in industrialized and emerging countries based on locally available fuels. It is characterized by an efficiency of over 85% as well as long running times (> 8,000 h / a).

Dipl.-Ing. Hans Georg Conrads





Offered / Wanted

 Turnkey retrofit solutions for cement production plants Company / Facility: PROMECON process measurement control GmbH

Role: CEO

Address: Steinfeldstr. 5, D-39179 Barleben

Mobile number: +49 172 2430700

Email: hansgeorg.conrads@promecon.com

Homepage: www.cemtop.de/

Dipl.-Ing. Hans Georg Conrads is CEO of PROMECON process measurement control GmbH. He received his Master's degree in electrical engineering (Dipl.-Ing.) at the RWTH Aachen University, Germany, in 1993. After that, he worked at the Fraunhofer Gesellschaft at the RWTH as R&D engineer in the field of non tactile measurement of surfaces using light interference methods.

In 1995 he founded the PROMECON GmbH in Barleben. PROMECON developed numerous measurement methods and systems for the optimisation of thermal processes such as: coal fired power stations, cement plants and steel and non-ferrous smelters.

Furthermore, Hans Conrads is the author of numerous international patents dealing with measurement systems for thermal processes.

CEMTOP, a ZIM-Network

Between 2009 and 2016 the worldwide cement production has increased by a third from 3 billion tons up to 4 billion tons. Cement production plants are high investment assets which is only attractive for an investment if a profitable operation can be sustained for several decades. During the life of a cement plant, technical standards advance and innovations come along so that existing plants need to be modernized. In addition, new environmental regulations in emerging market countries force the plant owners to step up their plant standards for emissions and environmental compliance. This triggers the need for innovative process optimization in several areas of the plants. The aim of the CEMTOP network is the development of turnkey retrofit solutions for these plants, integrating know how from various technical areas of the cement making process such as plant design, pyro-engineering and burner technology, measurement and controls as well as grinding technology. The CEMTOP aims at reducing CO and NOx emissions as well as electricity consumption of the plants which will help reduce the carbon footprint of these plants.

Dr. Sven Hoog



Offered / Wanted

 Expertise in LNG transfer systems, subsea technologies and more Company / Facility: IMPaC Offshore Engineering GmbH

Role: Head of Innovation, Member of the board of the German Subsea

Monitoring Network e.V.

Address: Hohe Bleichen 5, D-20354 Hamburg

Phone: +49 40 355440 747 **Email:** Sven.Hoog@impac.de

Dr.-Ing. Sven Hoog is member of the board of the German Subsea Monitoring Network e.V and Project Manager and Head of Innovation at IMPaC. He studied Naval Architecture and Ocean Engineering and prepared his doctoral thesis at the Technical University of Berlin. Dr. Hoog joined IMPaC in 2004. His fields of work cover a wide range of technology comprising Offshore LNG transfer systems, subsea control architectures, underwater vehicles and Offshore Ice technology. He holds several patents. Since 2013 he is also private Lecturer at the Technical University Hamburg-Harburg (course "Introduction to Maritime Technology").

Subsea monitoring, a ZIM-network

The network of highly experienced small and medium sized enterprises and research institutes has been established to develop innovative subsea monitoring systems and components. Subsea monitoring systems are used for supervision of underwater technical systems and installations or the marine environment for example. Key technologies of these systems are sensors/actuating elements and the energy supply system. The network is interested to find new research institutes and partners from industry to enlarge its competences and to widen its network range.



Location: Institute for Wood Technology Dresden nonprofit GmbH (IHD)

Address: Zellescher Weg 24, D-01217 Dresden

Chief executive: Prof. Dr. Steffen Tobisch und Götz Haake

Follow-up contact: Prof. Dr. Steffen Tobisch

Phone: +49 351 46620

Email: info@ihd-dresden.com

Homepage: www.ihd-dresden.com

Offered / Wanted

- Guide to successfully funded research projects
- Expertise in wood-based materials and technologies



At the Institute for Wood Technology Dresden (IHD), a breakfast will be served while keynotes and elevator pitches from Start-ups, SMEs, R&D institutes, companies and networking organizations will be held

Based on technical understanding and the economic requirements of their clients and partners, the Institute for Wood Technology Dresden nonprofit GmbH develops with its more than 100 employees energy and material efficient solutions for up to date technological challenges. With the implementation of these solutions in industry trends and standards, the IHD serves to maintain the innovative capacity of the European wood working industry.

The Mycolab Dresden finds answers to all questions relating to biomolecular diagnostic of wood-destroying fungi, mould and dermatophytes.

The IHD develops and optimizes technologies for new woodbased materials in close cooperation with their partners in accordance with the strict requirements of the nowadays necessary energy and resources efficiency.

In their laboratories they test and evaluate the suitability of innovative surface coatings of materials from the application of natural coatings, of powder coating up to direct digital printing technologies. Furthermore, they develop products to fulfil the highest requirements of health assessment of building materials with high indoor air quality, as well as designing, building and testing the materials, furniture and building elements and constructions for sophisticated, trendsetting applications according to the latest findings in material science, in light-weight construction and in Universal Design.

Ensure your products, your know-how and secure your market lead by cooperating with German, European, and international standardization bodies which are regularly attended by experts from the IHD.

Prof. Dr. Steffen Tobisch



Offered / Wanted

- Guide to successfully funded research projects
- Expertise in wood-based materials and technologies

Company / Facility: Institute for Wood Technology Dresden nonprofit

GmbH (IHD)

Role: Head of Institute, Managing Director

Phone: +49 351 4662257

Email: steffen.tobisch@ihd-dresden.de **Homepage:** www.ihd-dresden.com

Prof. Dr. Steffen Tobisch is the Head and Managing Director of IHD. He studied Wood- and Fibre-based Material technology at the Faculty Process Engineering at the Technical University Dresden, followed by research studies at the institute for wood-based and fibre-based material technology.

From 1994 to 1998 he worked as scientific engineer at the IHD. Furthermore, he became Deputy Head of the Test-, Control- and Certification Body of the "Entwicklungs- und Prüflabor Holztechnologie GmbH" (Development and test laboratory for wood technology) in 1996 and Head of the Department Materials at IHD in 2000.

In 2006 he got his PhD from Hamburg University, Germany, Department Biology.

He has also been the publisher of the scientific journal "Holztechnologie" since 2005, chairman of the Board of Saxon Association of Industrial Research (SIG) since 2013, chairman the German Association of Industrial Research Konrad Zuse since 2014, Member of the Council of the Saxon University of Cooperative Education since 2015, Honorary Professor for "Functionalised Wood Products" at the Faculty of Environmental Sciences at the Technical University of Dresden since 2016 and more.

Oliver Schenk



Role: Head of State Chancellery and Minister of State for federal and European affairs of the Free State of Saxony

Email: Oliver.Schenk@sk.sachsen.de

Oliver Schenk is the Head of State Chancellery and the Minister of State for Federal and European Affairs of the Free State of Saxony. As such, he supports the Prime Minister in determining the guidelines of politics. He also coordinates the work of the State Chancellery with the Landtag (state parliament) and the ministries and prepares cabinet meetings and conferences of the Prime Minister. Furthermore, he is responsible for supervising the conformity of law with the Saxon constitution and is also in charge of media policy and media law in Saxony. In his role as Minister of State, Oliver Schenk is the contact person for all questions of principle, such as issues of national territory, general questions of state administration and the organization of the administration. Oliver Schenk holds a degree in economics from the University of Münster, Germany.

Prof. Dr. Chokri Cherif



Offered / Wanted

• Expertise in fiber composite materials, textile concrete reinforcements & medical and protective textiles

Company / Facility: Institute of Textile Machinery and High Performance Material Technology (ITM), TU Dresden

Role: University Professor, Institute Director **Address:** Hohe Straße 6, D-01069 Dresden

Phone: +49 351 463 39300

Email: chokri.cherif@tu-dresden.de

Homepage:

https://tu-dresden.de/ing/maschinenwesen/itm?set_language=en

Prof. Dr.-Ing. habil. Dipl.-Wirt. Ing. Chokri Cherif is the Director of the Institute of Textile Machinery and High Performance Material Technology (ITM) at Technical University of Dresden. He completed his PhD in the field of textile technology in 1998, followed by post-doctoral studies until 2001. After completing his studies, he worked as Assistant Professor at the RWTH Aachen University. In 2005 he accepted the professorship for textile technology at Technical University of Dresden.

Since 2005, he has held various consultant positions for the EU as well as German research foundations and companies. He served as president of AUTEX from 2010 until 2013. In addition to making significant academic and scientific contributions, he has served as technology coordinator for the industry and still actively mentors numerous newly-founded spin-off companies. Under his leadership, the ITM has received over 80 awards for excellent student theses, dissertations and scientific projects since 2005.

Institute of Textile Machinery and High Performance Material Technology (ITM), TU Dresden

Research at the Chair of Textile Technology, managed by Prof. Dr. Chokri Cherif, focuses on the design and construction of textile machinery, process development, product innovations as well as material and process modeling. These developments are focused on Technical Textiles, for high-tech applications. The ITM has long-standing experience in the fields of fiber composite materials, textile concrete reinforcements as well as medical and protective textiles. The research institute is equipped with highly modern machinery comprising all process steps of fiber forming, fabric manufacturing (weaving, knitting, warp knitting, stitch-bonding, electrostatic flocking) and functionalization

Dr. Jörg Winter



Environmental Experts.

Offered / Wanted

- Business relationships
- Collaborative research, especially in America

Company / Facility: DAS Environmental Expert GmbH

Role: Sales Engineer – Water Treatment

Address: Goppelner Strasse 44, D-01219 Dresden

Phone: +49 0351 40494 079
Email: jwinter@DAS-EE.com
Homepage: www.das-ee.com/en

Dr. Jörg Winter is a Sales Engineer (Water Treatment) at DAS Environmental Expert GmbH. Prior to joining DAS, he was a post-doctoral fellow at the University of British Columbia in Vancouver, BC, Canada, where he had previously obtained his PhD in environmental engineering. During his time in Canada, he was an active member of strategic networks, such as IC Impacts and Res'Eau WaterNet, which bring together governmental organizations, industry partners and universities to generate positive impact through a multidisciplinary approach that turns inventions into innovations. Dr. Jörg Winter has over 10 years of experience working on water and wastewater treatment related projects that cover a broad range of applications and use a wide selection of technologies

DAS Environmental Expert GmbH

DAS Environmental Expert is a fam-ily-owned com-pany head-quartered in Dresden and rep-res-en-ted world-wide with sub-si-di-ar-ies in Asia, Argentina, Peru and the United States. Its in-nov-at-ive tech-no-lo-gies for waste gas and wastewa-ter treat-ment sig-ni-fic-antly con-tribute to achiev-ing an op-timum bal-ance between industrial growth and the pre-ser-va-tion of the environment.

As part of its long-term strategy, DAS recognizes innovations as being crucial for a sustainable development of the company and for continuing

to provide sustainable and attractive solutions to its customers worldwide. This is expressed through its ground-breaking products and solutions, as well as by a company-wide culture of innovation. This culture is also driven by the establishment of a new research and innovations center at the company's headquarter.

In the water sector, DAS offers wastewater treatment solutions for the food & beverage, agriculture, pulp & paper, chemical, cosmetic, textile and semiconductor industry. It is a priority for DAS to strengthen its market position in South America and to develop a presence on the North American wastewater market where it is already active in the waste gas business.

DAS seeks to develop business relationships and to engage in discussions on current and future market needs and developments. As part of this, DAS also fosters its connections to South and North American universities through collaborative research and welcomes input regarding corresponding opportunities.

Yves Mattern (left)

Role: Managing manufacturing and production, Sales

Philipp Strobel (right)

Role: Product development and design



Company / Facility: JUNGHOLZ Design **Address:** Könneritzstr. 25, D-01067 Dresden

Phone: +49 351 463 39300
Email: info@jungholz-design.de
Homepage: www.jungholz-design.de

JUNGHOLZ

JUNGHOLZ is a young start-up from Dresden. Their focus is to design and manufacture sustainable products which are made of renewable materials. During the trip the participants will receive a "WoodBook" that is made of 7 layers of wood with reinforced textile. It is possible to change the insides of the book while keeping the cover. The JUNGHOLZ manufactures everything within a 100 km radius to reduce transportation costs. Their goal is to spread sustainability around the world – that is why they want to reach international markets within the next year. According to that, JUNGHOLZ is looking for investors and support to ease efforts of market entries.

M JUNGHOLZ

Offered / Wanted

- Sustainable products
- Investors
- Support for market entry

Adj. Prof. Dr.-Ing. Yves-Simon Gloy





TEXTIL FORSCHUNGS INSTITUT e.V.

Offered / Wanted

- Partnerships
- Collaborative activities in education, research and testing

Company / Facility: Saxon Textile Research Institute e.V. (STFI)

Role: Managing Scientific Director

Address: Annaberger Straße 240,D-09125 Chemnitz

Phone: +49 371 52 74-152
Email: yves.gloy@stfi.de
Homepage: www.stfi.de/en

Dr.-Ing. Yves-Simon Gloy, Managing Scientific Director at Saxon Textile Research Institute e.V. (STFI), studied mechanical engineering with a specialization in textile engineering at the RWTH Aachen University, Germany as well as in France and Canada. After his graduation, he obtained his doctorate at the Institute of Textile Technology (ITA) of the RWTH Aachen on the subject of "Self-optimization in the weaving process". He was a member of the institute management of ITA and headed the textile machinery / production technology sector. Dr. Gloy is currently habilitating on the subject of "Industry 4.0 in textile technology". In addition, he is an expert in several scientific committees dealing with the topic of "Work 4.0". Yves-Simon Gloy is an adjunct professor at Clemson University (South Carolina, US). The STFI, with currently 150 employees and more than 100 running research and development projects, is now led jointly by Dr. Ing. Yves-Simon Gloy together with Dipl.-Ing.-Ök. Andreas Berthel (Financial Manager).

Saxon Textile Research Institute e.V. (STFI)

The main fields of research at the STFI are: nonwovens/films, warp-knitting/weaving, textile finishing/ecology, textile recycling/vegetable fibers, technical nets and ropes, composite development and textile materials research.

STFI runs an accredited textile test laboratory and carries out all commonly required textile physical, physiological, chemical and optical investigations for fibers, yarns, fabrics and clothing as well as geotextiles.

The STFI has manifold international contacts (with approx. 60 countries worldwide) in the field of research and testing. They welcome new partnerships and are open to collaborative activities in education, research and testing.

Within the project "futureTEX - a future model for traditional industries in the 4th industrial revolution" STFI is developing visions and models for the future of the textile branch together with partners. The East German textile industry is on the way to industry 4.0, a digital smart crosslinking of textile value chains.

Carolin Böhme





Offered / WantedNetworking activities

Company / Facility: Institute for Mechanical and Industrial Engineering e.V. (ICM)**Role:** Research associate in the field of project

- and process management

Address: Otto-Schmerbach-Straße 19, D-09117 Chemnitz

Phone: +49 371 27836-162

Email: c.boehme@icm-chemnitz.de **Homepage:** http://icm-chemnitz.de/

Carolin Boehme is a co-worker of ICM – Institute for Mechanical and Industrial Engineering e.V. Her main fields of occupation are digitization and automation in production processes of SMEs. In particular, she researches on process innovation and hybrid project and process management for mechanical and plant engineering companies. Furthermore, Carolin gives lectures and arranges knowledge transfers in her area of expertise, hybrid project management.

Prior to joining ICM, Carolin has worked in the IT, where she gained her knowledge in agile project management. She achieved her Master of Science Degree in Management in 2015 and spent a year abroad in Ireland and France, where she deepened her language skills and her expertise in intercultural relationship-building and networking.

ICM-Institute for Mechanical and Industrial Engineering e.V.

The ICM supports SMEs in implementing their impellent ideas, innovations and system solutions in mechanical and plant engineering as a powerful and proficient Saxon research institute since 1992.

The institute and its 50 employees target the area of special application-oriented tasks. ICM builds up networks between industrial, scientific and political partners. Starting with ideas for potential trendsetting market-oriented technologies and products, preliminary research is carried out and ideas are cooperatively developed further up until practical implementation. Through the targeted transfer of research results to SMEs, the sustainable economic exploitation of the results is guaranteed.

The ICM is also a proficient partner for tasks in the field of industrial research. New technologies and products for SMEs are realized efficiently, quickly and reliably on this basis. The ICM operates in the fields of production technology, hydroforming technology, process analysis, digitization, mobility and medical technology.

Martin Grismajer





Offered / Wanted

Exchange on best practices about energy efficiency

Company / Facility: Saxon Energy Agency – SAENA GmbH

Role: Representative of the Competence Centre for Efficient Mobility

in the Free State of Saxony

Address: Pirnaische Straße 9, D-01069 Dresden

Phone: +49 351 4910-3162

Email: martin.grismajer@saena.de

Homepage: www.saena.de

Mr. Martin Grismajer, Saxon Energy Agency – SAENA GmbH holds a diploma (equivalent to M.Sc.) in Mechatronics from the Dresden University of Technology. Since 2013, he supports the mobility department of Saxony's Energy Agency (SAENA). SAENA coordinates activities in Saxony related to efficient mobility including electromobility and intelligent transport systems / autonomous driving. SAENA is the state-level interface between the public sector and the private partners, including small and medium-sized firms as well as large multinational firms and research and development facilities.

Previously Martin Grismajer has worked several years as researcher at the Institute for Machine Tools and Factory Management of Technical University of Berlin in the fields of material efficiency and energy management e.g. related to automotive and semiconductor industry.

Saxon Energy Agency – SAENA GmbH

The Saxon Energy Agency – SAENA GmbH is operating as a competence center for energy efficiency, renewable energy and energy management since 2007. With its partners, the Free State of Saxony and Sächsische AufbauBank – Förderbank –, SAENA is an independent consulting company and an ideal driver for businesses, research institutions, municipalities and private individuals in Saxony.

With its official Competence Centre for Efficient Mobility in the Free State of Saxony, SAENA coordinates activities related to electromobility and intelligent transport systems / autonomous driving. SAENA is the state-level interface between the public sector and the private partners, including small and medium-sized firms as well as large multinational firms and research and development facilities.

SAENA helps the network of companies and research institutions to find international partners for joint research initiatives, for applying high tech solutions developed in Saxony or for testing future oriented mobility solutions on Saxon testbeds. Therefore, the SAENA is always interested in an exchange on best practices about energy efficiency in companies, municipalities, buildings or renewable energy supply.

Mario Kristen





Offered / Wanted

- Market information
- Accompanying and assisting foreign business delegations and companies

Company / Facility: Wirtschaftsförderung Sachsen GmbH (WFS)

(Saxony Economic Development Corporation)

Role: Industry Sector Manager Environmental and Energy

Technologies

Address: Bertolt-Brecht-Allee 22, D-01187 Dresden

Phone: +49 351 2138 131

Email: mario.kristen@wfs.saxony.de **Homepage:** www.business-saxony.com

Mario Kristen is Deputy Head of the Department Strategy, Industry Sectors and Marketing at the Saxony Economic Development Corporation and responsible for business expansion, international markets and cooperation, especially in America. His business experience includes automotive, environmental and energy technology which comprises renewable energy, mining and recycling. Environmental technologies for a better life are his passion as well as exploring America as the most interesting continents. He owns a degree in mechanical engineering of the Technical University of Dresden and joined the Saxony Economic Development Corporation in 1995. Since then he organized and supervised many foreign delegations and travels with companies and politicians as well as international fairs and events.

Saxony Economic Development Corporation

The Saxony Economic Development Corporation is a state-owned enterprise of the Federal State of Saxony – and builds bridges: For Saxony's enterprises heading off into the world and for investors heading for Saxony.

One of their tasks is to intensify the cooperation with Saxony's networks, research facilities and universities to encourage business founders from Germany and abroad to come and found their business in Saxony and to generate growth.

Saxony sets business transactions in motion.

Highly motivated and educated employees transfer innovative ideas into practical applications in no time in one of Europe's designated »Innovation Leader« regions. There are many good reasons why the region in the heart of Europe is a top location for such globally active companies as Volkswagen, BMW and Porsche, Infineon and GLOBALFOUNDRIES or NILES-SIMMONS-HEGENSCHEIDT. From DHL's European air cargo hub in Leipzig, all kinds of products are shipped to any point on the globe around the clock.

