Ministry for Economics, Labor
and Transport of Niedersachsen

Business Delegation to the USA

Chicago, Detroit, San Francisco
12 – 18 March 2017

Invest in

Niedersachsen

Business Delegation to the USA

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Olaf Lies
Minister for Economics, Labor
and Transport of Niedersachsen

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www.nds.de

Business Delegation to the USA

I am very pleased to be visiting the USA with a delegation of around fifty representatives of Niedersachsen's trade and industry, professional associations and state parliament. On this trip we are looking to build on and extend the traditionally good business relations between Niedersachsen and the USA, and especially to exchange information and views on current developments in the fields of digitalization and mobility.

Niedersachsen is home to such global players as Volkswagen, Continental and Airbus, leaders in the automobile and aerospace industries, but also to many innovative and visionary medium-sized enterprises that play a shaping role in the Niedersachsen economy. Currently, I am conducting numerous discussions with enterprises and professional associations on how digitalization will change our economy and society. In the digitalization process I perceive many opportunities; delivery and value added chains have been established in all sorts of sectors that, being well equipped for future demands and open to cutting-edge innovation, are already living in the age of 'Industry 4.0' production.

Our specialized providers of automation and IT solutions are making their contribution to this standard; facilities such as Hannover Centre for Production Technology (PZH) and the OFFIS Institute for Information Technology in Oldenburg are driving forces of 'intelligent production'. The Niedersachsen state government backs private enterprise with competence centers like 'SME 4.0', learning factories and networks providing training, expert dialog and project support.

In the field of digital data networking for logistics and mobility, Niedersachsen's enterprises have also made a name for themselves in the vanguard of progress, with achievements in modern traffic management, autonomous driving and car-to-car communication. From 2017 Niedersachsen is planning test tracks to secure the future of the automobile industry by improving safety and driving comfort.

The successes of Niedersachsen enterprises are also showcased at the world's largest industrial trade fair, HANNOVER MESSE, along with CeBIT and Agritechnica in Hannover.

If you would like to learn more about Niedersachsen as a business location and the excellent prospects it offers companies, you will find much of interest at www.nds.de.

AESA Automatisierungs- und Elektrotechnik Schaltanlagenbau GmbH

Eugen Albrecht
Founder and CEO

AESA is an internationally-oriented, excellently connected and steadily growing company with 14 years' experience in the automation and electronics sector, serving clients worldwide with planning, procurement, operating and spares supply from its head office with a staff of 25 in Seelze near Hannover.

As a 'SIEMENS Solution Partner', also supported by other leading automation manufacturers, AESA is successful in both European and US markets and well set up for future development and expansion. With its extensive international projects, large production volumes and excellent delivery networks, AESA GmbH can offer US clients exceptionally effective and efficient solutions in the field of automation technology.

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Niedersachsen State Parliament

Dr. Gabriele Andretta
Member of Parliament, Vice President, SPD group in the Niedersachsen State Parliament

The Niedersachsen State Parliament is the democratically elected representation of the people. Its particular tasks are to legislate, debate and pass the state budget, elect the Prime Minister, constitute the government and monitor its executive actions according to the Niedersachsen constitution.

Dr. Andretta's functions at the Niedersachsen State Parliament are:

- MP and Vice President
- Member of the SPD group executive committee
- Member of the Council of Elders and the Construction Commission
- Member of the Committee for Economic Affairs, Employment and Transport
- Representative on the council of 'Partnership of Parliaments'
- Member of the board of trustees, Volkswagen Employees Foundation

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sympacon IT Solutions GmbH

Clemens Aschemann
CEO

sympacon advises and supports companies all over the world with concepts, implementation and further development of IT solutions, drawing on many years of experience in finance, logistics and project and process management.

Tailor-made projects for clients mainly employ all the innovative SAP technologies that offer solutions for Industry 4.0 and the most various visionary scenarios. Highly satisfied globally active clients can be found in diverse sectors, with the automotive industry an important focus of sympacon's work.