Armin Reith





Offered / Wanted

- Market information
- Accompanying and assisting foreign business delegations and companies

Company / Facility: Wirtschaftsförderung Sachsen GmbH (WFS)

(Saxony Economic Development Corporation)

Role: Industry Sector Manager Microelectronics and ICT **Address:** Bertolt-Brecht-Allee 22, D-01187 Dresden

Phone: +49 351 2138 134

Email: armin.reith@wfs.saxony.de **Homepage:** www.business-saxony.com

Armin Reith as Industry Sector Manager at the WFS is responsible for strategy, networks and market development in the business fields of microelectronics as well as information and communication technology (ICT) including software. He follows the trends in the technological development, supports industry and networks in the Free State of Saxony by a variety of activities and guides diverse institutions. For more than 15 years he gathered experience in the semiconductor industry with companies including Siemens, IBM and Infineon and also spent three years in the United States.

The impact of digital, data driven technologies and upcoming new business models is challenging and fascinating and he supports their adoption into small and medium sized companies.

Armin Reith owns a degree in electrical engineering with a mayor in information technology of the University of Applied Science in Furtwangen, Germany, and joined the Saxony Economic Develop¬ment Corporation (SEDC) in 2009. He developed the strategic activities of the SEDC in microelectronics and ICT by aggregating the key competences in Saxony and fosters business exchange via trade fairs and networking activities on international level.

Further information about the WFS can be found in the section of Mr. Kristen.



Location: Volkswagen Saxony GmbH – Transparent Factory Dresden

Address: Lennéstraße 1, D-01069 Dresden

Chief executive: Thomas Ulbrich, Speaker of Board of Management

Follow-up contact: Dr. Carsten Krebs - Head of Communication and Public Affairs

Phone: +49 351 420 4245

Email: carsten.krebs1@volkswagen.de

Homepage: www.glaesernemanufaktur.de/en

Offered / Wanted

 Education and training for employees, school classes and external visitors **Transparent Factory**





The guided tour through the Transparent Factory of Volkswagen includes a close-up view of how the e-Golf cars are manufactured while the e-Exhibition introduces customers and other visitors to new ideas for the future of driving. The Factory will soon serve as an incubator for young start-ups, providing an opportunity for them to work on innovative mobility solutions on a collaborative base together with local developers and customers.

After the tour, lunch will be served in the restaurant "e-VITRUM".

Since April 2016, the Volkswagen factory in Dresden has been developed into the Center of Future Mobility, an innovative showcase of e-mobility and digitization of the Volkswagen brand.

One year later, the new e-Golf, with a range of 300 km in the new European Driving Cycle (NEDC), has been assembled at the factory. In 2017 5,350 units were produced in a single-shift operation. In Mai 2018, the daily production figure increased up to 72 e-Golf, so the cars are now assembled in two shifts (6 a.m. to 10 p.m.).

Visitors receive an interesting glimpse of the future of the automobile. During a 75-minute tour, they can see how Volkswagen produces its electric Golf. Dresden's largest public, solar-powered e-mobility station is located beside the Transparent Factory and has been in operation since April 2017.

An intense cooperation has also been agreed between Volkswagen Sachsen and Dresden, the capital of Saxony. The objective is to make Dresden a model city for e-mobility and digitization.

Since August 2016, 11 innovative start-ups in the field of mobility services have received support for six months each at Volkswagen's newly installed "Future Mobility Incubator" at the Transparent Factory. Each team received financial support of €15,000, IT infrastructure, software, free-of-charge office space, vehicles and access to the Volkswagen expert network. The city of Dresden also provides assistance and finances accommodation for the young entrepreneurs. In March 2018, the Future Mobility Campus was inaugurated. The Campus provides education and training for employees, school classes and external visitors. Currently, 380 people are working at the Transparent Factory.

Dr. Carsten Krebs



• Education and training for employees, school classes

and external visitors

Company / Facility: Volkswagen Saxony GmbH – Transparent Factory

Dresden

Role: Head of Communication and Public Affairs **Address:** Lennéstraße 1, D-01069 Dresden

Phone: +49 351 420 4245

Email: carsten.krebs1@volkswagen.de

Homepage: www.glaesernemanufaktur.de/en/

Dr. Carsten Krebs studied Social Science (MS) at the Leibnitz University of Hanover, Germany. He studied Political Science (BA) at the University of Witwatersrand, Johannesburg, and University of the Western Cape (Cape Town). He was scholar of the foundation of the German Government, "Bundesstiftung Umwelt". He wrote his dissertation about the German debate surrounding an environmental tax reform. He wrote three books about the environmental tax reform. Furthermore, he worked as lecturer at Universities in Hanover, Braunschweig and Osnabrück.

Krebs was Business Editor at the (newspaper) Braunschweiger Zeitung, then Business Editor at the Hannoversche Allgemeine Zeitung / Wolfsburger Allgemeine Zeitung, covering the Automotive Industry in Germany. Later he moved to South Africa, worked in the Corporate Communications Department for Volkswagen Group of South Africa in Port Elizabeth & Johannesburg, responsible for all activities of the Soccer World Cup 2010. He was Director, Corporate Communication for Volkswagen Group of America in Herndon, Virginia, until June 2015. Now, he is Head of Communications & Public Affairs at the Gläserne Manufaktur, Dresden.

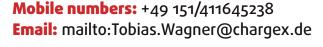


Company / Facility: ChargeX

Address: Hofangerstr. 58, D-81735 Munich

Homepage: www.chargex.de

Tobias Wagner





© Wagner

Tobias Wagner (CEO) is responsible for management, finance, sales and user experience. With his dual bachelor's degree in business administration at HypoVereinsbank Tobias is well prepared for the entrepreneurial challenges in a start-up. He was able to deepen his passion for e-mobility in his master's degree in Automotive & mobility management. Working at Tesla and The Mobility House he acquired expertise of e-mobility which contributes to the comprehensive market expertise of ChargeX.

Michael Masnitza

Mobile numbers: +49 152/54112601 **Email:** michael.masnitza@chargex.de



© Masnitza

Michael Masnitza (CBDO) is responsible for business development, product management and regulations. With a bachelor's degree in engineering science and a master's in mechanical engineering & management at the Technical University of Munich, Michael is the interface between product and market. His professional experience in renewable energy and charging infrastructure at The Mobility House gave him deep insights into legal regulations and macroeconomic barriers of e-mobility.

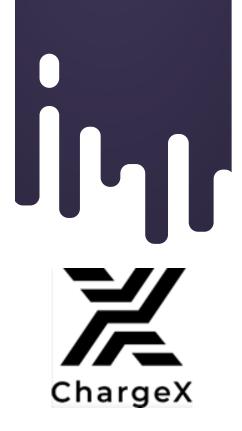
Johannes Engeln

Mobile numbers: +49 176/37756792 **Email:** johannes.engeln@chargex.de



© Engeln

Johannes Engeln (CTO) is responsible for the areas of technology, production and prototyping. Johannes is the technical mind behind ChargeX. Being fascinated by technology and craftsmanship, he started early with his own technology projects. He is currently finishing his bachelor's degree in Management & Engineering at the University of Applied Sciences of Ingolstadt.



ChargeX

ChargeX develops modular expandable and easy to install charging infrastructure while cutting costs to a minimum.

Today, charging infrastructure needs to be intelligent, enabling energy distribution in a demand-based manner and therefore be as fast as necessary. This can be achieved by a combination of their innovative hardware and intelligent software.

They are purely focusing on the next step of e-mobility: electrifying multiple parking lots at each location or even whole park garages. They deliberately pass on the market for single charging stations for individual parking lots to deliver an optimized solution for the future use case when more than one electric car needs to be charged over a longer period. This is already present at fleet and employee parking lots.

Company / Facility: ChargeX **Address:** Hofangerstr. 58,

D-81735 Munich

Homepage: www.chargex.de

Offered / Wanted

- Expertise in grid integration and demand-based mobility services
- Collaborations

Manuel Heckmann



Offered / Wanted

 Expertise in software for e-mobility infrastructure **Company / Facility:** EcoG GmbHEconomic Development Corporation)

Role: COO & Co-Founder

Address: Gaenslerweg 24, D-82041 Furth

Phone: +49 151 41442212
Email: manuel@ecog.io
Homepage: https://ecog.io

Manuel Heckmann is one of the co-founders and COO of EcoG. It is already my second company. Today he is a mentor and coaches start-ups and individuals on topics like growth, organisation and investment. He has a strong track record in company building and digitization, mobility, transportation and venture capital. He also speaks regularly at conferences and give lectures at universities on entrepreneurship, digitization, business modeling and company building.

He strongly believes in eye-level communication, agile leadership and practices transactional analysis.

EcoG GmbH

EcoG's mission is to shape the future of e-mobility by integrating charging into every business process. They bring the app economy onto charging infrastructure and make developing a service as easy as developing an app. Thanks to EcoG's Platform and Application Programming Interface, developers and charging industry can create out-of-the-box and hardware agnostic solutions for their businesses. EcoG's software is an answer to the charging infrastructure problem: they make the first open API for EV charging, which connects all the links for a global interoperable infrastructure. Moreover, by adding a new revenue stream to EV charging, EcoG makes it a sustainable business. All their solutions are hardware agnostic - so they can be used with any charger and they can be easily customised.

They plan to launch an open API and platform at the beginning of 2019. So far companies such as Siemens, Volkswagen, Ford, and Kostad trust in them. EcoG also cooperates with DC and AC charger producers, car manufacturers and infrastructure operators.

Moritz Mierisch



Offered / Wanted

Expertise in parking and traffic data

- Seed funding
- Participation in R&D projects

Company / Facility: S O NAH (UG)
Role: Head of Business Development
Address: Jülicher Straße 72a 52070 Aachen

Mobile number: 017684348361

Email: mierisch@sonah-parking.com

Homepage: www.sonah-parking.com

Mortiz Mierisch is the Head of Business Development at S O NAH since o1/2018 and owns a Bachelor's degree in Business Administration from 2017. He is responsible for Sales, Finance and Strategic Management. Previously, he was active as sales representative for investment solutions for private customers.

S O Nah

S O NAH developed an optical sensor platform, which can be trained to solve urban challenges like reducing parking traffic and energy consumption of streetlights. S O Nah's algorithms and SaaS distribution offer an unfair advantage as they need significantly less hardware. Around the expertise in parking and traffic data, they build their software and hardware platform cities, all embedded into a platform business model.

S O Nah is searching for investors, active in the (e-)mobility market, for a seed funding. Secondly, they are interested in people with strong connections to innovative cities and politicians, as they can act as a door opener and accelerate their sales. Finally, they are looking for connections to exciting R&D projects (Design, material of Sensor version 3.0, driverless driving, Car2Sensor Communication, Blockchain/ Tangle integration).



Company / Facility: Fraunhofer Institute for Material and Beam Technology Dresden (IWS)

Address: Winterbergstr. 28, D-01277 Dresden

Chief executive: Prof. Dr.-Ing. Christoph Leyens

Follow-up contact: Dr. Carsten Krebs - Head of Communication and Public Affairs IWS: Prof. Dr. Christoph Leyens, Markus Forytta

Phone: Dr. Elena Lopez: +49 351- 83391 - 3296

Email: elena.lopez@iws.fraunhofer.de

Homepage: www.iws.fraunhofer.de/en

Fraunhofer Campus



Fraunhofer IWS

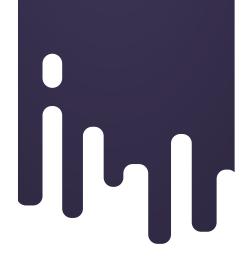
The program at the Fraunhofer Campus will consist of a guided tour through the campus where high level applied R&D projects in the field of material and beam technologies, ceramic technologies, photonic microsystems and more will be presented.

The Fraunhofer Institute for Material and Beam Technology Dresden stands for innovations in laser material processing, material and surface technology. The institute is a world leader in developing application-specific complete solutions for coating, joining, cutting, micro- and battery technology and additive manufacturing: from component design and manufacture to testing - innovations from a single source.

The Generation and Printing business unit at Fraunhofer IWS forms materials for a wide variety of applications (aerospace, energy, medicine, transport, automotive, etc.) layer by layer. A particular feature of the institute is its outstanding process and materials expertise. A wide variety of processes are used, such as laser deposition welding with powder, electron and laser beams or hybrid solutions that combine subtractive and additive methods. The scientists at Fraunhofer IWS do not concentrate exclusively on the individual process but research and develop solutions along the process chain.

Offered / Wanted

 Expertise in process and materials for various applications





Company / Facility: Fraunhofer Institute for Ceramic Technologies and Systems (IKTS)

Address: Winterbergstr. 28, D-01277 Dresden

Chief executive: Prof. Dr. Alexander Michaelis (Director)

Homepage:

www.ikts.fraunhofer.de/en



© eneramic

Offered / Wanted

- One-Stop-Shop for ceramics
- Exchange of knowledge

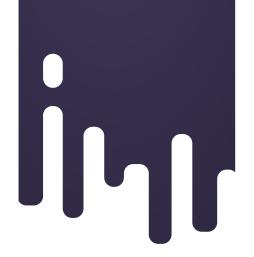
Fraunhofer IKTS

The Fraunhofer Institute for Ceramic Technologies and Systems IKTS conducts applied research on high-performance ceramics. The institute's three sites in Dresden and Hermsdorf (Thuringia), Germany, collectively represent Europe's largest R&D institute dedicated to the study of ceramics.

As a research and technology service provider, the Fraunhofer IKTS develops advanced high-performance ceramic materials, industrial manufacturing processes as well as prototype components and systems in complete production lines up to the pilot-plant scale. In addition, the portfolio includes materials diagnostics and testing. The test procedures in the fields of acoustics, electromagnetics, optics and microscopy contribute substantially to the quality assurance of products and plants.

To provide optimal services for industrial and research partners, the Fraunhofer IKTS cooperates with a wide range of international experts. All international activities create an innovation ecosystem based on joint symposia, workshops and staff exchange.

Starting from material to prototype, Fraunhofer IKTS offers a One-Stop-Shop for ceramics and is looking forward to fruitful exchange of knowledge and expertise.





Company / Facility: Fraunhofer Institute for Manufacturing Technology and Advanced Materials

Address: Winterbergstr. 28, D-01277 Dresden

Chief executive: Prof. Dr. Bernd Kieback (Director of the branch lab Dresden)

Follow-up contact: Prof.-Dr. Ing Bernd Kieback

Phone: +49 351 2537 300

Email:

bernd.kieback@ifam-dd.fraunhofer.de

Homepage:

www.ifam.fraunhofer.de/en/Profile/ Locations/Dresden

Info material:

www.ifam.fraunhofer.de/en/ Profile/Locations/Dresden/ publikationen1/broschueren_und_ informationsblaetter.html

Offered / Wanted

- Project cooperations
- Student exchange

Fraunhofer IFAM

Fraunhofer IFAM Dresden is one of the leading institutes in powder metallurgy. It is involved in fundamental and applied research for problem-oriented material and technology development for innovative sintered and composite materials, functional materials for energy technology as well as cellular metallic materials.

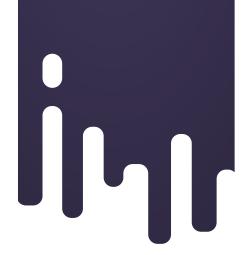
The service range comprises the industrial implementation of the research results up to the manufacturing of prototypical components. For this, the institute offerse expertise in the fields of automotive industry, electronics, power engineering, mechanical engineering, medical engineering and aerospace industry.

The focus of local developments lies e.g. on:

- Cellular metallic materials, like metal hollow sphere and lightweight structures, materials and manufacturing techniques for functional materials in hydrogen technology and electrochemistry,
- Materials for thermal storage and thermal management systems as well as high-temperature materials,
- Light metal alloys, especially aluminium and titanium,

development of powder-metallurgical technologies and processes and additive manufacturing, especially selective electron beam melting, 3D screen printing and fused filament fabrication.

The Fraunhofer IFAM likes to share this expertise and is constantly open to project cooperations and student exchanges.





Company / Facility: Fraunhofer Institute for Ceramic Technologies and Systems (IKTS)

Address: Winterbergstr. 28, D-01277 Dresden

Chief executive: Prof. Dr. Alexander Michaelis (Director)

Homepage:

www.ikts.fraunhofer.de/en

Offered / Wanted

- Customized R&D
- Cooperations

Fraunhofer FEP

The Fraunhofer FEP is a leading research institute which develops processes and technologies in the areas of electron beam, sputtering and plasma technologies as well as for flexible organic electronics, optoelectronics, OLED microdisplays and sensors.

Their aim is to sustainably strengthen the competitive position of their customers. Therefore, the institute offers a broad range of research, development and pilot manufacturing opportunities, especially for the treatment, structuring and finishing of surfaces as well as for OLED microdisplays, organic and inorganic sensors, optical filters and flexible OLED lighting.

The service also includes feasibility studies to facilitate the introduction of new customer products to the market, as well as the upscaling of technologies to industrial quantities and the integration into suitable plant technology or existing production processes.

The Fraunhofer FEP is always interested in new cooperation possibilities with companies and institutions from all over the world. These could include joint research projects, exchange of students, workshops or customized research and development in the fields of surface modification and organic electronics.



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© J. Hesse

Prof. Frank Treppe





Company / Facility: Fraunhofer-Gesellschaft

Role: Managing Director Political and International Affairs

Address: Hansastrasse 27c, D-8o686 Munich

Phone: +49 89 1205-1050

Email: frank.treppe@zv.fraunhofer.de **Homepage:** www.fraunhofer.de/en.html

Frank Treppe, Managing Director Political and International Affairs at Fraunhofer Gesellschaft, was born in 1956. He graduated from the RWTH Aachen University, Germany, in mechanical engineering. His professional career started in 1982 at the Fraunhofer Institute for Production Technology in Aachen.

Today, Frank Treppe is an Associate Member of the Board and Managing Director Political and International Affairs of Fraunhofer-Gesellschaft in Munich. He is in charge of Fraunhofer's international strategic business development. Moreover, he has a wide range of domestic and international responsibilities like Chairman of Fraunhofer Chile and Member of the Supervisory Board of Fraunhofer Austria and Sweden.

In addition, Frank Treppe is President of EARTO, the European Association of Research and Technology Organizations and he serves as evaluator in the technology programs of the European Commission.

Dr. Elena Lopez



Offered / Wanted

 Expertise in process and materials for various applications **Company / Facility:** Fraunhofer Institute for Material and Beam

Technology Dresden (IWS)

Role: Division Manager Additive Manufacturing **Address:** Winterbergstraße 28, D-01277 Dresden

Phone: +49 351-83391-3296

Email: elena.lopez@iws.fraunhofer.de **Homepage:** www.iws.fraunhofer.de/en

Dr. Elena Lopez, Division Manager Additive Manufacturing at IWS, studied chemical engineering at the University of Valladolid and Friedrich-Alexander-University, Erlangen-Nürnberg. She finished her PhD thesis about the topic of plasma-chemical etching of silicon solar wafers at the Technical University of Dresden. After focusing on CVD technologies, she moved to Printing and Additive Manufacturing technologies in 2014. Today she leads the biggest consortium in Europe in the field of Additive Manufacturing (Agent-3D), with more than 120 companies involved.

Burkhardt Faßauer



Offered / Wanted

- One-Stop-Shop for ceramics
- Exchange of knowledge

Company / Facility: Fraunhofer Institute for Ceramic Technologies

and Systems (IKTS)

Role: Division Manager Biomass Technologies and Membrane

Process Technology

Address: Winterbergstrasse 28, D-01277 Dresden

Phone: +49 351 2553 7667

Email: burkhardt.fassauer@ikts.fraunhofer.de

Homepage: www.ikts.fraunhofer.de/en

Burkhardt Faßauer, Division Manager Biomass Technologies and Membrane Process Technology at Fraunhofer IKTS since 2011, is specialized in the waste water and sludge treatment sector. He is involved in research activities regarding municipal waste water, sewage sludge treatment and renewable energy production from biomass. Due to numerous involvements in national and international research projects since 1998, he gathered also technical and practical experiences with regard to full scale operation of waste water treatment plants, mass flow balances and plausibility control actions and full scale system integration at FRAUNHOFER (IKTS). In this context he has obtained himself a broad overview on the different sludge management systems in several European and Asian countries.