Our Vision10! initiative

- To develop and realize innovative ideas in close cooperation with research and business.
- To set this initiative in a dependable long-term cooperation network – our planning horizon is ten years – is the sympacon vision: Vision10!

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JA-Gastechnology GmbH

Jens Asmuth
CEO and owner of JAG

JA-Gastechnology GmbH (JAG) is a turnkey specialist and European market leader in high purity span gas supply systems and automated gas management systems in the automotive emission sector, serving the industry worldwide.

JAG systems are constructed from components especially designed for automotive emission measuring, designed and engineered in-house and installed in stainless steel, orbital welded by our own qualified and trained personnel. JAG is certified to ISO 9001.

Other product highlights are gas generators, gas trolleys, gas supply units for analyzer benches and our barcode-controlled gas management system, 'Gasmonitoring'.

Our second core business is in alternative fuel concepts for CNG and hydrogen high pressure applications 70MPa technology in fuel cell vehicles.

We deliver containerized concepts for fuel cycle testing and permeation testing including full function filling stations for 70MPa prototype testing to SAE J2601 and SAE J2799 in the automotive industry.

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Bayraktar GmbH & Co. KG

Ersin Bayraktar
Managing Partner

We are a worldwide logistics and steel company based in Hannover and Helmstedt. Our main focuses are trade fair logistics, factory traffic and specialist transport. In the steel sector we specialize in the trade, treatment and delivery of structural steel, pipes, etc. We can support you in start-ups, process optimization and trade fair participation, and can market your products in our online shop. We are looking for commercial contacts to expand our areas of business.

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Energie-Forschungszentrum Niedersachsen

Prof. Dr.-Ing. Hans-Peter Beck
Chairman of the Board

EFZN consolidates university energy research to integrate the specific competencies of Niedersachsen and other stakeholders in Germany's energy turnaround – the shift to renewable sources. It aims to provide transdisciplinary theory and practical solutions to complex energy questions. Research issues in the energy sector such as efficiency, sustainable energy systems and social acceptability are foregrounded.

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Adference GmbH

Tobias-Benedikt Blask
Co-founder, COO

Adference GmbH was founded in 2014 by a group of researchers at Luneburg's Leuphana University. Years of extensive research on statistical online marketing models developed in close cooperation with large advertisers shaped the company vision. In the course of their research activities the founding members devised new approaches to optimizing online advertising. Their models received international recognition and gained several awards.

Since 2014, these models have been available as Adference products and formed the basis of the superior Adference Bid Management for Google Search and Shopping.

A significant number of media agencies and advertisers in Europe, especially in the DACH (Germany, Austria, Switzerland) region, already use the tool to substantially enhance their performance in Google AdWords and Shopping.

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Ministry for Economics, Labor and Transport of Niedersachsen

Ralf Borchers
Head of Department, SMEs

At the Ministry, Department 2 is also responsible for foreign trade, investment promotion and marketing, and the contact partner for craft trades, service enterprises and chambers of commerce and industry. Our main tasks are supporting small and medium-sized enterprises, start-ups, tourism, the telecommunications market, and extending broadband coverage.

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BOGE Elastmetall GmbH (BOGE Rubber & Plastics Group)

Dr. rer. nat. Torsten Bremer
President & CEO

The BOGE Rubber & Plastics Group, a global leader in vibration control and plastics solutions for the automotive industry with approx. 4,000 employees, recorded consolidated annual sales of around 740 million Euro in 2015. From its headquarters in Damme, Germany, the company operates ten locations in seven countries worldwide. Since 1994 BOGE has run its own plant in the USA. At the Hebron (KY) location 250 employees generate annual sales of more than 100 million Euro. Furthermore, a sales and engineering office is operated in the Novi, Detroit (MI) area. Main customers in the USA are Ford, GM, Daimler and FiatChrysler.

In San Luis Potosí, Mexico, the second plant in the NAFTA region will open in 2017.