Dr.-Ing. Thomas Weißgärber



Offered / Wanted

- Project cooperations
- Student exchange

Company / Facility: Fraunhofer Institute for Manufacturing Technology and Advanced Materials (IFAM), Branch Lab Dresden Role: Head of Department Sintered and Composite Materials /

Deputy Director of Fraunhofer IFAM Dresden **Address:** Winterbergstraße 28, D-01277 Dresden

Phone: +49 351 2537 305

Email: thomas.weissgaerber@ifam-dd.fraunhofer.de

Homepage: www.ifam.fraunhofer.de/en/Profile/Locations/Dresden

Thomas Weißgärber, Head of Department Sintered and Composite Materials / Deputy Director of Fraunhofer IFAM Dresden, has studied materials science at the Technical University of Dresden and got his PhD in 1998 in the field of powder metallurgy in particular on dispersion strengthened copper alloys. Since 1997, he has been working at Fraunhofer IFAM in Dresden. After several positions at Fraunhofer IFAM Dresden, he became head of the department "Sintered and Composite Materials" and deputy director of Fraunhofer IFAM Dresden. His area of expertise is powder metallurgy and additive manufacturing. The recent research is mainly focused on composite materials, high temperature materials, lightweight materials as well as electron beam melting. He published more than 50 papers and is the owner of more than 20 patents. At the Technical University of Dresden he gives different lectures, too.

Dr. Matthias Fahland



Offered / Wanted

- Customized R&D
- Cooperations

Company / Facility: Fraunhofer Institute for Organic Electronics,

Electron Beam and Plasma Technology (FEP)

Role: Group Leader Roll-to-roll Sputtering & PECVD

Address: Winterbergstr. 28, D-01277 Dresden

Phone: +49 351 2586-135

Email: matthias.fahland@fep.fraunhofer.de **Homepage:** www.fep.fraunhofer.de/en

Dr. Matthias Fahland, Group Leader Roll-to-roll Sputtering & PECVD at Fraunhofer FEP, studied Physics at the Technical University of Dresden where he graduated from in 1994 in the field of low temperature physics. Since 1994, he is a research fellow at the Fraunhofer FEP.

Dr. Matthias Fahland works in the field of roll-to-roll sputtering and plasma-enhanced chemical vapor deposition (PECVD). These technologies are used for the coating of flexible products like polymer films with permeation barrier layers or optical layers.

Prof. Dr. Hubert Lakner



Offered / WantedExpertise in microelectronic

Expertise in microelectronic circuits and systems

Company / Facility: Fraunhofer Institute for Photonic

Microsystems (IPMS)

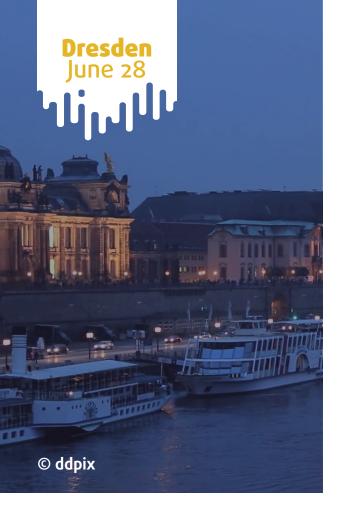
Role: Director

Address: Maria-Reiche-Str. 1, D-01109 Dresden

Phone: +49 351 8823111

Email: hubert.lakner@ipms.fraunhofer.de **Homepage:** www.ipms.fraunhofer.de/en.html

Hubert Lakner, Director of IPMS, received his diploma-degree in physics from Eberhard-Karls-Universität Tübingen in 1986. After one year in industry he joined the Gerhard-Mercator-Universität (Duisburg) working in the field of nanocharacterisation of mesoscopic semiconductor structures. He received his PhD in Electrical Engineering in 1993. Afterwards, he hold a post doc position (Oberingenieur) at the Gerhard-Mercator-Universität. He focused on high frequency and high speed circuits based on compound semiconductor heterostructures. In 1998 he joined the Fraunhofer Institute for Microelectronic Circuits and Systems (IMS) in Dresden where he was the Acting Director in 2002. Since January 2003, he is the (founding) Director of the new Fraunhofer Institute of Photonic Microsystems (IPMS) in Dresden. Additionally, he is Professor for Optoelectronic Devices and Systems in the Department of Electrical Engineering and Information Technology at the Technical University of Dresden since February 2004. He is also chairman of the board of directors of the Fraunhofer Microelectronics Group since 2005, representing about 3500 employees in 11 Fraunhofer institutes.



Boat trip Elbe



Enjoy a boat trip on the river "Elbe" with perfect networking opportunities in front of the Dresden scenery. Dinner and drinks will be served on the boat. Guides will provide information about the historic background of the city while participants can lay back, relax and enjoy the view over the scenery.

Welcome on board to the oldest and largest paddle steamer fleet in the world – Sächsische Dampfschiffahrt.

It was founded in 1836 in Dresden and the first paddle steamer had its first journey one year later. At one time there were over 30 paddle steamers working. Today nine historic steamboats are left. The oldest paddle steamer dates back to the year 1879; the youngest was built in 1929. Your event will be held on the paddle steamer "Krippen", which was built in 1892. The ship still has the original steam engine and paddle wheels. During the river cruise you will get diverse impressions of the beauty of Dresden and Dresden's Elbe Valley. Along the river you will find monumental sandstone buildings and villas, our three famous romantic palaces like Albrechtsberg Palace, Lingner Palace and Eckberg Palace. Next to the palaces you will see some vineyards. Dresden and the surrounding area are also well-known for exquisite wine.

Then we will arrive Loschwitz and Blasewitz, two parts of town with lovely villas and the famous Loschwitz Bridge, which is much better known by its nickname "Blue Wonder Elbe Bridge". The mountain railways are also located in Loschwitz. One of them is the first mountain cable railway in the world. When you return to the old town you will have a unique view of the Dresden silhouette. Enjoy your stay on board!

Martin Dulig



Role: Saxon State Minister for Economic Affairs, Employment and Transport, and Deputy Premier of the Free State of Saxony **Homepage:** www.smwa.sachsen.de/

Martin Dulig has been a member of the Saxon State Parliament since 2004 and was chairman of the SPD state parliament group from 2007 to 2014. He has been the Saxon State Minister for Economic Affairs, Employment and Transport since November 2014. Therefore, Martin Dulig is the SPD's Commissioner for Eastern German Affairs since 2018.

He is also involved in various non-profit associations such as the "Netzwerk für Demokratie und Courage e. V." and is a member of the ver.di trade union and the Workers' Welfare Association (AWO). In his hometown of Moritzburg, Germany, Martin Dulig is active within the Protestant church community.





Dr. Peter G. Strunk





Trip to Adlershof

Company / Facility: WISTA-MANAGEMENT GmbH (Science and Technology Park Berlin Adlershof) **Role:** Head of Corporate Communications

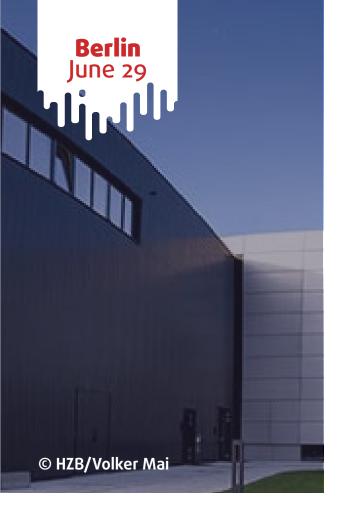
Dr. Peter G. Strunk has a PhD in History from the Freie University Berlin. Since 1999, he is the **Head of Corporate Communications at WISTA-MANAGEMENT GmbH** (Science and Technology Park Berlin Adlershof) and has been the Head of PR in the Chamber of Industry and Commerce, Cottbus, Germany, prior to this. He will introduce the Berlin Adlershof Science City during the bus trip to Adlershof.

The **Berlin Adlershof Science City** is one of the most successful high-technology sites in Germany and Berlin's largest media site. It is home to 1,072 companies and scientific institutions (Dec 2017) on an area of 4.2 km² - embedded in an integrated urban planning concept. 18,000 people work and 6,700 study here.

The Science and Technology Park is at the heart of the Adlershof Science City. It encompasses 523 companies and 10 non-university research institutes. They focus on: Photonics and Optics, Renewable Energies and Photovoltaics, Microsystems and Materials, IT and Media and Biotechnology and Environment.

Adding to this are six scientific institutes of the Humboldt University zu Berlin (Chemistry, Geography, Computer Sciences, Mathematics, Physics and Psychology). The Media City is home to 147 companies. In the immediate vicinity of science, technology, and media, a landscaped park and 360 private houses have been developed on an area of 66 ha. Large additional areas enable the Science and Technology Park to grow in the future. The near future years will see the completion of 1,400 housing units ("Living on Campus") for about 2,500 people in the immediate vicinity to the Humboldt-University campus.

Source: www.adlershof.de/en/news/berlin-adlershof-facts-and-figures-6/



Company / Facility: Helmholtz Zentrum Berlin (HZB)

Address: Albert-Einstein-Straße 15, D-12489 Berlin (campus Adlershof); Hahn-Meitner-Platz 1, D-14109 Berlin (campus Wannsee)

Chief executive: Herr Prof. Dr. Bernd Rech (Acting Scientific Director); Herr Thomas Frederking (Executive Director Finance and Administration)

Videos: BESSY II, EMIL

Publications:

- HZB presents itself
- Annual report and highlights
- More than a synchrotron: HEMF and CoreLabs

Blogs: www.energymaterials.hzbblog.de

HZB



At the HZB participants will enjoy a guided tour starting at BESSY II – a third generation synchrotron radiation source and an example for quality infrastructure and market oriented technology projects based on the cooperation between SMEs and scientific research institutions. BESSY II is the European radiation standard for the calibration of light sources and detectors and emits extremely brilliant photon pulses ranging from the long wave terahertz region to hard X rays. The combination of brilliance and photon pulses makes BESSY II the ideal microscope for space and time for meanwhile over 1800 users.

HZB is a world-class entre for energy and functional materials research offering large-scale infrastructures for an international scientific community and to industry. HZB is part of the largest research organization in Germany, the Helmholtz Association. HZB coordinates its research program with other Helmholtz Centers, focusing its resources primarily on energy materials and accelerator development. The mission of HZB is to understand, improve and develop new energy materials, to research complex systems of materials for energy transition, energy storage and energy efficiency, to operate the BESSY II accelerator-based photon source in the spectral regions from THZ/infrared to soft X-ray radiation for an international user community and to operate the BER II neutron source until the end of 2019.

The Energy Materials In-situ Laboratory Berlin (EMIL) is a unique infrastructure, which enables insights into thin-film materials to be obtained during their actual fabrication process. Modern X-ray diffractometers are available in the X-Ray CoreLab for crystallography analyses. The Correlative Microscopy and Spectroscopy CoreLab (CCMS) is being operated in collaboration with ZEISS company, where researchers are able to fabricate and image nanomaterials using the most recent electron and ion microscopes. The development of hybrid solar cells and systems for solar fuel generation will be the task of the HySPRINT CoreLab. The Competence Center for Thin-film and Nanotechnology Berlin (PVcomB) is primary external resource for industrial companies to conduct joint R&D projects in photovoltaics and in the area of solar fuels technology.

Follow-up contacts:

EMIL (Energy Materials In-Situ Laboratory Berlin)

Contact: Prof. Dr. Simone Raoux

Phone: +49 30 8062 12936

Mail: simone.raoux@helmholtz-berlin.de

Homepage: www.helmholtz-berlin.de/projects/emil/index de

PVcomB (Competence Center Thin-Film- and Nanotechnology for Photovoltaics Berlin)

Contact: Prof. Dr. Rutger Schlatmann

Phone: +49 30 8062 15680

Mail: rutger.schlatmann@pvcomb.de

Homepage: www.helmholtz-berlin.de/projects/pvcomb/index_en

Technology Transfer

Contact: Prof. Rutger Schlatmann, Dr. Jan

Elmiger

Phone: +49 30 8062 15680 or +49 30 8062

18151

Email: rutger.schlatmann@pvcomb.de or

elmiger@helmholtz-berlin.de

Offered / Wanted

Various national and international cooperation possibilities

Research Collaborations: From National to International

Beyond the international user community at the BESSY II and BER II large-scale facilities, HZB collaborates at the international level with 23 partner institutions from 17 countries in research, technological development and in the exchange of scientific and technical personnel. HZB has developed several forms of cooperation with regional teaching and research institutions, including joint research laboratories, research teams, projects and Young Investigator Groups. Many HZB scientists are engaged in teaching at universities. The Helmholtz-Israel International Research School on Hybrid Integrated Systems for Conversion of Solar Energy (HI-SCORE) is associated with eight existing HZB and Israeli graduate schools.

Researchers from HZB participate in large EU projects, such as achieving a technological breakthrough in the generation of solar fuels. There are many collaborative projects with non-European institutions, such as Thomas Jefferson National Accelerator Facility in the USA, Budker Institute in Russia, ANSTO in Australia, and Weizmann Institute in Israel.



© HZB/SF

Prof. Dr. Bernd Rech



• Various national and international cooperation

possibilities

Company / Facility: HZB

Role: Acting Scientific Director of Helmholtz-Zentrum Berlin (HZB)

Address: Hahn-Meitner-Platz 1, D-14109 Berlin

Phone: +49 30 8062 43810

Email: bernd.rech@helmholtz-berlin.de

Homepage: www.helmholtz-berlin.de/index en.html

Since May 2017, **Prof. Bernd Rech is the Acting Scientific Director of the Helmholtz-Zentrum Berlin.** From 2006 to 2017 he was the head of the Institute of Silicon Photovoltaics at HZB, where his research focused on the development of highly efficient and affordable thin-film silicon solar cells and new material combinations for the production of tandem solar cells, e.g. of silicon and perovskites. In 2007 he became professor at the Technical University of Berlin (Faculty of Electrical Engineering and Computer Science). He studied physics at Heidelberg University and RWTH Aachen University, where he obtained his PhD in 1997. Since 2012, he is a member of the board of trustees of the Center for Solar Energy and Hydrogen Research Baden-Württemberg (ZSW). In 2017 he was elected member of the German National Academy of Science and Engineering.

Prof. Dr. Mathias Richter





Offered / Wanted

 Worldwide support for developing & applying quality infrastructures **Company / Facility:** Physikalisch-Technische Bundesanstalt (PTB)

Role: Head of Division 7.1

Address: Abbestr. 2-12, D-10587 Berlin

Phone: +49 30 3481-7100 Email: mathias.richter@ptb.de

Homepage: www.ptb.de/cms/en.html

Mathias Richter is currently Head of the Division for Radiometry with Synchrotron Radiation at PTB in Berlin (Germany), Associate Professor for Experimental Physics at the Technical University of Berlin (TU Berlin) and President of Friends of Helmholtz-Zentrum Berlin. He studied physics in Marburg and Hamburg (Germany) graduating with a Diploma in 1984 and a PhD in 1988 at Hamburg University. Afterwards, he continued his scientific career at the Université Paris-Sud XI (France) as postdoc and at TU Berlin as Assistant Professor for Research with Synchrotron Radiation before he entered PTB in 1995. His scientific activities are focused on fundamental and applied research using synchrotron and free-electron laser radiation from UV radiation to X-rays at various international large facilities. In 2011 he was bestowed with the Innovation Award on Synchrotron Radiation.

Further information about the **Physikalisch-Technische Bundesanstalt** (**PTB**) can be found in the section of Dr. Ulbig.

Dr. Gerhard Ulm





Offered / Wanted

 Worldwide support for developing & applying quality infrastructures **Company / Facility:** Physikalisch-Technische Bundesanstalt (PTB)

Role: Head of Division 7.1

Address: Abbestr. 2-12, D-10587 Berlin

Phone: +49 30 3481-7100 Email: mathias.richter@ptb.de

Homepage: www.ptb.de/cms/en.html

Gerhard Ulm, Head of the Institute Berlin and Division 7 Temperature and Synchrotron Radiation of PTB, studied physics at the University of Würzburg. After graduating, he joined the Gesellschaft für Schwerionenforschung (GSI) in Darmstadt, where he established the field of laser spectroscopy on radionuclides generated by heavy ion fusion. He received his doctoral degree on this subject from the University of Mainz in 1984. After that, he became a Senior Fellow at CERN in Geneva, where he worked on various cooperation projects at the on-line mass separator ISOLDE. In November 1986, he joined the Physikalisch-Technische Bundesanstalt (PTB) in Berlin.

In his posts at PTB as the Laboratory Head from 1989 and as the Head of Department from 1995, he extended the metrological use of synchrotron radiation to include the fields of reflectometry, scatterometry and spectrometry. Since 2014, he is the Head of the Institute Berlin of PTB.

Further information about the **Physikalisch-Technische Bundesanstalt (PTB)** can be found in the section of Dr. Ulbig.



Company / Facility: German Aerospace Center

Address: Rutherfordstraße 2, D-12489 Berlin

Chief executive: Prof. Pascale Ehrenfreund

Follow-up contact: Nicolas Peter:

Phone: +49 2203 601-2141

Email: nicolas.peter@dlr.de

Homepage: www.dlr.de/en

Offered / Wanted

- R&D expertise in aeronautics, space, energy, transport, security & digitization
- Research facilities as a service

German Aerospace Center (DLR)





The German Aerospace Center (DLR) is the national aeronautics and space research center of the Federal Republic of Germany. Its extensive research and development work in aeronautics, space, energy, transport, security and digitization is integrated into national and international cooperative ventures. In addition to its own research, as Germany's space agency, DLR has been given responsibility by the federal government for the planning and implementation of the German space program. DLR is also the umbrella organization for the nation's largest project management agency.

DLR has approximately 8,000 employees at 20 locations in Germany and has additional offices in Brussels, Paris, Tokyo and Washington D.C.

DLR's mission comprises the exploration of Earth and the Solar System and research for protecting the environment. This includes the development of environment-friendly technologies for energy supply and future mobility, as well as for communications and security. DLR's research portfolio ranges from fundamental research to the development of products for tomorrow. In this way, the DLR.

contributes the scientific and technical expertise that it has acquired to the enhancement of Germany as a location for industry and technology. DLR operates major research facilities for its own projects and as a service for clients and partners. It also fosters the development of the next generation of researchers, provides expert advisory services to government and is a driving force in the regions where its facilities are located.

The spin-off Enlighten Sciences from the DLR will also be presented at the DLR. They develop modern material and experiments for science classes - from nursery schools up to university. Enlighten Sciences provides a new approach, showing that science is fun and yield thus a much better learning experience and efficiency.

Prof. Dr. Gernot Liedtke



Offered / Wanted

- R&D expertise in aeronautics, space, energy, transport, security & digitization
- Research facilities as a service

Company / Facility: DLR

Role: Institute of Transport Research, Head of Department of

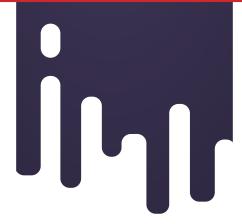
Commercial Transport

Address: Rutherfordstraße 2, D-12489 Berlin

Phone: +49 30 67055 246
Email: gernot.liedtke@dlr.de
Homepage: www.dlr.de/en

Gernot Liedtke, Head of Department of Commercial Transport at DLR, has studied Physics at the University of Stuttgart and industrial engineering at the Ecole Centrale Paris. Since 2000, he has been working as research assistant at the Institute for Economic Policy Research (IWW) at the University Karlsruhe (TH) and got extensive project experience in applied transport policy advice with focus on commodity transport. In 2012 he qualified as professor in economics with a habilitation treatise on modelling and assessing the emergence of logistics networks. In 2014 he received a call from Technical University of Berlin in conjunction with a department leadership at DLR. Current research and project activities include following topics: (i) transport modelling and simulation, (ii) assessment of freight transport measures and technologies, (iii) policies in city logistics and in the railway sector and (iv) innovative last mile delivery concepts. Gernot Liedtke was and is member of several scientific committees and leads the working committee on freight transport of the German Road Research Association. He is lecturer in "Network Economics", "Freight Transport Systems", "Transport Economics", "Commercial Transport" and "Microeconomics".

Ilse Sebastian



Offered / Wanted

- R&D expertise in aeronautics, space, energy, transport, security & digitization
- Research facilities as a service

Company / Facility: DLR **Role:** Calibration Engineer

Address: Rutherfordstraße 2, D-12489 Berlin

Phone: +49 30 67055 520
Email: Ilse.Sebastian@dlr.de
Homepage: www.dlr.de/en

Ilse Sebastian, Calibration Engineer at DLR, obtained a diploma from Friedrich-Schiller-University in Jena in Physics in 1984 and has worked on different space-born camera projects with the German Aerospace Center (DLR) afterwards. She was staff member of the HRSC team on MARS EXPRESS. 1999, she worked with the Max Planck Institute for Solar System Research in Katlenburg-Lindau. At that time, she has been staff of the ROSETTA camera team and of the VMC team on VENUS EXPRESS, and has been responsible for adjustment and for on-ground calibration tasks.