BOGE Rubber & Plastics is owned by the Zhuzhou Times New Material Technology Co., Ltd. (TMT). TMT is a subsidiary of the China Railway Rolling Stock Corporation Ltd. (CRRC). CRRC is, with 180,000 employees and sales of around 35 billion Euro in the 2015 fiscal year, regarded as the world's leading manufacturer of rail vehicles and railway equipment.

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BTC Embedded Systems AG

Dr. Udo Brockmeyer
CEO

BTC Embedded Systems AG, part of the BTC Group, was founded in 1999. We started with an ambitious goal: to take complex and powerful mathematical verification and test methods out of the academic ivory tower and make them available for real-life model-based software development projects. We are still dedicated to this goal and look back proudly on 17 years of technological market leadership in areas such as formal verification, model checking and automatic test generation. Currently we have locations in Oldenburg, Berlin, Tokyo, Paris, and Timisoara. Partnerships with leading research institutes support our objectives and contribute to a continuous innovation process, recognized with the 'Innovative through research' certificate. Today, our products are used by car makers and suppliers worldwide for the automated testing and verification of embedded systems.

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Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG

Andreas Bullwinkel
Managing Director/CEO

Wilhelmshaven Container Terminal is the only German deepwater container port independent of the tides. Behind the terminal, a freight village covering 160 hectares has been established, and a maritime logistical cluster of international importance is developing, offering an infrastructure unique in Northern Europe with excellent investment opportunities on trimodal-connected sites.

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Hannover Re SE

Dr. Andreas Eckstein
Manager Innovation

Hannover Re is the world's third-largest reinsurer.

It transacts all lines of property, casualty and life/health reinsurance and is represented on every continent by around 2,500 staff. The rating agencies most relevant to the insurance industry have awarded Hannover Re very strong insurer financial strength ratings (Standard & Poor's AA – 'Very Strong' and A.M. Best A+ 'Superior').

Along with the classic reinsurance lines Hannover Re is actively looking for new business opportunities, especially in the fields of big data, industry of things, new mobility and renewable energies.

In the field of innovation we work pro-actively with start-ups and incubators to develop new game changing business models.

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Pro Hannover Region e.V.

Birgit Feeß
General Manager

With 400 member companies, Pro Hannover Region (PHR) is the largest business organization in Hannover – a forum of managers, executives and owners of small, medium-sized and large companies in cooperation with associations and local authorities. Its main founding vision and objective is to promote and support the local economy and to bring together companies in search of new business activities and transnational cooperation.

Monthly breakfast meetings at different locations are attended by 140 members. Ninety members of our eleven working groups, such as IT and healthcare, support all PHR members.

Together with the 'Festfabrik' company, PHR is currently organizing the large local B2B business fair 2017, where companies will present their services and collaborate with other local enterprises.

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IAV GmbH

Frank Fickel
Future Trends & Technology Transfer,
Vehicle Integrated Functions (VI)

Our engineering is at the heart of vehicles all over the world. As one of the leading development partners to the automotive industry, IAV offers more than 30 years of experience and a range of skills second to none. With our expertise in the entire vehicle and the passion to match, we provide technically perfected solutions that balance both rational and emotional aspects. Clients include all the world's premier automobile manufacturers and suppliers. In addition to development centers in Berlin, Gifhorn, and Stollberg near Chemnitz, IAV operates from other locations in Europe, Asia, North and South America.

Employing 6,500 people and with first-class facilities, we assist manufacturers and suppliers in carrying out their projects wherever they are in the world – from concept to start of production. Your goals are our mission!

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HaCon Ingenieurgesellschaft mbH

Michael Frankenberg
Managing Director and Partner

Honored by MIT as one of the '50 Smartest Companies' worldwide, HaCon provides cutting-edge software solutions for public transportation, mobility and logistics. From trip planning to mobile ticketing and fleet management, our HAFAS product suite covers all aspects of Intelligent Transportation Systems (ITS). Each day our apps and web-based solutions receive over 100 million requests from passengers who rely on HAFAS to shape their multimodal mobility choices.

HaCon holds shares in the NYC-based startup and ticketing expert Bytemark, Inc. to deliver the future of mobile ticketing and real-time trip planning for customers such as Capital Metro in Austin, Texas. Google has also recently partnered with HaCon to streamline real-time management, e.g. for NYC's Metropolitan Transportation Authority members. With headquarters in Hannover, Germany, HaCon also maintains offices in Berlin, Paris and London.

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IAV GmbH

Robert Frase
Head of Department

Our engineering is at the heart of vehicles across the globe. As one of the leading development partners to the automotive industry, IAV offers more than 30 years' experience and a range of skills second to none. With our expertise in the entire vehicle, and the passion to match, we provide technically perfected solutions that balance both rational and emotional aspects. Clients include all the world's premier automobile manufacturers and suppliers. In addition to development centers in Berlin, Gifhorn and Stollberg near Chemnitz, IAV also operates from locations in Europe, Asia, North and South America.

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Deutsche Messe AG

Dr. Andreas Gruchow
Member of the Managing Board

Deutsche Messe organizes trade fairs and conferences in Germany and abroad with an emphasis on international B2B trade fairs for capital goods, and also runs two trade fair grounds abroad – SNIEC (Shanghai New International Expo Centre) in China and ICE (Indonesia Convention Exhibition) in Jakarta.

The company is represented in over 100 countries by more than 65 representative offices, nine subsidiaries (in Australia, Brazil, Canada, China, India, Mexico, Russia, Turkey and the USA) and two branches (in Italy and the UAE).

Deutsche Messe employs approx. 1,200 people, including more than 250 abroad. Turnover in 2015 was 329 million Euro.

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neusta GmbH

Fabian Gutsche
Managing Partner

neusta group's core activities are in consulting and the development and realization of complex, mostly web-based, software solutions. Additionally, team neusta provides concept devising, human resources, design, usability and communication services. About 850 people currently work for team neusta at locations including Bremen, Hamburg, Munich, Berlin, Cologne and Toulouse, along with around 400 commissioned freelancers. For 2016, the group expects a turnover of 128 million Euro.

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Volkswagen AG

Jens Hanefeld
Head of International
and European Policy

The Volkswagen Group with its headquarters in Wolfsburg is one of the world's leading automobile manufacturers and the largest carmaker in Europe.

Due to difficult market conditions in 2015, the number of Group vehicles delivered to customers dropped to 9.931 million (2014: 10.137 million). The share of the world passenger car market amounts to 12.3 percent.

In Western Europe, nearly one in four new cars (24.4 percent) is made by the Volkswagen Group. Group sales revenue in 2015 totaled 213 billion Euro (2014: 202 billion Euro), while negative earnings after tax amounted to –1.4 billion Euro (2014: 11.1 billion Euro). The Group comprises twelve brands from seven European countries: Volkswagen Passenger Cars, Audi, SEAT, ŠKODA, Bentley, Bugatti, Lamborghini, Porsche, Ducati, Volkswagen Commercial Vehicles, Scania and MAN. Each brand has its own character and operates as an independent entity on the market. The product spectrum ranges from motorcycles to low consumption small cars and luxury vehicles. In the commercial vehicle sector, the product range includes pickups, buses and heavy trucks.

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Institute of Automotive Engineering, TU Braunschweig

Dr.-Ing. Roman Henze
Chief Engineer, Manager Vehicle Dynamics & Active Systems/
Head of Research Field 'Intelligent and Connected Vehicles' at NFF (Automotive Research Center Niedersachsen)

The long tradition of the Institute of Automotive Engineering (IAE) dating back to 1916, and restructuring since 1997, have created a profound focus on core competences in five basic fields:

- chassis and driving dynamics,
- driver assistance systems and automated driving
- vehicle transmissions, hybrid and electric drives,
- vibrations and acoustics.
- body and interior ergonomics.