Since 2006, she is working as calibration engineer with the Institute for Optical Sensor Systems (DLR) and is staff member of the KOMPSAT-3, BIROS and DESIS teams. Ilse has more than 25 years of experience in space mission projects with focus on optical calibration, optics design and optical lab instrumentation. Her research interests include development of state-of-the-art space optics design, supported by adequate optical lab instrumentation to meet advanced science requirements.

Dipl.-Ing. Holger Vogel





Offered / Wanted

• Expertise in forest fire detection

Company / Facility: IQ wireless **Role:** Managing Director / CEO

Address: Carl-Scheele-Str. 14, D-12489 Berlin

Phone: +49 30 6392-80700

Email: holger.vogel@iq-wireless.com **Homepage:** www.iq-wireless.com/en/

The Managing Director of IQ wireless GmbH Holger Vogel was born in June 1955. He studied communications engineering at the Technical University of Dresden and graduated in 1981.

After two years as an officer for electrical systems on merchant ships, he began his career as development engineer of radio communication systems for the military as well as for the public.

In 1999 he carried out a management buy-out along with 2 colleagues and founded IQ wirless GmbH, which started operations on 01.01.2000. As authorized signatory of the company, he was responsible for the development of the forest fire early warning system "FireWatch" (AWFS) in close cooperation with DLR.

In 2007 Mr. Vogel was appointed managing partner and since 2013 he has been managing IQ wireless GmbH on his own.

IQ wireless

IQ wireless GmbH is an internationally active medium-sized company and technology partner of the DLR. Since 2001, IQ wireless has been cooperating with DLR in the field of early detection of forest fires and has developed the FireWatch system with currently more than 300 installations in 10 countries based on the research results of the Institute of Planet Research (PF). DLR and IQ wireless have been inducted into the U.S. Space Technology Hall of Fame with this unique terrestrial forest fire detection system.

For almost 10 years, IQ wireless has also been cooperating with DLR in the field of satellite communication for pico and nano satellites for earth observation and other scientific missions.

Dipl.-Betriebswirt (FH) Alexander Singer





Offered / Wanted

• Expertise in forest fire detection

Company / Facility: IQ wireless **Role:** Head of Sales & Marketing

Address: Carl-Scheele-Str. 14, D-12489 Berlin

Phone: +49 30 6392-80800

Email: alexander.singer@iq-wireless.com **Homepage:** www.iq-wireless.com/en/

Alexander Singer, Head of Sales & Marketing at IQ wireless, lives in Berlin, Germany and holds a degree in economics from the Ingolstadt University of Applied Sciences. For more than 20 years, he focuses successfully on international sales of high tech products and professional coaching.

Alexander has been establishing and managing the distribution of various high tech products, including semiconductors and laser spectroscopy systems, to more than 70 countries on all continents. One year ago, he has taken over as sales and marketing director of IQ wireless to help opening new markets for the various innovative products.

Amongst others, this includes specialized communication technology for small satellites and the cutting edge automated wildfire detection system FireWatch, which is successfully used in 10 countries.

Further information about the IQ wireless can be found in the section of Dipl.-Ing. Vogel

Christian Ritschel





Offered / Wanted

 New approach to education for a better learning experience and efficiency Company / Facility: Enlighten Sciences

Role: CTO

Address: Rutherfordstraße 2, D-12489 Berlin **Email:** christian.ritschel@enlightensciences.de

Homepage: https://enlighten-sciences.ddns.net/page/home

Christian Ritschel, M.Sc., CTO of Enlighten Sciences, studied physics at the Humboldt University zu Berlin. In parallel, he worked as a tutor in the DLR_School_Lab Berlin, an out-of-school learning place encouraging pupils to dare a look into natural sciences. From his engagement in the DLR, he decided to found the company Enlighten Sciences, a spin-off from the DLR_School_Labs which provides the approach of the DLR_School_Labs as new learning experience in schools.

Enlighten Sciences

The spin-off Enlighten Sciences from the DLR develops modern material and experiments for science classes - from nursery schools up to university. Enlighten Sciences provides a new approach, showing that science is fun and yield thus a much better learning experience and efficiency.

Tobias Bohnhardt





Offered / Wanted

 New approach to education for a better learning experience and efficiency Company / Facility: Enlighten Sciences

Role: Employee at the DLR_School_Lab Berlin Address: Rutherfordstraße 2, D-12489 Berlin

Phone: +49 30 67055 169
Email: tobias.bohnhardt@dlr.de

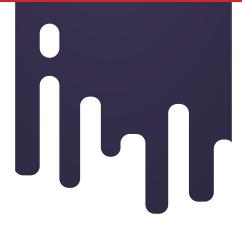
Homepage: https://enlighten-sciences.ddns.net/page/home

Tobias Bohnhardt studied at the Humboldt University Berlin, where he obtained a Bachelor of Science and a Master's degree of Education in the fields of Physics and Mathematics. He has extensive experience in the fields of physics education and physics education research. During his studies, he worked on the design, implementation and reflection of learning opportunities in the out-of-school learning laboratory, UniLab' of his home university. In 2010 Bohnhardt began working at the DLR_School_Lab Berlin. Here, he is responsible, among other things, for the implementation of the DLR_School_Lab concept, construction and development of experiments, training student assistants and supervising interns as well as conducting scientific research on the effectiveness of the DLR_School_Labs.

Enlighten Sciences

The spin-off Enlighten Sciences from the DLR develops modern material and experiments for science classes - from nursery schools up to university. Enlighten Sciences provides a new approach, showing that science is fun and yield thus a much better learning experience and efficiency.

Dr. Stubbe Hviid



Offered / Wanted

 R&D expertise in aeronautics and space **Company / Facility: DLR**

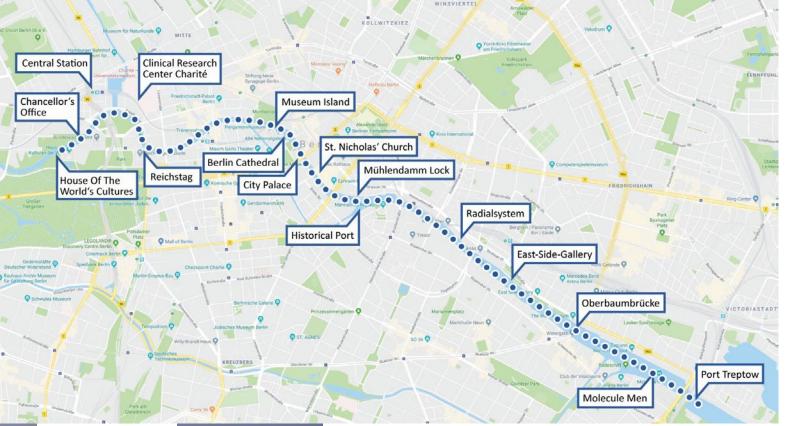
Role: Scientist

Address: Rutherfordstraße 2, D-12489 Berlin

Phone: +49 30 67055 468 Email: Stubbe.Hviid@dlr.de Homepage: www.dlr.de/en

Stubbe F. Hviid, scientist at the DLR, is currently member of the scientific teams of the Rosetta science team (OSIRIS imaging system CoI), the Mars Exploration Rover science team (participating scientist) and the Mars Science Laboratory (MSL) science team (as team collaborator). He has previously been an active member in the science team of the following planetary space missions: (1996 to 1999) Mars Pathfinder (IMP CoI), (1997-1999) Mars Polar Lander (RAC CoI), (2001-2004) Mars Express/Beagle 2 (MI CoI) and (2006-2009) Phoenix Mission (RAC, MECA and SSI CoI). In addition, he has made smaller contributions to the Venus Express (VMC) and DAWN (DAWN FC) missions.

On the technical side he has been instrument operations manager on Rosetta (OSIRIS) and Phoenix (RAC). He has also had important science and mission operational roles in several other missions. He has also been instrument flight software manager on Rosetta (OSIRIS) during the instrument development and cruise phases of Rosetta. Finally, he is the lead developer on the Firewatch/AWFS-NG smoke detection system.





Boat trip Spree

At noon we will take the group on a boat trip on Berlin's largest river: the "Spree". Experienced tour guides will provide explanations of the Berlin landmarks and their historical background.

Allow yourself a slightly different sightseeing tour throughout Berlin und discover the German capital from a totally new perspective. The 1,5-hour tour takes you past the modern and historical buildings of the metropolis Berlin. Beautiful green banks, dense urban landscapes industrial areas and the elevated railway can be seen on the same route as well. On the tour sights like The East Side Gallery, The Nikolaiviertel, The Cathedral of Berlin, The Museum Island, The Government Quarter, The Federal Chancellor's Office, The House Of The World's Cultures and much more points of interest are located.



Company / Facility: HABB Education Center Berlin GmbH

Address: Lessingstraße 89, D-13158 Berlin

Chief executive: Marcus Braunert, Gerd Woweries

Follow-up contact: Gerd Woweries

phone: +49 30 91773051

Email: gerd.woweries@de.abb.com

Homepage: new.abb.com/de

Offered / Wanted

- German style vocational training system
- Exchange on digitization & education

ABB ABB



The next station will take participants to a special education center where information will be provided about the German "dual-education system". Participants will learn about specific projects like "girlsatec", which is dedicated to young women who work in positions with a strong technical background, as well as "Be smart", a system about learning for the education 4.0. In addition, the program will feature the presentation of a mobile factory truck.

The ABB Education Center Berlin GmbH is one of two vocational training centers of ABB in Germany and provides vocational training for over 150 companies located in Berlin and Brandenburg.

As part of their training activities, they establish favorable conditions that enable small and medium-sized companies to offer more vocational training positions for young people. The Education Center also seeks exchange with foreign delegations aimed at promoting the German dual training system as a guarantor of low youth unemployment on an international level. Furthermore, they advise German policy makers on questions relating to educational-political issues. Moreover, the Education Center conducts projects dealing with topics such as "the internet of things" or "the recruitment of women for technical professions", thereby pioneering work in the field of introducing Industry 4.0 to the vocational training program.

The ABB and their partnering companies visit schools to introduce professions from the electrical and metal industry to children and adolescents. In particular, they try to inspire girls and young women for technical professions.

The Education Center seeks contact with all delegates who are interested in the education and training of young people and employees and those who are interested in introducing a German 'style' vocational training system in America. In addition to that, they are looking for exchange on the subject of digitization of the economy and its implementation in education and training.

Gerd Woweries



Offered / Wanted

- German style vocational training system
- Exchange on digitization & education

Company / Facility: ABB Education Center Berlin GmbH

Role: CEO

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Gerd Woweries is a lawyer and CEO of the ABB Education Center Berlin GmbH. From 1990 to 1996 he headed the legal department of the Chamber of Commerce and Industry (IHK) Frankfurt Oder, Germany. Later he became director of the division for law and taxes and legal advisor of IHK Berlin. From 2007 to 2015 he headed the division for education of industrial-technical jobs and the division for education of commercial jobs at IHK Berlin. He eventually became CEO of the ABB Education Center Berlin GmbH in 2017.

He is also member of the Vocational Training Committee of the IHK Berlin, of the Member Council of the Metal and Electrical Industry Association Berlin-Brandenburg and member of the IHK Committee "Education, Professionals, Labor Market"



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Company / Facility: Mittelstand 4.o-Competence Center Hanover

Address: An der Universität 2,D-30823 Garbsen

Chief executive: Dr.-Ing. Micheal Rehe, Eike

Asche

Follow-up contact: Kerstin van Diepen, vandiepen@mitunsdigital.de

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Offered / Wanted

• Expertise in the field of industry 4.0





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Mittelstand 4.o-Competence Center Hanover





Digitization is currently the dominant issue in all areas of the economy.

In addition to all the dynamics and the innovation potential of digitization, especially small and medium-sized companies are looking for answers to questions such as:

- What kind of digitization is matching my company's needs?
- What risks can arise and how can we meet these challenges?
- Do we have to rethink our business models and my products?

In order to support small and medium-sized enterprises and provide the right answers, the BMWi founded the first national Mittelstand 4.o-Competence Center in Hanover. Today there belong 23 Competence Centers to the funding priority "Mittelstand Digital". The aim is to help small and medium-sized enterprises to transform digitally with the help of new information and communication technologies (ICT). The Competence Centers are also support developments in new business fields in context of Industry 4.o.

"We want to demonstrate digitization. The aim of the demonstration is to reach small and medium-sized enterprises", says the director of the Mittelstand 4.o-Competence Center Dr.-Ing. Michael Rehe. The best way to show and explain industry 4.o for everybody is to have your own experience with these technologies. To enable these experiences, a bus was modified to a mobile production environment. The visitors can produce their individual pen in a batch size one - with technologies even small and medium-sized companies can easily use. The mobile factory carries current digitization solutions directly to the companies to rural areas of Lower Saxony. Therefore, they are able to show the practical implementation and benefits of digitization.

Dr.-Ing. Michael Rehe



Offered / Wanted
• Eexpertise in the field of industry 4.0

Company / Facility: Mittelstand 4.o-Competence Center Hanover

Role: General Manager

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Dr.-Ing. Michael Rehe is managing director of the Mittelstand 4.o-Competence Center Hanover "Mit uns digital!". He studied mechanical engineering at the Leibniz University Hanover and graduated 2015 at the Institute of Production Engineering and Machine Tool (IFW). Before starting his function at the competence center, Mr. Rehe was working for an automotive supplier as head work planning. There he was responsible for the processing of crankcases for serial und prototype production.

Daniel Arnold



Offered / Wanted
• Eexpertise in the field of

industry 4.0

Company / Facility: Mittelstand 4.o-Competence Center Hanover

Role: PhD - Candidate

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Daniel Arnold is working as a PhD candidate at the Institute of Production Engineering and Machine Tools (IFW) in the project "Mittelstand 4.o-Competence Center in Hanover". He deals with tasks around digitization with focus on transparency in production environments. He is also responsible for the two model factories.

In the course of the project, he implemented practical digitization projects in companies. One digitization project was about to retrofit an old waterjet machine. Older machines are incapable of sending information and it is not possible to monitor the machine status. To integrate these machines into a smart factory, it is necessary to develop a sensor concept to automatically detect the machine status. In case of the waterjet machine, this data is used to calculate the Overall equipment effectiveness (OEE).

Eric Sprute



Offered / Wanted
• Eexpertise in the field of industry 4.0

Company / Facility: Mittelstand 4.o-Competence Center Hanover

Role: Student

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Eric Sprute is studying mechanical engineering at the Leibniz University in Hanover, with a focus on modern production technologies. Besides his studies, he works at "mitunsdigital.de", showing smaller companies and business people how digitalization in production lines could work. He is an expert about machine interacting and retrofitting older machines. His research interests focus on energy efficiency monitoring and retrofitting older and established machines in production lines. At the moment he is writing his master thesis, showing that even older means of production could be digitized and get connected to a modern and interacting production.



Company / Facility: Research Institute for Brewing and Malting Technology, Berlin (VLB) e.V

Address: Seestraße 13, D-13353 Berlin

Chief executive: Dr.-Ing. Josef Fontaine

Follow-up contact: Gerhard Andreas Schreiber

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Homepage: www.vlb-berlin.org/en

Offered / Wanted

- Business contacts
- Joint research projects
- Special interest in Central and Southern America



BERLIN







Around 120 people work at the VLB in the fields of research, teaching, information, consulting and service. Besides receiving a tour alongside the brewery process lanes participants will have the chance to try the freshly brewed beer from the local tap.

The Research Institute for Brewing and Malting Technology, Berlin (VLB) e.V has been founded in 1883, it is a joint research institution of the German brewing, malt and beverage industry. The VLB is both non-commercially and commercially active.

The VLB Berlin consists of around 400 members and currently employs a total of 148 people. The annual turnover in 2017 was just under seven million euros.

The VLB covers the entire value chain of beer and beverage production. Application-oriented research and development is financially supported by, among others, BMWi, the German Federal Environmental Endowment (Deutsche Bundesstiftung Umwelt), the Science Fund of the German Brewing Industry and by VLB's membership fees.

The VLB has been involved in four major international projects of the European Union.

The results of VLB's research are being used in the development of innovative services and high-quality training offers and are therefore available to the entire industry.

VLB is conducting practical research in five different research institutes and specialist departments. VLB Berlin offers a broad spectrum for brewers and the beverage and spirits industry. VLB is certified as an educational institution according to AZAV, organizing events, seminars and congresses for the national and international brewing and beverage industry - in German, English and Russian.

The VLB laboratories offer all types of beer and beverage-specific analytics in form of beer analyses, sensory examinations, microbiological analysis and special analytical services.

Moreover, the VLB is consulting in all relevant areas, from raw materials to production and logistics with a focus on the beverage industry.

The VLB conducts its business worldwide, which is why activities in many participating countries are to be named. VLB places its special focus on states in Central and South America as well as Russia. Among other things, the VLB is organizing the Ibero-American Symposium in South America in emerging countries (2018 in Brazil).

Since the VLB operates internationally, it is aiming for contacts to all interested countries. It is particularly interested in contacts in Central and South America, where both, business contacts and possible joint research projects, may be the focus.

Dr.-Ing. Josef Fontaine



Offered / Wanted

- Business contacts
- Joint research projects
- Special interest in Central and Southern America

Company / Facility: VLB

Role: CEO

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After studying brewery technology at the Technical University of Berlin, Josef Fontaine, CEO of VLB, took his first permanent job at the VLB Berlin on February 1st, 1991 as a research associate with Prof. Dr. med. Eckehard Krüger. Initially active in the field of filtration development, his focus shifted then to quality management and later to beverage logistics. As a part-time, he completed postgraduate studies in industrial engineering at the Technical University of Berlin. In 1999 he became Dr.-Ing. PhD. His dissertation was titled: "Development of a computerized tracking system for draft beer". From 2001 on, he headed the VLB Research Institute for Management and Beverage Logistics. In 2002 he was appointed by the board of directors to be part of the VLB management, where he was responsible for the areas of member support, committees and events. He also actively promoted the internationalization of the VLB offers from the mid-2000s on. As sole managing director, Dr. Josef Fontaine is responsible for the fortunes of the VLB Berlin since 2012.

Gerhard Andreas Schreiber



Offered / Wanted

- Business contacts
- Joint research projects
- Special interest in Central and Southern America

Company / Facility: VLB

Role: CFO

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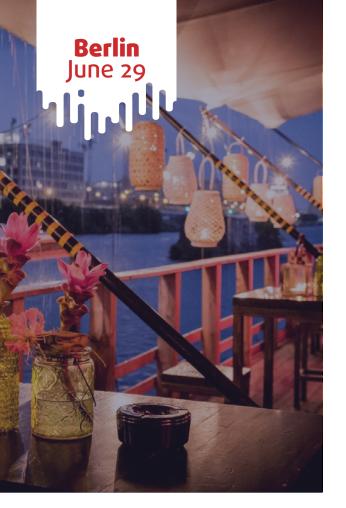
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Gerhard Andreas Schreiber, CFO of VLB, studied Geology at the Justus Liebig University in Gießen. As project officer in the White Paper Commission of the Austrian Federal Government for the European Commission, Mr. Schreiber was involved in the integration of Austria into the EU during the years 1993 and 1995. From 1995 to 2003, he has been responsible for all activities in the field of new media in the publishing group Süddeutscher Verlag in Munich, including the Süddeutsche Zeitung online. From 1998 to 2001 he has been the managing director of the Süddeutscher Verlag New Media GmbH in Munich and a total of nine affiliated companies. From 2004 to 2008, Mr. Schreiber headed the German ORACLE user group in Berlin. From 2009 to 2012, he worked as publishing director for the German Red Cross.

Schreiber has written several textbooks, including the first publication on UMTS in Germany. In 2004 he won the Innovation Prize of the Hessian Minister of Economics with the project Location based Content on Mobile Devices.

Since 2012, Mr. Schreiber has been working as a research coordinator for national and international R & D projects, followed 2017 by his additional position as the Commercial Director (CFO) at the Experimental and Educational Institute for Brewery (VLB) in Berlin.



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For the closing evening event "Building Bridges" we have selected an event location right next to the Spree River opposite the former Wall ("East Side Gallery"). Here the official program will first comprise keynote by an OAS dignitary authority and later flow into a relaxed networking-atmosphere, supported by a huge dinner, drinks and an entertainment show provided by the "Flying steps".

The Spindler & Klatt is a multifunctional gastronomy concept consisting of a restaurant, club and event location, which meets the highest functional and esthetical demands. The reduction to the basic essentials is key. Original Asian anti¬quities have been combined with a pure and clear furniture design concept.