Modern test facilities and measuring equipment, well-equipped laboratories and workshops are available for practical research and development.

Close contacts with the automotive and supplier industry, technical service providers, inspection authorities and public research institutions, as well as national and international interdisciplinary working methods, facilitate solutions to complex problems and guarantee up-to-date teaching.

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Ministry for Economics, Labor and Transport of Niedersachsen

Ingelore Hering
Head of Department,
Industry and Maritime Enterprise

At the Ministry, industrial policy and the concerns of the business community are brought together in the Department of Industry and Maritime Enterprise. These sectors, and technological issues in the fields of vehicle construction, food and agriculture, harbors/specialist shipbuilding, mechanical engineering, renewable energy, light-weight construction, aerospace and medical technology, along with developing the infrastructure of Niedersachsen's ports and promoting regional business structures are among the department's tasks.

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Hoffmann Maschinen- und Apparatebau GmbH

Tobias Hoffmann
General Manager and Owner

When grinding gears, camshafts, crankshafts or blades, tolerance is down to micrometers, the cooling lubricant is highly stressed, and wear debris and heat must be filtered out, discarded or dispersed. More than 500 customized, fully automatic filtration systems from 100 to 12,000 Liters/min. leave the HOFFMANN factories in Lengede and Broistedt each year. Each filtration system includes a controller and recirculation chiller manufactured in-house. Cooling power can range from 30 to 1200 kW. For nearly five decades, this vertical manufacturing range has been our competitive advantage, highly valued by customers and users worldwide. Global partners are located in Brazil (Union Tecnologia), China (Dynamic Power Transmission), India (Sovereign Tech) and the US (Hoffmann Filter Corporation). HOFFMANN currently employs a fully trained staff of 215 plus more than 20 apprentices.

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Ernst & Young GmbH Wirtschaftsprüfungsgesellschaft

Jörg Hönemann
Managing Partner Automotive
& Transportation Germany,
Switzerland and Austria.

The EY organization is a global leader in assurance, tax, transaction and advisory services. We leverage our experience, knowledge and services to help build trust and confidence in the capital markets and economies the world over. We are ideally equipped for this task, with well trained employees, strong teams, excellent services and outstanding client relations.

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TU Braunschweig, Institute for Engineering Design

Dr.-Ing. David Inkermann
Work Group Leader/
Academic Board Member

From idea to product – this drives our research and teaching.

Design methodology, vibro-acoustics, vehicle concepts, computer aided engineering design and machine elements and their combination form the basis of our successful research, which results in procedures, methods, and computer-aided tools for the development of innovative products.

Our teaching is aimed at practical education; it is based on real professional and interdisciplinary challenges in students' future professional life and encourages their individual development.

The Institute is involved in research activities at the Automotive Research Centre Niedersachsen (NFF) and the Aeronautics Research Centre (NFL).

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OECON Holding & Consulting GmbH

Günther Kasties
Managing Director

For over 25 years the OECON Group has been offering IT solutions in positioning and navigation, as well as automotive (e-Call – automatic emergency call, e-mobility) and logistics, making us a leading provider and system architect for applications of mobile positioning technologies. Furthermore, we provide worldwide verification, validation and certification for IT products and services (e.g. driver's logbooks, e-Call, tolling and other navigation products and services). OECON is also involved in national and EU research projects on automated driving and V2X testbeds.

Günther Kasties, head of the OECON Group, is also a member of the board of ITS automotive nord e.V. and ITS Deutschland e.V. and thus supports close cooperation between SMEs and research institutions on intelligent mobility.

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Investitions- und Förderbank Niedersachsen – NBank

Michael Kiesewetter
Chairman of the Board

NBank is Niedersachsen's bank, owned by the federal state, for investment and business development; it processes all federal funding programs to stimulate the regional economy, labor market and education, as well as grants for housing and urban development. NBank also gives advice on EU-supported programs.

NBank plays a key role in financing investments, especially for SMEs, start-ups and young technology oriented businesses in Niedersachsen.