The flexible furniture elements, the extensive sound- and light technology as well as the projection screens let the Spind-ler & Klatt shine in the appropriate atmosphere for any kind of event. The design of the Spindler & Klatt is based on the thought of a studio, a micro cosmos in the metropolis of Berlin directly located at the Spree River and near the former East-West border.

The summer terrace, as well as the swimming pontoon, offers not only an unforgettable view of the Spree but also the scenery for a memorable dinner.

Typically Berlin – confident, convertible, creative and international.



Flying Steps

The Flying Steps tell a unique Berlin success story as they have made it from the cardboard box to the big stages of the world.

Over 35 of the best dancers in the world, 20 years of experience, 2 simultaneous tours and numerous productions for companies and brands make the Flying Steps the most successful urban dance crew in the development of urban dance shows and individual show concepts.

What began in 1993 on a cardboard box on the Kurfürstendamm today takes place on the shiny floor of the biggest stages in the world. Whether in the Neue Nationalgalerie in Berlin, in the Burgtheater in Vienna, in the Orchard Hall in Tokyo or in the Teatro della Pergola in Florence, the Flying Steps have toured with their shows through over 30 countries.

The foundation was laid in 2010 for the first full-length show of the Flying Steps. With Flying Bach they revolutionized breakdance, because they were the first to show how artful this style of dance can be and appealed equally to all age groups.

Only a short time later followed the show Flying Illusion, which celebrated its premiere in 2014 at the Tempodrom in Berlin. With both productions, the Flying Steps have inspired more than half a million viewers to date. The rest is history ... This time, the Flying Steps show a variation of classical music and breakdance to tones by Ludwig von Beethoven.

THE ACE 9 PARTICIPANTS

Jorge Aguado





Secretary of Planning and Policies Ministry of Science, Technology and Productive Innovation

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Jorge Aguado is the Secretary of Planning and Policy of Science, Technology and Productive Innovation at the Ministry of Science, Technology and Productive Innovation in Argentina where he is responsible for driving the policies defined by the Ministry. Previously, he was Undersecretary of Science, Technology and Productive Innovation at the Ministry and while he was working in the private sector, he was Marketing Manager for South America at IBM and Marketing Manager at Dell.

Mr. Aguado began his career in the public sphere in 2011 as Head of the Special Projects Unit "Comprehensive Digital Education Plan", were he was in charge of Sarmiento BA Plan, the One-to-One Model in Buenos Aires. Between 2012 and 2015 Jorge leaded the General Direction of Educational Technology of the Buenos Aires City Ministry of Education.

Mr. Aguado holds a degree in industrial engineering from the Instituto Tecnológico de Buenos Aires (ITBA).

- Move forward several initiatives of international collaboration in the field of innovation
- Strengthen existing bilateral agreements with Israel and Germany to promote activities between the countries
- Advance in project/policy related to innovation; entrepreneurship and start-ups; innovation management; technology transfer; intellectual property agreements; human capital development; financial instruments for R&D and innovation
- Identify partners and expand commercial and investment opportunities in areas such as health; industry 4.0; bioeconomy; technologies for the future, in order to achieve knowledge and expert exchanges and/or technical assistance
- Learn projects/technologies/models in Industry 4.0 area to enhance an existent idea/project or prospective initiative

Facundo López Raggi





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Facundo Lopez Raggi is the Minister of Production and Industries of the Government of Neuquen Province in Argentina. Previously, he served as General Manager at Neuquen Economic Development Agency, he was responsibly at the Planning, Monitoring and Evaluation area in Northern Patagonia at National Institute of Agricultural Technology, and was professor in the School of Economics and Administration at Comahue National University. He also worked at international consulting companies, such as Arthur Andersen and Ernest & Young, participating in projects in Argentina and other Latin American countries.

Mr. Lopez Raggi holds a bachelor's degree in administration and public accountant from the National University of La Plata.

- Advance with the project "Vaca Muerta", the large reservoir of non-conventional gas that will present, in the short term, an excess of gas supply that will offer Neuquén province the opportunity to promote energy intensive sectors with clear comparative advantages
- Promote renewable energy

Maria Virginia Ávila





Deputy Secretary Secretary of State of Foreign Affairs Government of Tucuman

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Tucumán

Virginia Ávila is the Deputy Secretary of Foreign Affairs of the Government of Tucuman Argentina, since 2017. She works together with the Argentine Chancellery in the following areas: International Cooperation, Commercial Development, Negotiations and Diplomacy. She takes part of international negotiations between Argentina and different countries since 2008, in order to benefit local exports with phytosanitary and custom barriers. Previously, she served as Coordinator of Exports Promotions in IDEP Tucuman. During the past 10 years, she worked together with private companies opening markets to export regional products, around Europe, North Africa, Asia, Middle East, Latin America and North America.

Ms. Avila is an economist, candidate for M.B.A. program from UNSTA, Argentina.

- Continue the promotion of foreign investment in sustainable energies in the province, though the installation of solar panels at the mountains
- Encourage scientific researchers to develop new eradication of diseases systems; working together with the private sector as main investor
- Help agricultural producers to implement the newest technology of the world to reduce energy consumption and maximize the final output.

Duane Belisle





Chief Executive Officer
Ministry of Investment, Trade and Commerce

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Duane Belisle is the Chief Executive Officer at the Ministry of Investment, Trade and Commerce in Belize where, inter alia, a key responsibility is to provide advice to the Government on sound policies that will create an enabling environment for investment, trade, enterprise, commerce, and standards development. Mr. Belisle, is also the Chair of the Board of Directors for the Belize Trade and Investment Development Service (BELTRAIDE), the country's leading economic development agency. Previously, he worked at the Ministry of Economic Development in various capacities, including Director of the Policy and Planning Unit.

Mr. Belisle holds an undergraduate degree in business administration, with a major in finance, awarded by Georgetown University in Washington, D.C.

Key interests

• Explore collaboration opportunities with focus on enhancing competitiveness of both its National MSMEs and its Exporters

Lejia Melanie Gideon





General Manager, Enterprise and Innovation Belize Trade and Investment Development Service (BELTRAIDE)

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Lejia Melanie Gideon is the General Manager of Enterprise and Innovation and Acting General Manager of Investment Development at Belize Trade and Investment Development Service (BELTRAIDE). Ms. Gideon has served in various capacities at BELTRAIDE since 2003, including Director of Small and Medium-sized Enterprise Development, Director of Business Facilitation, Director of Administration and Projects and Deputy Executive Director. During her various capacities over the years, Ms. Gideon has lead the team that effectively first established the Small and Medium-sized Enterprise Development Unit at BELTRAIDE in 2007 and again in 2012 with the successful redesigned and implementation of the SBDCBelize Unit, now considered a regional best-practice in the English Caribbean, as well as SBDCBelize's sister unit, EXPORTBelize in 2014. Ms. Gideon is also spare heading the partnership with the largest university in Belize, to establish the country's first series of business incubators in the country's largest urban area and commercial hub – Belize City.

Ms. Gideon received her bachelor's degree in international relations from Florida International University and her MSc in International Development from The University of Manchester.

- Form partnerships in the areas of cluster development and global value chain development for the agro-processing and light manufacturing industries
- Knowledge and technical assistance exchange in the areas of food engineering/product development, and technological advancements/business development of battery storage and e-vehicles

Luis Guillermo Pou Munt Serrano





President of the Economic and Tax Affairs Commission of the Confederation of Private Businessmen of Bolivia (CEPB)Majority shareholder and General Manager of the Business Group Pou Munt

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Guillermo Pou Munt Serrano is the President of the Economic and Tax Affairs Commission of the Confederation of Private Businessmen of Bolivia (CEPB) and member of the Board of Directors of the CEPB in Bolivia, the highest national coordination entity representative of associations and private organizations in the country. He is the majority shareholder and General Manager of the Business Group "Pou Munt", a private venture dedicated to developing solutions to address complex problems in the export industry. Two of the group companies, EOCE and CEAS are well known and recognized by their extensive experience in advising the largest Bolivian companies in sectors such as mining, agriculture, agro-industry, among other sectors. Previously, he served as President of the National Chamber of Bolivian Exporters.

Mr. Pou Munt holds a degree in business administration.

- Exchange with experts and research centers about initiatives linked to intelligent agriculture, foodtech trends and food production
- Learn models in the food industry in order to share our project and get their inputs and expertise and/ or get technical assistance
- Search for investors and those interested in the development of food production companies in Bolivia, in conditions of extreme heights, super foods and high protein inputs
- Contact with investment fund raising programs for the development of businesses in the area of agricultural technologies under greenhouses
- Learn projects / technologies / models in the food industry to improve an existing idea / project or prospective initiative

Carlos E. Pereira





Director of Operations Brazilian Agency for Industrial Research and Innovation (EMBRAPII)

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Carlos Pereira is Director of Operations at Embrapii and Professor at the School of Engineering of Federal University of RGS in Brazil. At Embrapii, he is responsible for the coordination of a network of 42 applied research institutes in Brazil, which develop more than 450 projects with industries. Embrapii has a contract with the Brazilian Ministries of Science and Technology and Innovation, Ministry of Education and Ministry of Health to develop an organization similar to Fraunhofer Society in Germany. Additionally, he is Vice-Chair of the Technical Board of the International Federation on Automatic Control (IFAC).

Mr. Pereira is an electrical engineer and holds a PHD degree from the University of Stuttgart In Germany in the area of Industrial Automation.

Key interests

• Participate on cooperation calls for innovation projects with industries in Brazil and Germany/Israel and academia-industry collaboration

Jackline Conca





Deputy Director of Innovation Ministry of Industry, Foreign Trade and Services

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Jackline Conca is currently the Deputy Director of Innovation and Entrepreneurship at the Ministry of Industry, Foreign Trade and Services in Brazil. Since 2014, she is responsible for programs of internationalization of start-ups, attraction of R&D centers to Brazil and intellectual property policies. Previously she had developed a career in the private sector in market analysis for the defense and healthcare industries.

Ms. Conca holds a degree in international relations from the University of São Paulo and a master's degree in economics from the University of Barcelona.

- Advance partnerships related to international cooperation on R&D and intellectual property
- Identify partners in the areas of entrepreneurship and internationalization of start-ups
- Expand investment opportunities on innovation projects

Andre Godoy





Director of Administration Studies and Projects Financier (FINEP)

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Andre Godoy is the Director of Administration of the Studies and Projects Financier (FINEP) in Brazil, main Brazilian innovation agency. Previously, he held positions of Superintendent of Corporate Management, Compliance and Standardization Coordinator and Analyst of Science, Technology and Innovation Projects in the company. He also worked as a Public Policy and Government Management Specialist at the Planning and Management Secretariat of the State of Rio de Janeiro and as a professor and consultant at Fundação Getulio Vargas.

Mr. Godoy holds a master's degree in public administration at the Brazilian School of Public Administration and Enterprises of the Getulio Vargas Foundation (FGV) and a degree in administration at Federal University of Minas Gerais (UFMG).

- Policy and governance models to enhance innovation
- Build international partnerships to innovation financing
- Learn about use of disruptive technologies (block chain, artificial intelligence, etc.) in financing innovation business

Newton Hamatsu





Advisor to FINEP's President Studies and Projects Financier (FINEP)

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Newton Kenji Hamatsu is the Advisor to the President of FINEP, Brazilian Agency for Research and Innovation, since 2016. Previously, he served as Advisor to the Director for Innovation of FINEP (2014-2016), Head of Fundraising Advisory Board of the Ministry of Science, Technology and Innovation (2014) and Analyst of the Department of Energy and Clean Technologies at FINEP (2013-2014). He has experience in the private sector in financial areas of companies such as Santander Bank (2006-2007), Upside Corporate Finance (2008-2009) and Time for Fun T4F (2012-2013).

He is an Economics PhD candidate at Federal University of Rio de Janeiro, he holds a Master Degree in Economics from the University of Campinas (Unicamp, 2013), and a BA in International Relations from the University of São Paulo (USP, 2009). He studied one year at the University of Helsinki, Finland (2006-2007).

- Mechanisms for technology transfer from public institutes to private companies
- New instruments to support innovation
- Experiences of policies to support the Industry 4.0
- Experiences of evaluation of public policies to support innovation
- Experiences in supporting entrepreneurship, Venture Capital and University-Industry cooperation.
- Strengthen existing bilateral agreements with Israel, Germany and the Americas to promote activities between the countries

Michael Curry





Executive Director National Research Council of Canada (NRC) Ontario region

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Michael Curry is the acting Executive Director of the National Research Council of Canada's Industrial Research Assistance Program (NRC IRAP) for the Ontario region. Previously, Mr. Curry served as both a regional Director and an Industrial Technology Advisor (ITA) with IRAP, working with SMEs across the innovation spectrum. Prior to joining IRAP, he held management positions at Johnson Controls, as a Technical Manager and Technical Processing Manager, proceeded by various Engineering positions. Mr. Curry's early career in engineering was spent at Fishercast and TriMag Magnesium Die Casting and Machining.

A professional engineer, Mr. Curry holds a Bachelor of Mechanical Engineering from Lakehead University.

- Explore collaboration opportunities with International organizations in the areas of SME innovation, R&D and business support programs
- Learn and understand best practices of Industry support from other nations
- Advance industrial support policy related to SMEs working on new product and process development
- Identify partners in the areas of technical innovation program development in order to achieve knowledge and expert exchanges to assist in collaboration between Canadian SMEs and Multinational Enterprises

Patrick Hyndman





Director of Canadian and International Partnerships Quebec Ministry of Economy, Science and Innovation

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LinkedIn: Patrick Hyndman

Patrick Hyndman is the Director of Canadian and International Partnerships (science and innovation sector) at the Ministry of Economy, Science and Innovation of the Province of Quebec in Canada. Until recently, he represented Quebec in the United States for 8 years, first in Boston and then in New York City, as Director of Public Affairs and Government Relations. In that capacity, he oversaw relations between Quebec and the Northeast of the U.S. states notably in the fields of research and innovation. He worked in promoting partnerships between various Quebec and American universities and research centres. Previously, he worked for the associative sector in promoting the internationalization of Canadian universities.

Mr. Hyndman earned a master's degree in international relations from Laval University in Quebec City.

- Acquire a good understanding of Israel's and Germany's research and innovation ecosystems
- Share best practices and identify potential partners in areas that Quebec (Canada) has prioritized in its new Research and Innovation Strategy

Erin Lynch





Senior Director Innovation, Science and Economic Development (ISED)

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Innovation, Sciences et Développement économique

Erin Lynch is the Senior Director of Innovation Policy and Integration at Innovation, Science, and Economic Development Canada. Previously, Ms. Lynch served as Chief of Staff to the Deputy Minister at Fisheries and Oceans Canada, and in various policy roles at Fisheries and Oceans, Treasury Board Secretariat, and the Department of National Defence.

Ms. Lynch attained her Bachelors of Arts in Political Science from Mount Allison University and a Master's in Political Science from Wilfred Laurier University.

- Promote Canada's Innovation and Skills Plan, and gain greater understanding of international synergies
- Enhance understanding across the innovation ecosystem (academia/business/government) of innovation policy gaps/emerging opportunities

Juan Carlos Garavito





General Manager iNNpulsa Colombia

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Juan Carlos Garavito, General Manager of iNNpulsa Colombia, where he has assumed the challenge of strengthening entrepreneurship and innovation in Colombia. Previously, Mr. Garavito served as a financial specialist in various positions in the fields of Marketing, Research & Development (R&D) at Roche Pharmaceutical, where he was eventually appointed Financial Manager of R&D, in Spain. He also led the Program of Productive Transformation of the Ministry of Tourism, Industry and Commerce in Colombia, where he worked in improving business processes related to market openings and employment generation. At the same time, he managed changes in various productive sectors of Colombia such as cosmetics, health tourism, BPO, auto parts and vehicles, chocolate and candy along with their raw materials, among others.

Mr. Garavito is an economist from Universidad Carlos III – Madrid, and has an Executive Postgraduate Degree in Strategic Finance from Oxford University. He also completed an In-Company program on Corporate and Management Development from Instituto de Empresa (IE), Madrid.

- Policy related to entrepreneurship, cluster development and innovation
- Learn projects/technologies/models in advanced manufacturing
- Identify partners in investment vehicles
- Learn about successful projects in supporting SMEs
- Connections between corporations and entrepreneurships

Leonor Hidalgo





R&D Manager Ruta N Medellin – Leading Institution in Science, Technology and Innovation

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Leonor Hidalgo Ciro, is the current R&D Manager of Ruta N, which is the institution who leads the science, technology and innovation policy and programs in Medellín, the most innovative city in Colombia. In Ruta N, she is in charged to promote and increase the R&D investment. Previously, she was the advisor of the General Director at Administrative Department of Science, Technology and Innovation of Colombia. She also occupied the position of coordinator of Technology Management at Ministry of Defense and previously she worked at Servicio Nacional de Aprendizaje - SENA.

Ms. Hidalgo is a lawyer and holds a master's degree in Politic Studies.

- Attract venture capital for highly innovative technology-based projects
- Building relationships with highly innovative companies, entrepreneurs with replicable cases of success in other innovation ecosystems and especially in the areas of health, energy, agro-industry and information and communication technologies (ICT)
- Attract international companies to our innovation ecosystem, which will allow them to test products and services, develop and test new technologies for Latin American markets in a city catalogued as innovation hub
- Business opportunities with international companies wishing to invest in research and development and innovation projects in Colombia
- International cooperation to invest in innovative technological-based businesses with research and development processes

Marcela Rueda





Deputy Director Connect Bogota Region

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Marcela Rueda is the Deputy Director at Connect Bogota Region, Bogota's is innovation network, created seven year's ago to help the Colombia's capital become one of the three most innovative cities in Latin America by 2025. Connect is part of the Global Connect Network with chapters in 40 cities across the World. With 60 member organizations including it is a central actor in innovation and start-up scene. Programs lead by the organizations include the Region's Technology Transfer Office, start-up acceleration, open innovation, training, and public policy, amongst others.

As Deputy Director, Marcela is responsible for developing and managing strategic and operational strategies, as well as managing the stakeholder network that includes 60 leaders from private companies, media, universities, industry associations and local Government. Previously, she had leadership roles in several public and private organizations, such as Ericsson in Australia and New Zealand, Deloitte in Australia, and Advisor to the Mayor of Bogota in international affairs.

Ms. Rueda holds a Master's Degree in Management from Macquarie University in Australia, a Bachelor Degree in Finance and International Relations from Externado University in Bogotá, and she is certified in Innovation Management.

- Identify partners for technology and start-up scouting that are interested in partnering with Colombian companies
- Build relationships with other participants and hosts that allow for future collaborations
- Learn about new models related to technology transfer, start-up acceleration, corporate start-up engagement, amongst others
- Understand best practices and policies that have helped strengthen Israeli and German innovation ecosystems that can be adapted in Colombia

Vanessa Gibson





Head of Investment Climate
Costa Rica Investment Promotion Agency (CINDE)

Email: vgibson@cinde.org **Linked In:** Vanessa Gibson

Vanessa Gibson is Head of Investment Climate Director at the Costa Rica Investment Promotion Agency (CINDE) where she oversees the coordination of several public-private partnership projects and programs, which aim to improve the investment and business environment of Costa Rica. Also, she works in research with the purpose of evolving Costa Rica's new FDI sectors to make them more attractive in terms of investment. Previously at CINDE, she worked as economic researcher, Service Sector Manager and Aftercare Director. Ms. Gibson also worked at the Central Bank of Costa Rica as an economic assistant to the Agricultural Economics Department.

Ms. Gibson is an economist with a Master in Development Program and Project Evaluation from the University of Costa Rica.

- Develop a "competitive ecosystem" for an R&D and innovation industry in Costa Rica, leveraging the foreign investment high tech industries already established in the country
- Create a value proposition of the country facing the Industrial Revolution 4.0
- Identify partners in the areas of academia and innovation experts in order to seek the opportunity to develop strategic partnership, exchanges and/or technical assistance
- Learn about best practices in the areas to build public policy in innovation and talent development

María Walevska Villavicencio





CEO Road Quality Firm - A regional consulting for business improvement

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Ms. Walevska Villavicencio is CEO of the Road Quality Firm since 2009, where she leads consulting projects in companies regarding management improvement, information security, quality and processes in the public and private sector in Ecuador, Colombia and Peru. She currently manages 5 new projects related to quality, processes, continuous improvement and information security in order to ensure that the knowledge and experiences acquired can come into practice. She is an international teacher that trains leading auditors in quality and information security with companies such as SGS International and IRCA. She has been a professor at universities in Ecuador on issues related to Quality and Processes.

Ms. Villacencio is a Commercial Engineer with a specialty in Quality and Productivity and a Master's Degree in Integrated Management Systems in Quality, Environment and Social Responsibility.

- Identify key partners in the public and private sector to support the management improvement in Ecuador's companies
- Knowledge and technical assistance exchange in the areas of: technology, development, and advancements/business development of industry

Andrea Pérez Castro





General Manager Chamber of Commerce and Industry of El Salvador

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Andrea Pérez Castro is the General Manager of the Chamber of Commerce and Industry of El Salvador where she is responsible for the comprehensive support to more than 2,400 partners nationwide, leading the strategic development and business support, managing local, regional and international partnerships, and focusing on achieving operational excellence within the institution. Previously, she served as Senior Advisor at Yunus Social Business (YSB), as Country Director for YSB Colombia, and as Inclusive Business Consultant on early stage growth and scaling. She has also worked at the IADB and at Tindall Corporation. She was Professor on New Business and Creativity at Escuela Superior de Economía y Negocios (ESEN) in El Salvador.

Ms. Perez Castro holds an MBA from Georgetown University and a BS in Industrial Engineering from Virginia Tech.

- Connect with decision makers of public and private entities in Latin America in order to build alliances, structuring business projects and commercial links with new partners for CAMARASAL
- Learn about the experience of supporting entrepreneurs in Innovation laboratories, being Israel and Germany two of the most important centers of technological and business innovations
- Learn about tools and use of Big Data, and new business models using the analysis of 'critical data', to strengthen our business programs (INNOVEXPORT, SCALE, COMMERCIAL MISSIONS); and establish lines of action to develop a strategy of business intelligence unit and for the benefit of the Salvadoran business sector
- Attain access to a group of experts in Israel and Germany, and representatives of companies for future events, and to be able to offer a greater level of content and information to our entrepreneurs

Fernando López Fernández





President, Grupo Polytec Former President of the Latin American Industrial Association (LAIA)

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Fernando López Fernández is the President of Grupo Polytec in Guatemala, a private group in the packaging and plastic sector established in 1989. He is also the Representative of the Private Sector in the Social and Economic Council of Guatemala (CES), member of the Private Competitiveness Council (CPC), trustee of Universidad Francisco Marroquin (UFM). Previously, he was President of LAIA - the Latin American Industrial Association and President and Vicepresident of Chamber of Industries in Guatemala, Director of CACIF (Umbrella organization for the industrial, agricultural and commercial chambers of Guatemala).

Mr. Lopez Fernandez holds a degree in chemical engineering.

- Contribute to the success of competitiveness policies in Guatemala through Competitiveness Council in Guatemala and other Latin American countries through LAIA
- Identify partners for technical assistance and expert exchanges in Water Resources Management,
 Agriculture technology, and educational technology

Juan Carlos Paiz





President, Foundation for the Development of Guatemala (FUNDESA) Director, National Competitiveness Program (PRONACOM)

CEO, Panifresh Company
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Juan Carlos Paiz is President of FUNDESA, Director at PRONACOM, the National Competitiveness Program and Vice president of Private Competitiveness Council in Guatemala. He is also the President and founder of Pani Fresh, a business with around 700 employees, currently in the Bakery, Pet Food, Education and Technology Business with presence in US, Mexico, Central America and the Caribbean. Previously, he was Presidential Commissioner for Competitiveness of Guatemala, responsible for economic design, improving 26 countries in the ranking of Doing Business and establishing a National Agenda for Competitiveness for every Government Institution. He is also the former president of Agexport (Guatemalan Export Association), CACIF (Guatemalan Business Council) and FECAEXCA (Export association of Central America).

Mr. Paiz holds a degree in industrial engineering from Texas A&M University, as well as a Master in Business Administration from INCAE and a Master in Productiveness from UFM.

- High Tech ecosystems development at country level
- National Economic development ideas
- Identify investment funds and impact funds willing to invest in Central America
- Public education, Water and Waste management and legal framework
- Increment on new competitiveness policy ideas
- Government efficiency programs
- Experiences on social agreements at national level
- Latest Malnutrition high tech developments
- Artificial intelligence and machine learning platforms

Lucía Barreda





General Director
Promotion Institution for Tourism Development
(PRODETUR) & Two Centers for the Promotion of Micro,
Small and Medium-Sized Enterprises (PROMIPYME
PRODETUR)

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Lucía Barreda is the General Director for Guatemala's Promotion Institution for Tourism Development (PRODETUR), as such, she is responsible to lead initiatives related to maintain and expand relations between PRODETUR and other actors in the entrepreneurial ecosystem of Guatemala; with national and international partners that cooperate and co-finance its activities as: institutions of the public and private sectors, universities, international cooperation, bilateral and multilateral organizations, peer institutions; among others. Previously, she was Acting Director and Deputy Director of the Guatemalan Institute of Tourism (INGUAT), President Pro Tempore of the Central American Council of Tourism (CCT) in the Central American Integration System (SICA); Director of the Tourism Department at the Isthmus University of Guatemala; and Executive Director of the Foundation for the Development of Guatemala (FUNDESA), among others.

Dr. Barreda is a professor in economics, tourism, tourism businesses and marketing in different universities of the country and South America. She holds a PhD in Political Science and Sociology from the Pontifical University of Salamanca, Spain; a Master in Marketing from the School of Business at the Mesoamerican University; a Master in Project Management from the University for International Cooperation of Costa Rica, and she is an Economist from the Rafael Landivar University of Guatemala

- Expand business and investment opportunities for companies in Guatemala in the area of tourism, and export collections of handmade jade and silver jewellery, and wood and wrought iron decoration items
- Identify partners in the areas of incubation and acceleration of business in order to achieve knowledge, expert exchanges and technical assistance to increase the level of quality of ours services
- Learn about models to advance the project idea related to the creation of a laboratory of innovation and technology in tourism and handcrafts

Clifford Réginald Nau





Economic Advisor
Office of the President

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Clifford Nau is Economic Adviser of the President of Haiti and Director of Private Sector Development Strategy Division (DPE) in the Ministry of Economy and Finance, focusing on economic reforms, entrepreneurial and innovation policies and business environment reform. Mr. Nau is currently working on several projects such as the new National Entrepreneurship Development Agency, the first public Tech Incubator in Haiti, and the design of the national innovation policy with the Ministry of Economy and Finance, and the organization of the scale up project with Babson College which focus on scaling up high growth potential businesses in Haiti. Previously Mr. Nau was deputy chief of staff of the Minister of Finance (2015-2016) and senior economist.

Mr. Nau has an advanced bachelor's degree in quantitative applied economics from CTPEA and a Master in Public Policy from Georgia State University.

Key interests

• Enhance the National development entrepreneurship agency, the Tech Incubator, the national innovation policy of Haiti and the scale up project with Babson College

Fabiola Antoine





Executive on Innovation and Entrepreneurship Ministry of Economy and Finance (MEF)

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Fabiola Antoine is an Executive on Innovation and Entrepreneurship at the Ministry of Economy and Finance (MEF) of Haiti. She is one of the main responsible officials to move forward the development and consolidation of the country's first public Tech Incubator, ALPHA Haiti, and the development of the National Innovation Policy of Haiti. Previously, Mrs. Antoine was a member of the Cabinet of the Ministry of Economy and Finance (2015-2016) and serves at the International Cooperation Department at the MEF monitoring international cooperation projects (2016-2017).

Mrs. Antoine holds a degree from Collège Centre Alcibiade Pommayrac and a Post-graduate Degree in Applied Economic-Option Statistics from CTPFA.

- Identify partners in the areas of technology, innovation and incubation programs in order to achieve knowledge, expert exchange and technical assistance
- Learn models and technologies in tech incubation to enhance ALPHA Haiti's program, particularly the ones that will be implemented in the Incubator and the training/formations that will be offered
- Learn models in the area of innovation to better develop and implement the national innovation policy in public sector in Haiti
- Learn practices in the innovation and entrepreneurship areas to promote an entrepreneurial mind-set, especially among young people and women

Itzel Villa





General Director of Entrepreneurship Programs and Financing

Mexico's National Entrepreneurship Institute (INADEM)
Ministry of Economy

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Itzel Villa is currently the General Director of Entrepreneurship Programs and Financing at the National Entrepreneurship Institute in Mexico. She is in charge of the promotion of high impact entrepreneurs and the development of different financing sources through both credit and capital means, with the goal of strengthening Mexico's entrepreneurship and innovation ecosystem. She is also involved in initiatives of the entrepreneurial ecosystem on a national and an international level. Previously, she worked at NAFIN (Nacional Financiera) to actively monitor projects of the Angel Investors portal where she evaluated and linked more than 500 high impact project businesses. In 2014, Itzel participated in the leader emerging program "Mexican Innovative Entrepreneurship and technology transfer" from the Department of State. She also was part of the SME Policy Sharing Program in South Korea. She was in charge of the High Impact Direction at INADEM until 2016 and now serves as Mexico's representative in the Community Startup Nations of the Global Entrepreneurship Network (GEN).

Ms. Villa holds a bachelor's degree in business relations by the National Polytechnic Institute (IPN).

- Enhance different projects such as the Entrepreneur Women Softlanding, Mexico-U.S. Entrepreneurship and Innovation Council (MUSEIC) and Innovation Bridge
- Financing program in Boston, San Francisco and Austin within the United States, and among other countries

Alonso Huerta





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Mr. José Alonso Huerta Cruz is the Director General of the Council of Science, Technology and Innovation of the State of Hidalgo State (CITNOVA), the public agency responsible for promoting knowledge-based development in Hidalgo and coordinate all the state public policies to consolidate a knowledge economy. He is also the President of the National Network of Science and Technology Councils, National Coordinator of Nodes at Red Global MX and Vice-president of the Mexican Association of Executives of Applied Research and Technological Development in Mexico. His major professional experience is in the design and execution of public policies in economic development, competitiveness and innovation sectors.

Mr. Huerta has a Master in Economic and Financial Engineering, a master's in business administration, a master's in public management, a bachelor's degree in business administration and a bachelor's degree in law.

- Learn and adapt elements from the Israeli model of developing an innovative ecosystem
- Learn from the implementation of the "Competency based Economies through Formation of Entrepreneurs (CEFE)", which is one of the most successful methods of teaching business development

Miguel Ángel Esbrí





Executive Secretary of Competitiveness and Investment Ministry of the Presidency

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Miguel Ángel Esbrí is the Executive Secretary to the Secretariat of Economic Affairs and Competitiveness at the Ministry of the Presidency in Panama. Previously, he was adviser to the Vicepresident and Chancellor at the Ministry of Foreign Affairs of Panama, Director of Foundations on International Cooperation in Latin America, among other important roles. He was Professor of Roman Law at USMA Panama and manager for educational projects addressed for Panama, Nicaragua, Costa Rica, Dominican Republic, Puerto Rico and Miami and law practice, Medical College of Murcia, Spain.

Mr. Esbrí holds a bachelor's degree of law from the University of Valencia and Murcia, Spain, a MBA from the University Francisco de Vitoria, a Master of International Business from the Universitat Internacional de Catalunya, Barcelona, Spain, and a PhD in Civil and International Law from the Universitat Jaume I, Castellón.

Key interests

 Propose projects, programs and policies aimed at improving the country's competitiveness relative to all ministries of the Executive Branch

Rodrigo Gónzalez Paniza





Vice President of Innovation, Transformation and Experience Banesco

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Rodrigo Gónzalez Paniza serves as Vice President of Innovation, Transformation and Experience at Banesco Panama since March of 2018. Prior to joining Banesco, he served as Director of Digital Transformation and Innovation for Banistmo. Previously, he worked in multinational companies such as 3M and One Equity Partners (JP Morgan Chase), and financial bilateral institutions such as The World Bank, IMF and Interamerican Development Bank.

Mr. Gonzalez Paniza studied Law in Panama and Economy in China, holds a Master in Corporate Law in the US, and a Master in Economic Development for Growth Taiwan and a Diplomat on Leadership at INCAE.

- Transform Banesco through Digital Transformation and new business models, leveraging on Fintechs and open technology
- Take advantage of information leveraging Big Data and Analytics
- Exchange ideas and learn more about the areas of: Digital Transformation, Innovation Processes and Methodologies (Agile, Business Canvas, Service Design, DT, among others), Cultural Transformation, Innovation Ecosystems and Laboratories, FINTECH, Start-up Ventures, Block chain, Bitcoin and Cybersecurity and Data Science and Analytics

Clara Chacón





Executive Manager of Innovation Culture Banesco

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LinkedIn: Clara Chacon

Clara Chacón is the current Executive Manager of Culture Transformation at Banesco, Panama. She entered the bank as a Senior Innovation Consultant, with the aim of generating a culture of innovation to support digital transformation. Clara was also in charge of analyzing the interaction between clients and Banesco's products and services, in order to redesign experiences based on the real needs of people. She was certified as an Ontological Coach at IESA (Instituto de Empresas Superiores y Administrativas) in Panama; also received a Design Thinking Certification from University of Virginia. Clara has been invited as a professor of innovation at INIDEM Law School. She previously worked as Operations Manager at OROBORO Multimedia Consulting and as a Strategic Planner at Publicis in Venezuela.

Ms. Chacon holds a degree in sociology from Universidad Católica Andrés Bello.

- Learn what is happening in countries that have overcome difficult challenges and have turned them into opportunities
- Make Banesco GLOCAL, which means think big and integrate to our local culture, the best experiences and practices
- •Further explore the cultural factor within organizations, which is the most important factor to become a client-centric bank
- •Get to know Israeli and German Innovation ecosytems, in order to identify the main characteristics, motivators and practices that move people toward an open and collaborative culture.

Javier A. Arias-Real





Director
Panama National Metrology Institute (CENAMEP AIP)

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Mr. Javier Arias-Real is the Director of the Panamanian National Metrology Institute since 2011, a Public-Private Government Association created by the Panamanian Secretariat of Science and Technology. CENAMEP AIP is also 1 of the 34 members of the Inter-American System of Metrology (SIM). Previously, he had a 20-years carrier as Regional, Commercial and Sales Director and Manager of several Electronic/Technology and Distribution, national and international companies such as SAMSUNG Electronics, Global-Star Satellite Communication, GATE Technology and IHD International Corp. He also opened a small Impo/Expo family business.

Mr. Arias holds an Electrical Electronic Engineering degree from the University of North Carolina at Charlotte (UNCC), where he also got a master's degree in mathematics and a Master in Strategic Logistic Management and International Trade at the Universidad Latino Americana de Comercio Exterior (ULACEX).

- Expand technical or scientific knowledge exchange & regional collaboration with experts from other National Metrology Institutes or related entities
- Identify partners interested to invest or do business in Latin America, but who might need to fulfil Quality Infra-structure requirements

Oscar Stark





Vice Minister of Commerce Ministry of Industry and Commerce

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Oscar Stark currently serves as Vice Minister of Commerce at the Ministry of Industry and Commerce in Paraguay. Previously, he was Vice Minister of Industry, General Manager of the Paraguayan Chamber of Processors and Exporters of Oilseeds and Cereals, National Director of the Investment and Exports Network (REDIEX), consulting manager in AYCA - Auditors and Associated Consultants. He was an Economic Consultant of the MERCOSUR Secretariat and Senior Technician of the FOCEM Technical Unit in Montevideo. He was Executive Secretary of the Secretary of State Reform, with the rank of Minister, Controller of the ANTELCO, President of COPACO S.A. and Telecommunications Sector Specialist of the State Reform Project, as a consultant to the World Bank Project. He was General Director of Internal Administration of the Municipality of Asunción and Coordinator of Economic and Financial Planning.

Mr. Stark is an economist with a master's degree in economics, with an emphasis in international economics, from Instituto Torcuato Di Tella, Argentina.

- Projects related to cooperation between the public and de private sector in de field of innovation and development
- Identify partners in the areas of agriculture, irrigation and Logistic in order to have technical assistance
- Learn models in the capital venture and fund rising area
- Know more about country innovation programs and how to implement them in a developing country

Jhosep Guzmán Del Río





General Director, Technological Innovation Institute (INTEC)

Co- founder and CEO, WAPOSAT S.A.C.

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Jhosep Guzmán is co-founder and CEO of WAPOSAT S.A.C., a technological start-up for the monitoring of water quality in real time with application for the protection of rivers and the reduction of the water treatment cost. WAPOSAT have been implemented in rivers of Peru, and are helping authorities, communities and companies to better manage water resources. Mr. Guzman also founded the Institute for Technological Innovation to inspire and mentor entrepreneurs who want to solve their community's problems through entrepreneurship and innovation with social impact. Until now INITEC impacted in more than one thousand entrepreneurs. He participated in the development of the first Peruvian research satellite (Chasqui I) that was launched into space in 2013 from the International Space Station and also he wrote and published papers and scientific and innovation articles.

Mr. Guzman studied chemical engineering at UNI and industrial engineering at the National University of Callao, specializing in a basic matrix of occupational health and safety training.

- Identify partners in the areas of water treatment or monitoring in order to achieve knowledge and expert exchanges and/or technical assistance
- Expand commercial opportunities on water quality monitoring for bring live to polluted rivers
- Learn models in incubation and acceleration of Startups and bring bridges with venture capital funds for develop entrepeneurship ecosistem in Perú

Susan Bansropansingh





Program Manager Suriname Business Climate and Innovation Program Email: susanbansropansingh@gmail.com

Ms. Susan Bansropansingh is Program Manager at Suriname Business Climate and Innovation Program and part time lecturer. Her main responsibilities are: management of the Program; coordination of all Program activities, monitoring and oversight of all projects, evaluations, and the Program's human and financial resources; preparation of the annual budget and work plan; and preparation and submission of the following documents: monitoring and evaluation reports, Annual Operating Plans (AOPs), detailed activity plans, and Semi-annual Reports. She also leads projects/initiatives with the following portfolio regarding legal reforms, building of registers, Innovation for Firms, Fabrication Laboratory (FabLab). She received a partial scholarship to attend a two weeks training in "SME'S: Entrepreneurship & Innovative Management" at the Galilee International Management Institute in Israel in 2016 and for a one month's training in Monitoring and Evaluation at the International Program for Development Evaluation Training (IPDET) in Canada. She has over 14 years' experience in working in projects with several international organizations.

Ms. Bansropansingh holds a Master Degree in Business Economics from the Anton de Kom University of Suriname.

- Identify partners in the areas of Competitiveness, Innovation, Local Context, Clustering and Diversification in order to achieve knowledge and expert exchanges and/or technical assistance
- Expand commercial and investment opportunities on development projects for economic growth and diversification
- Learn projects/technologies/models in Value Adding and Innovation within SME's to enhance an existent idea/project or prospective initiative

Jeffrey L. Lloyd





Minister Ministry of Education

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Mr. Jeffrey Leonard Lloyd is the Minister of Education, Science and Technology in the Bahamas. Previously, he was elected Member of Parliament for South Beach. He is an inactive partner in the law firm Colonels Chambers. He worked as a Communications Consultant for the company AT&T in Unites States, Country Manager for the Colgate-Palmolive Company in The Bahamas. He joined Love 97 FM Radio as News Director and host of the talk show "Face Off", and later "Issues of the Day", and he is former hosts the talk-shows "Jeffrey" on Star 106.5 FM, and "In Focus" on Cable Channel 12.

Mr. Llyod studied law at the University of Wolverhampton, England, and completed his Certificate of Legal Education at the Eugene Dupuch Law School in Nassau. He received a bachelor's degree in communications from Xavier University, New Orleans in 1974.

- Develop successful public-private partnerships
- Interested in the areas of IT and media
- Technology in schools making schools smart

Sharon Louise Poitier





Deputy Director of Education Ministry of Education, Science and Technology Email: sharon.poitier@moe.edu.bs

Ms. Sharon Poitier is the Deputy Director of Education in the Ministry of Education, Science and Technology in The Bahamas. Previously, she served as a classroom teacher of History and Social Studies before being promoted to Education Officer. She has moved up the ranks from Education Officer to Senior Education Officer and then to Assistant Director. During this time Ms. Poitier has overseen the development of the Social Studies Curriculum and currently has the responsibility for overseeing the development and/or revision of K-12 curricula.

Ms. Poitier has earned a Master of Arts Degree from the University of St. Thomas, St. Paul Minnesota.

Key interests

 Enhance the initiative to expand technology throughout the system and the provision of devices for students

Desmond Dougall





Managing Director GISCAD Limited

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Desmond Dougall is founder and co-owner of GISCAD Limited in Trinidad and Tobago, currently in the role of Managing Director, providing GIS and Geospatial solutions and services to Governments and Industry. Operations include the largest GPS Fleet Management service in T&T and Guyana. He has extensive experience in technical design and implementation as well as national policy and business development in the field of Geographic and Land Information Systems throughout the Caribbean. He played a crucial role in the development of a National Land and Geographic Information System (GIS) policy for Trinidad and Tobago, as an advisor to the Minister of Planning and Development. His role as consultant to a regional IT conglomerate included responsibility for developing a regional services business based on GIS while developing, implementing and managing various projects.

Mr. Dougall holds an MSc in GIS from Netherlands and a Bachelor Environmental Sciences in Urban & Regional Planning from Canada.

- Explore the German automakers Vehicle Telematics solutions to determine the optimum business and development opportunities around transportation analytics
- Get exposure to best-of-breed geospatial and location-based technologies from Israel and Germany and expand these commercially into the Caribbean markets
- Network to advance an expansion of our present Fleet Management and Geospatial services business into the Central American market
- Understand emerging technologies towards expanding commercial opportunities in the Caribbean in the following areas: data analytics business approaches for geospatial data and distributed sensors; technology for facial recognition and traffic management (license plate readers, etc); mechanized dairy farming and protected crop production; bio medical advances in medical marijuana to counter lifestyle diseases; and new packaging technologies and processes to replace plastics

Graham King





Lecturer / Global Director
University of the West Indies (UWI) / Global
Leadership Interlink

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Graham King is in the Department of Mechanical and Manufacturing Engineering at the University of the West Indies (UWI) with 16 years of experience in the automotive industry. Graham is Coordinator of Enterprise Research and the Engineering Management MSc Programme. Promoting Innovation for National Development in Trinidad & Tobago, Graham recently led a UWI team to craft the EU Development Framework 11 programme for Trinidad & Tobago, focused on Innovation. He participates in the National Foresighting programme and collaborates with the Energy Chamber of Trinidad and Tobago in identifying innovation opportunities for Energy Services Companies in the Renewable Energy future. He trains local companies in developing an innovation culture through regular workshops. As Global Director of the Global Leadership Interlink, a professional network of values-based leaders with Chapters in 45 countries, Graham speaks regularly at conferences, seminars and training workshops around the world. He is a member of the Executive Team of Congress "Faith-Based Global Human Development" (WBN) with operations in 100+ countries.

Dr. King holds a BEng in Automotive Engineering from Longborough University, an MSc on Engineering Business and a EngD in Systems Modelling and Simulation in the Automotive Product Development process from the University of Warwick.

- Commercialization of innovative technology and devices developed at the University of the West Indies
- Enhance the effectiveness of National Innovation System planning
- Opportunities of new markets and diversification for Trinidad & Tobago based Energy Service Companies

Glenda Humiston





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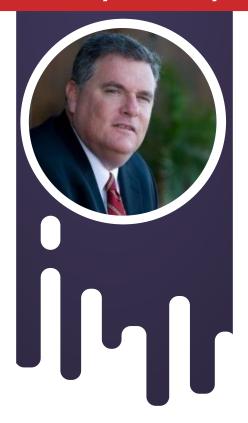
Glenda Humiston Vice President of Agriculture and Natural Resources at the University of California. She brings over 30 years of policy development and program implementation supporting sustainability, including time as a Peace Corps volunteer in Tunisia and several years as a consultant on environmental and agricultural issues throughout the western states. President Obama appointed her California State Director for USDA's Rural Development programs in 2009, where she served until 2015. From 1998 – 2001 she served President Clinton as Deputy Under Secretary for Natural Resources and Environment at USDA. Dr. Humiston managed the Sustainable Development Institute at the 2002 World Summit for Sustainable Development in South Africa and the 2006 World Water Forum in Mexico City.

Dr. Humiston earned her Ph.D. from U.C. Berkeley in Environmental Science, Policy and Management; a Master's in International Agricultural Development from U.C. Davis and a Bachelor's in Animal Science from Colorado State University.

- Identify new partners in the areas of agriculture, natural resources management and regional cluster development for technical exchanges and/or commercial opportunities
- Observe projects/technologies/models in advanced wood products, agricultural technologies, food engineering/product development, and research infrastructure
- Explore ideas on new opportunities for public engagement with science and research
- Exchange public policy experiences in the fields of innovation, economic development and industry
- •Strengthen existing relationships with Israel, Germany and the Americas to promote activities between the countries.

Timothy E. Kelley





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Timothy E. Kelley is the President and Chief Executive Officer of the Imperial Valley Economic Development Corporation (IVEDC), United States. In his current position, he is responsible for the implementation of the region's Comprehensive Economic Development Strategy (CEDS) plan, as well as engaging initiatives that strengthen and grow the regional economy. He is the immediate past chair of the Board of Directors and currently VP of International Trade and Investment of TeamCalifornia, a statewide organization that promotes national and international trade and investment for California. He is the current Chair of the Board for the Department of Commerce San Diego-Imperial District Export Council; serves on the Board of Directors of the Imperial County Overall Economic Development Commission; serves on the Board of Directors of Imperial Capital Ventures. Mr. Kelley also serves on several other board and commissions related to economic development, workforce and education including the Imperial County Workforce Development Board and Brawley Airport Commission as Chairman.

Mr. Kelley holds a bachelor's in communications arts and sciences from the Annenberg School of Communications at the University of Southern California.

- Promote industrial development through the Keystone Economic Development Zone
- Explore how these public private partnerships have developed in Israel and Germany to serve as input for our approaches

John Sternlicht





CEO
Economic Development Alliance of Skagit County

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John Sternlicht, is the Chief Executive Officer of the Economic Development Alliance of Skagit County in the State of Washington, United States. He is an attorney and Certified Economic Developer. Previously he served as Senior Advisor to the King County Executive, Senior Manager at SRI International, General Counsel of the Virginia Economic Development Partnership, and Deputy Secretary of Commerce and Trade. He currently serves on the Board of Directors of the International Economic Development Council.

Mr. Sternlicht earned a bachelor's degree in foreign service from Georgetown University and a Juris Doctor from the University of North Carolina School of Law.

- Support the four northwest Washington counties to combine to attract foreign investment, find more markets for their products
- Develop partnerships and collaborations for research and product development in maritime, value added agriculture, food processing, and advanced manufacturing generally

Judith A. Sheft





Associate Vice President Technology & Enterprise
Development
New Joseph Jack (NULL)

New Jersey Institute of Technology (NJIT)

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Judith A. Sheft is the Associate Vice President of Technology and Enterprise Development at the New Jersey Institute of Technology (NJIT) in the United States. She manages the university's technology commercialization efforts through programs and policies focusing on patent creation, intellectual property valuation, strategic use and protection of IP assets. She works with faculty and students to create start-up companies. She is involved with regional economic development having responsibilities for the management of NJTI's high technology / life sciences business accelerator/incubator, the HealthIT Connections entrepreneurial cluster development program and the Procurement Technical Assistance Center. She is on the Board of Advisors to the NJIT Murray Women's Center and helps mentor students and faculty. She is a member of the NJ - Israel Commission and serves on the Board of the New Jersey Entrepreneurs Network, Greater Newark Enterprise Corporation, Women's Center for Entrepreneurship Corporation and Einstein's Alley, working to assist early stage tech and life sciences entrepreneurs.

Ms. Sheft holds a Master of Science from the University of Illinois at Urbana-Champaign and an MBA from the Wharton School, University of Pennsylvania

- Continue to revamp the innovation commercialization framework as it relates to large company interaction with entrepreneurs in start-ups and scale up companies
- Explore how these public private partnerships have developed in Israel and Germany to serve as input for their approaches

Willie Logan





CEO
Opa locka Community Development Corporation

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Willie Logan is the founder and Chief Executive Officer of the Opalocka Community Development Corporation in the United States. The OLCDC has expanded from a \$25,000 per year non-profit to a multimillion dollar corporation with twenty-five for-profit subsidiaries and one Community Development Financial Institution (CDFI). Previously, he served in the Florida House of Representatives, where he chaired the Finance & Tax Committee, ranked as the most effective Democrat in the Legislature for the Legislative sessions, and won election as Democrat Speaker-Designate for 1998 to 2000. He also served as Mayor of the City of Opa-locka from 1980 to 1982.

Mr. Logan earned his PhD in Community Economic Development from Southern New Hampshire University and his MBA and Bachelor's in Accounting from the University of Miami, where he is an adjunct faculty member in the School of Architecture.

Key interests

• Create/implement a campus around food production, culinary entrepreneurship, wellness and learning

Mike Ammann





President / CEO San Joaquin Partnership

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Mike Ammann is the President and Chief Executive Officer of San Joaquin Partnership, United States. He is a public-private partnership organizational leader with start-up, turnaround and organizational renewal experience in multi-jurisdictional economic development marketing organizations and a metro chamber of commerce. He has skills and experience in bringing together public private partnerships in association with elected and appointed public officials, business and university leaders, and additional private sector business start-up and management experience in high technology companies. Other skills include technology transfer, faculty start-ups and commercialization skills at University of Michigan and understanding real estate development through management of Arizona State University Research Park and the day to day practice of economic development.

Mr. Ammann holds a bachelor's degree in business administration and an MBA in Marketing by the Seidman Graduate School of Business.

- Interested in the areas of agricultural technology and manufacturing, EV and e-commerce
- Promote and further discuss about EV Semi Trucks, water technology and smart cities

Denisse M. Rodríguez





Director and Executive Advisor to the CEO Puerto Rico Science Technology & Research Trust

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Denisse Rodríguez is the Director and Executive Advisor to the CEO at the Puerto Rico Science, Technology & Research Trust, where she leads Colmena66, a program which helps entrepreneurs find all the resources they need to start or grow their business. Prior to that she was the Chief Operating Officer at Codetrotters, the first coding school in Puerto Rico and the Caribbean, where she also led the Codetrotters Fellowship, which connects the best talent with global startups. Denisse was recognized by the World Economic Forum as a Global Shaper, a global network of young leaders committed to improving their communities. Previously, she worked as Program Manager at Foundation for Puerto Rico (FPR) and was Deputy Fiscal Agent at the Government Development Bank for Puerto Rico (GDB). During her time at GDB, she was named Executive Director of the José M. Berrocal Institute for Economics and Finance. She also worked at Goldman Sachs' Investment Banking Division in New York City, where she financed and advised not-for-profit healthcare institutions.

Ms. Rodriguez obtained a Bachelor of Arts degree in Finance and Marketing with honors from the University of Puerto Rico, Rio Piedras Campus.

Key interests

• Advance the project Colmena66, a program of the Puerto Rico Science, Technology & Research Trust focused on the development of the entrepreneurial ecosystem and innovation driven entrepreneurs



PARTICIPANTS FROM OUTSIDE THE REGION

Adelheid Adam





Deputy Head of International Business Development Fraunhofer

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Adelheid Adam is the Deputy Head of the Department for International Business Development at Fraunhofer Headquarters in Munich. She has 16 years of experience working at Fraunhofer, Europe's largest organization for application-oriented research. Fraunhofer's fields of research are "Health and Environment", "Security and Protection", "Mobility and Transport", "Production and Supply of Services", "Communication and Knowledge", and "Energy and Resources". Since 2008, she works in the strategic department for International Business Development, including one year as EU officer at the Fraunhofer Office in Brussels in 2009/10. In her role, her main responsibilities are the support of strategic research collaborations (e.g. in the form of a Fraunhofer Project Center or the Fraunhofer ICON program) between Fraunhofer institutes and international partners in the whole range of Fraunhofer's fields of research. Furthermore her engagement comprises also Fraunhofer's internationalization in general (strategy, focus countries, key performance indicators) and also specifically the strategic activities of Fraunhofer in Israel and Italy (e.g. the Fraunhofer subsidiary in Bolzano).

Ms. Adam graduated in sociology from Ludwig-Maximilians-Universität Munich.

- Provide a direct point of contact to the R&D expertise of Fraunhofer institutes
- Identify cooperation potential for future joint R&D projects
- Exchange ideas on international business development, strategy, performance indicators, leadership, innovation management, tech-transfer



PARTICIPANTS FROM MULTILATERAL ORGANIZATIONS & GLOBAL COMPANIES

Sylvia Dohnert



Inter-American Development Bank

Executive Director / Private Sector Lead Specialist Compete Caribbean Partnership Facility Interamerican Development Bank (IDB)

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Sylvia Dohnert is Private Sector Lead Specialist at the Competitiveness, Technology and Innovation Division of the Inter-American Development Bank and Compete Caribbean Executive Director since November 2012. Compete Caribbean is a multi-donor facility of US\$30 million that currently comprises a growing portfolio of 18 projects that seek to foster innovation and competitiveness of the Caribbean private sector. She has ample experience on economic development issues throughout the Latin American and Caribbean region. She specializes in designing and implementing government policy and/or projects that will support economic growth, particularly through industrial policy, supply chains, clusters, SME development, and application of cutting edge technology. Sylvia has done extensive research on industrial policy, and is an editor of the recently published monograph: "Exploring firm-level productivity and innovation in developing countries: The perspective of Caribbean Small States."

Ms. Dohnert has a Ph.D. in Economic Development and Regional Planning from the Massachusetts Institute of Technology (MIT).

- Learn about cutting edge practices in incubators, innovation labs/funds and innovation ecosystems in order to enhance the design of IGNITE II (an entrepreneurship/innovation program in Jamaica), and equivalent initiatives in Barbados and the Eastern Caribbean
- Particularly interested in initiatives that stimulate technology-based start-ups, and/or start-ups that provide solutions to climate change threats
- Identify partners in the areas of technology applied to agriculture, in order to facilitate knowledge transfer/expert exchange and/or future technical assistance to agricultural producers and/or policy-makers in the Caribbean
- Particularly interested in technologies that can enhance climate resilience
- Learn about programs to support internationalization of clusters, in order to enhance the design of 12 cluster projects across different industries that we will be funding through the Compete Caribbean program, across 13 Caribbean countries





Coordinator of the Americas Business Dialogue Interamerican Development Bank (IDB)

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LinkedIn: Camilo Fernandez de Soto

Camilo Fernández de Soto is the Coordinator of the Americas Business Dialogue (ABD) and the CEO Summit of the Americas at the Inter-American Development Bank (IDB). ABD is a private sector driven initiative facilitated by the IDB that has consolidated a network of more than 300 leading companies and business associations of the Americas region aimed at fostering a high-level public-private sector dialogue to promote economic growth and social development within the region. In this role, he is responsible for coordinating ABD's effort to prepare policy recommendations with IDB's technical expertise, disseminating them at regional events and organizing public-private ministerial meetings to find areas of collaboration for implementation. ABD's recommendations are presented to the Heads of State at the Summit of the Americas every three years.

Mr. Fernandez de Soto holds a law degree with a postgraduate degree in Economics from Universidad de los Andes in Colombia and an MPA from NYU.

- Continue the implementation face of the 42 recommendations that were presented to the Heads of State and Government at the Summit of the Americas
- Explore areas of collaboration and find innovative solutions with the groups and experts that will be part of this edition

Christian Gómez, Jr





Senior Manager for Latin American Global Government Affairs Walmart

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Christian Gómez, Jr. is Senior Manager for Latin American Government Affairs at Walmart. Based in Bentonville, Arkansas, he supports Walmart's relations with Latin American governments and policy stakeholders such as multilateral organizations, think tanks, trade associations, academia, and NGOs. Pior to joining Walmart in 2017, Christian held a variety of roles in public and private sectors, with a focus on Latin America. He was most recently Economic Growth Advisor in the Bureau for Latin America and the Caribbean (LAC) at the U.S. Agency for International Development (USAID) in Washington, DC, where he served as the chief economist in the bureau, with a focus on economic growth programming in the region. Previously, he was a Director at the Council of the Americas and consulted for the World Bank Group.

Mr. Gomez holds an MBA from The Wharton School at the University of Pennsylvania, an MA from the School of Advanced International Studies (SAIS) at Johns Hopkins University, and an AB in Political Economy from Princeton University.

- Advance regulatory cooperation projects in Latin America to focus on best practices for governance
- Identify partners in the areas of future of work, rule of law, and competitiveness/business climate in order to achieve knowledge and expert exchanges and/or technical assistance
- Expand commercial and investment opportunities on retail technologies for learning new innovation strategies
- Work on PPPs with governments to enhance development strategies at the Base of the Pyramid

Ulla Engelmann



European Commission



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Dr. Ulla Engelmann is the Head of Unit for Clusters, Social Economy and Entrepreneurship within DG GROW, the Directorate General being responsible for Internal market, Industry, Entrepreneurship and SMEs at the European Commission (EC) since March 2017. In her role, she currently leads a portfolio responsible for European Cluster Policy, fostering Social Economy development throughout Europe, and Entrepreneurship policy with focus on women, migrant and youth entrepreneurship initiatives, as well as entrepreneurship education. European Cluster Policy involves inter-regional and international cooperation programmes, cluster excellence, clusters in innovation ecosystems and global value chains, as well as the development and management of cluster intelligence tools.

In the field of entrepreneurship, she is responsible for fostering of women entrepreneurship, including the initiative of a platform called WEgate (women entrepreneurship gate), a guide of best practices for migrant entrepreneurship and a number of projects in entrepreneurship education.

Additionally she has in her current responsibility the European Resource Efficiency Knowledge Centre for SMEs.

Previously, she worked for many years in different management functions at the Joint Research Centre (JRC), the in-house science service of European Commission.

Ms. Engelmann holds a PhD in Analytical and Radiochemistry completed at the National Research Centre in Karlsruhe, Germany and studied chemistry at the technical university of Karlsruhe.

- Exchange with other countries regarding their cluster policies, discuss internationalisation projects for clusters and Social Economy
- Networking with innovation partners for new global value chains: Cross sectoral value chains, ways to bring the different sectors together, meet networks of SMEs intermediaries to support access to global value chains
- Reinforce international business partnerships in low carbon technologies to contribute to Paris agreement objectives
- Compare approaches for business development of SMEs and clusters in different countries, raising awareness for European opportunities for cooperation, like cluster go international initiative
- Innovative initiatives for entrepreneurship education including the concept of intrapreneurship

BIOS OF ORGANIZERS



BIOGRAPHIES ISRAEL

Israel Shamay



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Executive Director, Head of the Americas Operations National Technology Innovation Authority Office of the Chief Scientist (MATIMOP)

Since 2012 Executive Director, Strategic Initiatives and Head of the Americas Operations of the Israeli Office of the Chief Scientist, developing international cooperation platforms for industrial R&D and innovation partnerships in the Americas region, advising to the Chief Scientist and the Board of Governors of the US-Israel BIRD foundation (www.birdf.com), Canada-Israel industrial R&D foundation (www.ciirdf.ca) and US-Israel Science and Technology Foundation (www.usistf.org).

In 2010-2011 was Head of the Israeli EUREKA Chairmanship Program (EUREKA is Europe's largest innovation network with ~ 40 member states), focused on developing new financial instruments for innovative companies and on expanding EUREKA's international dimension with global innovation stake holders incl. South Korea and Canada.

From 2006 as Executive Director of OCS European Operations, was architecting, realizing and evaluating industrial innovation cooperation frameworks at bilateral and European level, making them a prominent R&D cooperation instrument for Israeli industry. Served as Israel's National Representative in international R&D and innovation programs and an Expert Evaluator for the EU Framework Programs for research. From 2006- 2009 managed the Israeli R&D collaboration with the EU Global Satellite Navigation GALILEO Program.

From 1991 till 2001 in management positions in Israeli hi-tech companies operating globally:

VP Asia Pacific, VERINT Systems (Comverse Information Systems, 1996-2001).

Director Tech Support and OEM Accounts, RND - Rad Network Devices (1992-1996).

Product Line Manager- EFRAT Future Technologies (1987-1991).

Senior Project Officer, Elite Tech. Unit of the Israeli Army (1985-1987).

Active in voluntary organizations including the Israel-US, Israel-Latin America, Israel-Ireland Chambers Of Commerce.

MBA graduate of the Recanati School of Business at the Tel-Aviv University and a B.Sc. graduate of the Technion in Haifa, faculty of Information Systems Engineering.

Danny Biran



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Authority

Vice President, International Division Israel Innovation Authority

Danny Biran joined the Israel Innovation Authority in September 2017 as Vice President, International Division.

Between February 2016 and September 2017 he served as an advisor to several Israeli high-tech private companies in the areas of big data analytics, silicon photonics, material detection, and security.

Since 2015 Biran also served as the representative of Singapore's Temasek in the high-tech scientific committee of the Tel Aviv University Momentum Fund.

Between 2005 – January 2016 Biran worked for Altera, a public semiconductor company, where he most recently served as Senior VP of Marketing and Strategy, and a member of the executive staff. At Altera Biran led all the business units, marketing, technical services, and corporate development. He left Altera following its acquisition by Intel in December 2015 for \$16.7B.

For several years during his tenure with Altera Biran served as a member of the board of directors of the Global Semiconductor Alliance (GSA).

Prior to Altera Biran was President & CEO of Silverback Systems, a privately-held company that developed solutions for storage networks. Before that he held various leadership positions at LSI Logic and National Semiconductor.

Biran has a BSEE cum laude and an MBA magna cum laude from the Tel Aviv University.

Dr. Ami Appelbaum



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Chief Scientist and Chairman of the Board of Israel Innovation Authority (IIA)

Dr. Ami Appelbaum is the Chief Scientist and the Chairman of the Board of Israel Innovation Authority (IIA). Dr. Appelbaum has more than 36 years' experience in research, development and senior level management in the field of the Semiconductor.

Prior to the current job as Chief Scientist, Dr. Appelbaum served for 22 years at numerous executive positions at KLA Tencor, \$15.6B Market Cap and world leader in the business of capital equipment for the semiconductor industry based in the Silicon Valley, CA.

Dr. Ami Appelbaum recent job was Corporate Senior Vice President and president of KLA Tencor Israel.

Dr. Appelbaum also held jobs as General Manager of a startup by the name Gallium Arsenide Diodes (GAD), in Israel. VP Operations and Program Manager at Semiconductor Devices (SCD) in Israel, manager of semiconductor lasers and detector development at Rockwell International in Richardson Texas and Newbury Park California and Member of Technical Staff (MTS) at AT&T Bell Lab in Murray Hill New Jersey (US).

Dr. Appelbaum received his Doctorate and Master degrees from the Technion, Israel Institute of Technology in Haifa in the years 1983 and 1980, respectively and his Engineering degree from Ben Gurion University in Beer Sheba in 1977, all in the field of materials engineering.

Dr. Appelbaum is the author and co-author of more than 50 scientific and technical publications, and holds 7 patents in the field of semiconductor equipment and processing.

Andy David



© Ministry of foreign affairs

Director of Innovation Entrepreneurship and Technology in Israel's ministry of foreign affairs

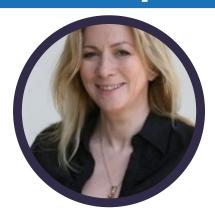
Dr. Andy David is the Director of Innovation Entrepreneurship and Technology in Israel's ministry of foreign affairs. His mission encompasses the integration and execution of the strategic efforts of globalizing Israel's successful innovation and technology ecosystem.

He recently completed a five-year term as the Consul General of Israel in San Francisco, Silicon Valley and the US Pacific North-West, including six US states (2012-2017). His other overseas positions include missions in Chicago and eleven Mid-West states (2004-2008), Hong Kong & Macao (2001-2002) and Azerbaijan (1999-2001). Domestically, he served as a policy adviser to the foreign minister, as a spokesperson and as the director of international development cooperation projects in Central Asia and Eastern Europe.

He holds a B.Sc. & M.Sc. in medical sciences and a doctorate in dental medicine, Magna Cum Laude. He graduated various executive programs related to management of global operations, PR & media relations, brand management, digital diplomacy, international relations and international counter terrorism.

He served 3 years in the Israeli Air Force and in RAFAEL – Israel's Armament Development Authority.

Ms. Anya Eldan



© Israel Innovation Authority

General Manager, Early Stage Division at the Israel Innovation Authority

Anya is responsible for developing and leading programs aimed at fostering innovation in various industry segments, such as "Early Stage Fund" and "Technological Incubators".

Anya has over 25 years of executive experience in high-tech and life sciences companies, venture capital investments and technology transfer ventures as well as a proven track record of private and public fundraising.

Yossi Vardi



© Yossi Vardi

Israel's Entrepreneurs

One of Israel's early entrepreneurs, Yossi Vardi Co-Founded, led, funded and helped build more than 80 high-tech, energy, natural resources, and clean-tech companies. Many of them went public, including Tekem, Alon Energy, Granite Hacarmel, Answers.com, Scopus, International Laser Technologies, ePals, Tucows, Brightcove, other were acquired: Gteko (by Microsoft), Tivella (by Cisco,) Airlink (by Sierra Wireless), FoxyTunes (by Yahoo), StarNet (by IAC), Gift project (by eBay).

As the founding investor of Mirabilis Ltd, -the creator of iCQ - Vardi Co-Pioneered instant messaging. ICQ was one of the internet's earliest successes, later sold to AOL. Vardi was Chairman of the Board of Trustees of Jerusalem Foundation, serves on the board of Trustees of the Technion and served on those of Weitzman Institute, Hebrew University, and Open University. He was advisor to the World Bank, United Nations Development Program, CEO's of Amazon, AOL, Siemens Albis, and Allied-signal. Member of the World Economic Forum, and Co-Chairman of the EU-Israel business dialogue. Vardi had an extensive government and public career, he was the Director General of Ministry of Development and Ministry of Energy. He was Chairman of Israel National Oil Company, and Israel Chemicals. Vardi has also participated in the peace talks with Egypt, Palestinians, Jordan and Syria.

He received Honorary Doctorates from Technion, Israel Institute of Technology, and the Ben Gurion University, the Prime Minister Hi-Tech Award for life achievements (twice); Best Internet Personality by TechCrunch Europe; Entrepreneur of the Year by Tel Aviv University, Europe's 25 top techs by Wall Street Journal; and one of the 200 Greatest Israelis of all times by Ynet. was elected by Israel 21c to the top 10 icons of Israeli high tech – the pioneers, by The Algemeiner for the «Jewish 100 - the top 100 people positively influenced Jewish life « and by wired magazine (UK) as number 9 of the wired 2014 top 100 influential people in Europe.

Daniel Eshchar



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Deputy C.E.O of Marketing and Business Development Aeronautics Ltd

Mr. Daniel Eshchar is the Deputy C.E.O of Marketing and Business Development at Aeronautics Ltd. Previously to that position, he worked as VP of the Engineering Division where he managed product development and integrated projects for military and civilian applications. The Aeronautics Engineering Division which employs over a hundred engineers develops UAS solution in the fields of software, firmware, electronics, mechanics, composites, optics and communications. He was also Head of Engineering and Projects at Israel Military Industries (IMI) and held management positions at IDF technological enterprises, in the fields of engineering and operations management (COO) from where he retired with the rank of Navy Captain. Mr. Eshchar holds an MBA with an emphasis on emerging companies from The Technion, Israel and a MSC in Naval Architecture and Marine Engineering from the University of Michigan.



BIOGRAPHIES GERMANY



BMWi

At the BMWi, the delegation will receive a detailed introduction into the German innovation system, and its policy based on the strategy "from the idea to market success". After a welcome speech by the state secretary, the delegation will be introduced into various promotion programs by the responsible heads of divisions of the BMWi. In addition, accompanying beneficiaries will share their experience in short pitches and give further insights how they benefit from governmental support.

Dr. Ole Johann Janssen



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Federal Ministry of Economic Affairs and Energy (BMWi)

Ole Johann Janssen, is the Deputy Director General for Innovation and Technology Policy at the Federal Ministry for Economic Affairs and Energy of Germany. As Deputy Director General "Innovation and Technology Policy", Mr. Janssen oversees the following units: General issues of national and international innovation and technology policy; Accreditation and conformity assessment; Supervision of the Federal Institute for Material Research and Testing (BAM) and the German National Metrology Institute (PTB); Central Innovation Program for SME; Industrial research for companies and innovation guidance for SME. Previously, he served at the Ministry for Economic Affairs, Labour and Transport of Lower Saxony and as Director at the State Chancellery of Lower Saxony. He graduated in economics at Hannover University. He had been an Academic assistant at the chair for economics at Greifswald University and holds a PhD in economics.

Claudia Flügel



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Policy Advisor at Federal Ministry of Economic Affairs and Energy (BMWi)

Claudia Flügel is a policy advisor in the Innovation and Technology Department at the Federal Ministry for Economic Affairs and Energy. Her tasks include the conception and implementation of measures of the innovation and technology policy of the Economic Affairs Ministry. Her responsibilities are focused especially on innovation networks and on the international part of the Central Innovation Program for SME (ZIM), which is the biggest promotion program in Germany for supporting innovative SMEs. Previously, she worked in the departments of European Community policies and SME policies. She has a degree in Economics from Cologne University.

Nikolai Ziegler



© BMWi

Policy Advisor at Federal Ministry of Economic Affairs and Energy (BMWi)

Nikolai Ziegler is a Policy Advisor at Germany's Federal Ministry for Economic Affairs and Energy. Working in the innovation and technology department, Dr. Ziegler is responsible for innovation policy design, i.e. the development, implementation and evaluation of the ministry's technology neutral programs dedicated to shortening the way from ideas to the market. Previously, Dr.Ziegler worked for the European Affairs Department of the same Ministry, and prior to that in the Industrial Policy Department. Before his service in the federal government, Dr. Ziegler worked for the Hamburg Chamber of Commerce where he connected academia and business in the greater metropolitan area. Dr. Ziegler holds a PhD in Economics from the Helmut-Schmidt-University of the Federal Armed Forces in Hamburg.

Carmen Heidecke



© BMWi

Federal Ministry of Economic Affairs and Energy (BMWi)

Carmen Heidecke is Head of Division in the Innovation and Technology Department at the Federal Ministry for Economic Affairs and Energy (BMWi). She is responsible for the Central Innovation Program for SME (ZIM), the biggest promotion program in Germany for supporting innovative SMEs, and its embedding in innovation policy. Her tasks are especially focused on national and international innovation cooperation as well as innovation strategy issues. She started her career as lawyer in international corporate law firms in Spain and Germany. Afterwards she worked in the Industrial Department of the BMWi and for several years she was chief of office of the Parliamentary State Secretary and Federal Commissioner for SME.



EuroNorm GmbH

The EuroNorm GmbH is an established partner for federal and state ministries, companies, research institutions, universities, state funding institutes, banks, associations and chambers.

The company offers a wide range of skills and services:

- Technological, commercial and legal expertise as well as professional project management as lead partner for innovation policy promotion programs
- Cross-sector know-how for technology and product evaluations
- Innovation policy studies and analyses as well as evaluation of promotion programs including accompanying research
- Coaching in the development and further processing of quality and process management in technology-oriented companies and organizations
- Professional, cross-sector and interdisciplinary cooperation in and with networks, committees, institutions and standardization bodies.

Margit Raupach



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Leading Project Manager ACE 9 / Germany EuroNorm Association for Quality Assurance and Innovation Management

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With view on the coordination of the ACE 9 part in Germany, Margit Raupach is the chief executive manager and leader of the organisation team at the EuroNorm. She is the main person in charge of the operational implementation of the high level event in Berlin and Dresden. In addition she also serves as first adviser for all tour related aspects to the Federal Ministry of Economics and Energy (BMWi). At EuroNorm the graduated social education worker is the leading director of the PR department. According to her position she is responsible for the preparation and coordination of diverse public relation activities of the BMWi and EuroNorm with several years of experience in the field.

Marcus Netzel



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Co-Project Manager ACE 9 / Germany EuroNorm Association for Quality Assurance and Innovation Management

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Since 2015 Marcus Netzel is the leading officer of the technology assessment and project management departments at the EuroNorm. Here, the responsibilities of the qualified in-house lawyer and Master of Business Administration are dedicated to the content design and development of all core services of the company. He also supports the Federal Ministry of Economics and Energy (BMWi) with regard to continuous improvements, as well as the development of new promotion programs. Furthermore he represents the BMWi and the EuroNorm in open discussion panels of experts in the field of research and technology politics. Within the ACE his tasks are strongly related to the detailed coordination and presentation of Germany's start-up scene.

Dr. Sebastian-Tim Schmitz-Hertzberg



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Co-Project Manager ACE 9 / Germany EuroNorm Association for Quality Assurance and Innovation Management

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Sebastian-Tim Schmitz-Hertzberg is responsible for the organization and coordination of the ACE 9 part in Germany with focus on scientific aspects of the tour. His corresponding educational background is founded on a Master's degree in bioengineering and a PhD in biological analysis. He has worked in several research groups at the National University of Singapore, the Hong Kong University of Science and Technology, the Fraunhofer Institute for Biomedical Engineering and the University of Potsdam. At EuroNorm he is furthermore supervising the company's quality management system and serves as consultant of SME with view on R&D projects in the fields of medical engineering, pharmacy and biotechnology.

BIOGRAPHIES OAS

Luis Almagro



Secretary General Organization of American States

Luis Almagro was elected OAS Secretary General on March 18, 2015, with the unanimous support of 33 of the 34 member stations, and one abstention. Upon taking over the leadership of the OAS, he announced that the guiding principle of his administration would be "more rights for more people," and that he would work to bring the Organization closer to the new reality in the hemisphere and thus contribute to bringing more democracy, more security, more development and prosperity for all.

As OAS Secretary General, he has prioritized the defense of democracy and human rights in his daily work, and has not hesitated to speak out when there have been abuses of democratic institutions, as in the case of Venezuela, where he requested the application of the Inter-American Democratic Charter, the "Constitution of the Americas," as he has described it.

In addition to the crisis in Venezuela, Almagro has renewed the support of the OAS to the Mission to Support the Peace Process (MAPP) in Colombia); promoted the creation of the Mission to Support the Fight against Corruption and Impunity in Honduras (MACCIH) – the first OAS Mission of its kind-; renewed and expanded the Electoral Observation Missions of the OAS (with first-time visits to countries such as the United States and Brazil); played a key role in the holding of elections in Haiti; and mediated the migratory crisis between the Dominican Republic and Haiti.

Almagro is a lawyer by profession, is married and has seven children. In addition to Spanish, he speaks English and French.

The Honorable Kim Hurtault-Osborne



Executive Secretary for Integral Development Organization of American States

Kim Osborne is currently the Executive Secretary for Integral Development at the OAS. For almost two decades she has dedicated herself to the socio-economic development of the Latin American and Caribbean region. As a pioneer of the OAS Small Tourism Enterprise Program, an internationally recognized best practice, she focused on assisting small and medium enterprises achieve competitiveness and profitability by combining internationally recognized standards with high-value products, targeted marketing and branding. She is coauthor of the Business Management and Operations Manual for Small Hotels and led the tourism training and capacity building program in the region.

From 2008 to 2011, she was appointed as the OAS Country Representative to Belize and in that role managed the OAS' programs and relations with that country; navigating the political spectrum, while implementing numerous initiatives on sustainable livelihoods, institutional capacity building, tourism training and certification, women's empowerment, among others. Osborne is a founding member of the Center for Community Resource Development, an NGO set up to assist the most disadvantaged communities, by combating poverty through the application of an Asset Based Community Development (ABCD) methodology.

More recently, Osborne has served as the head of the Technical Cooperation Section at the OAS Secretariat for Integral Development where she oversaw the Organization's Development Cooperation and partnerships program. In that capacity she led the re-structuring of the OAS Development Cooperation Fund and spearheaded the application of an alliance model to maximize multi-stakeholder partnerships for development and south-south cooperation. In 2016 she was elected as President of the OAS Staff Association where she spearheaded the effort towards the establishment of the OAS' alternative work schedule scheme.

Before joining the OAS, Ms. Osborne was employed at the National Development Corporation of Dominica and has also held private sector positions in both Dominica and the Netherlands Antilles. She holds a Master's Degree in Public Administration with a concentration in Public Management and a Bachelor's degree on Hospitality Management-Travel and Tourism Studies.

Dr. Maryse Robert



Director of the Department of Economic Development Organization of American States (OAS)

Maryse Robert is director of the Department of Economic Development in the Executive Secretariat for Integral Development (SEDI) at the General Secretariat for the Organization of American States (OAS). Her department promotes inclusive economic growth, competitiveness and innovation in OAS member states through policy dialogue, institutional strengthening and capacity building to facilitate the exchange of experiences and successful practices particularly through horizontal cooperation.

The Department of Economic Development acts as technical secretariat for a number of hemispheric ministerial meetings (science and technology, tourism, culture) and meetings of senior officials (Americas Competitiveness Forum-ACF and the Inter-American Competitiveness Network-RIAC, as well as the Inter-American Dialoque of High-Level MSME Authorities). Dr. Robert, a Canadian national, is currently adjunct professor on international trade policy at the University of the West Indies (Cave Hill Campus, Barbados) and has taught at the University of Barcelona, Georgetown University, George Mason University, HEC-Montréal and ENAP-Montréal. She has authored numerous studies on trade and development-related issues. She is the co-editor with José M. Salazar-Xirinachs of Toward Free Trade in the Americas/Hacia el libre comercio en las Américas (Brookings Institution Press/OAS, 2001) and the author of Negotiating NAFTA: Explaining the Outcome in Culture, Textiles, Autos, and Pharmaceuticals (Toronto: University of Toronto Press, 2000). She is an economist with training in international trade law. She holds a Ph.D. from The Fletcher School of Law and Diplomacy (Tufts University) and a Master's degree in applied economics from the Ecole des Hautes Etudes Commerciales (HEC) (Montreal, Canada). Before joining the OAS, she worked on trade and development at the World Bank and the United Nations, and in the private sector on telecom issues.

Cesar Parga



Chief of the Section of Competitiveness, Innovation and Technology of the Department of Economic Development of the General Secretariat Organization of American States (OAS)

Cesar Parga is Chief of the Section of Competitiveness, Innovation and Technology of the Department of Economic Development of the Organization of American States (OAS). Mr. Parga is in charge of the OAS Competitiveness Program which serves as Technical Secretariat of the InterAmerican Competitiveness Network, a forum that promotes public policy dialogue and exchange of experiences between high-level authorities and public-private Competitiveness Councils of the region. He also coordinates the support to the Meeting of Ministers and High-Level Authorities on Science and Technology and the Inter-American Committee on Science and Technology (COMCYT).

Mr. Parga is an Adjunct Professor of Law at Georgetown Law Center in Washington DC. He graduated from the Law School of the University of Guadalajara, México and was awarded a Master of Laws Degree (LL.M.) in Patent and Intellectual Property Rights (IP) at the Law School of the George Washington University. He also received a Post-Graduate Certificate on International Trade from the University Institute of European Studies and the ILO International Training Center in Torino, Italy.

He serves as faculty guide of the Executive MBA Program of the McDonough School of Business of Georgetown University and guest lecturer at the American University Law School in Washington D.C., the HUB of Technology Commercialization and Transfer of the Americas in La Paz, B.C.S., Mexico. He was a visiting researcher at the National University of Singapore, guest lecturer of the University of Baylor Law School and of the IP Graduate Program at the University of the Americas in Ecuador. He has collaborated as a volunteer international evaluator of technology transfer projects for INNPULSA, Colombia, and as peer reviewer of the ICC's innovation and intellectual property paper series in 2015.

Adriana Bonilla



Technical Secretariat, Inter-American Competitiveness Network (RIAC), Section of Competitiveness, Innovation and Technology, Organization of American States

Adriana Bonilla is Project Manager at the Organization of American States with over 15 years of experience executing international development projects, promoting innovation and entrepreneurship, and supporting the development of Small and Medium Enterprises. In her role, Adriana is responsible for organizing the Americas Competitiveness Forum in direct cooperation with Ministers of the Economy/ Finance/ Industry/ Trade and private-sector representatives; leading preparations for the Americas Competitiveness Exchange (ACE) program; fostering gender and youth inclusion in various economic development activities; and producing the Signs of Competitiveness Report publication every 18 months. In her daily work, Adriana interacts with over 400 regional contacts in the Americas and beyond. Prior to her work in the OAS (2007 - present), Adriana worked at ProColombia (formerly ProExport), Orbitel Telecommunications Company, and the Embassy of Colombia in Madrid, Spain. She has led the development of 20+ publications and more than 800 official documents. She has been an entrepreneur all her life, beginning with a candy company called FAD, and later as was co-founder of "A Smile for Colombia." She currently serves as board member of Quantica, a company that promotes social entrepreneurship, and she is an investment partner in Katleya, an online store that supports Colombian entrepreneurs.

Adriana was selected by the Office of the President of Colombia to participate in the G8 Young Leaders Summit in 2012 in representation of her country and was awarded a full Scholarship from the Government of China for a month-program in 2013. She is a fierce defender of gender equality and passionate about initiatives that improve the well-being of people.

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