NBank is a partner in the international 'Enterprise Europe Network', which helps SMEs to make the most of business opportunities in the EU and beyond. Through the network, businesses get expert advice on accessing EU funding, making international connections, forging direct links for international business cooperation, and bringing innovations to the market.

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KIRCHNER Engineering Consultants GmbH

Lutz Kirchner
Managing Partner

KIRCHNER has many years business experience and 150 skilled employees. Since 1966 we have provided the highest quality engineering services for private- and public sector clients in Germany and abroad.

Our main project commissions are in infrastructure provision and planning technical building services (HVAC & ELT, also known as MEP).

In the infrastructure field, we have developed the PRO OPEN GIS software, used by many customers in Germany and throughout Europe for land and services surveying.

We are currently planning geothermal projects in northern Germany, seeing the enormous growth potential for this renewable energy source due to its capacity to guarantee constant base load supply.

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RETEK AG

Martin Knode
CEO

RETEK AG was founded in 1993 to ensure the correct and environmentally sound disposal of end-of-life vehicles in the region; shareholders are 200 automobile sector companies. Today we have an annual turnover in the double-digit million range and more than 60 employees. We supply used and as-new spare parts for customers around the world and are among the small number of automobile industry selected partners.

As an exclusive partner of German OEMs we focus mainly on Audi, BMW, Mini and Volkswagen – brands with worldwide recognition, the highest technical standards, volume production and simultaneously a premium segment in strong demand. We fulfill the highest quality, service and sustainability requirements; our international customers value RETEK as a competent, reliable and effective partner. Basic facts:

- 250,000 spare parts available
- dismantling up to 6,000 vehicles each year
- storage area 50,000 m²
- indoor floor space 20,000 m²
- worldwide spare parts distribution.

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VIEROL AG

Ulf R. Koschig
Vice Chairman of the Executive Board

Our success leads to progress:

VEMO, VAICO and ACKOJAP, our quality brands, benefit from VIEROL AG's decades of experience in the international independent automotive aftermarket. As a traditional family business with a highly competent, market- and customer oriented management, we have grown steadily. To continue this positive trend we invest equally in product development, infrastructure and career advancement for our employees, and our subsidiaries in Jersey City, Shanghai and Singapore ensure that we stay in close contact with our international business partners.

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NORD/LB

Bernd Krampen
US Economist (plus Canada, Mexico)

NORD/LB is a group of regional and specialized banks, financing assets and raising funds for our regional and international, corporate, retail and institutional clients. Our core business reflects the key economic characteristics of our home state in northern Germany. We manage risks and costs with respect to concentration and cycles.

In addition to traditional banking products, we focus on asset-based lending, hedging instruments for interest and FX exposure, as well as debt capital market products.

We apply our specialist expertise to transforming credit risks into alternative credit investment products and offer additional asset management services for institutional clients across all our asset classes, outperforming the markets in terms of profitability.

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Katrin Labs. Personalmakler

Katrin Labs-Schmidt
entrepreneur/owner

Katrin Labs. Personmakler:

- Founded in 2013
- Executive Search, Interim Management and HR Consulting

Our goal is to find the right person for the position or the right position for the person, focusing on commercial and leadership functions, accounting, controlling and taxation personnel, with a second focus since 2015 on IT and technical jobs.

Our success is based on a global network. Our reputation is founded on high quality, transparency, individual attention and honesty.

Katrin Labs-Schmidt has over 20 years experience in human resources consulting. She previously worked for a global market leader in professional staffing.

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the peak lab. GmbH & Co. KG

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Founded in 2008, the peak lab. is a design-driven software company based in Oldenburg, Germany. We create, design & develop innovative software, smart apps & digital products. Our lab. comprises software developers, UI & UX designers, data scientists & creative thinkers. With a focus on renewables, energy management & digitalization, we apply our expertise to UI & UX design, digital strategy & innovation, R&D, data science, concept & design development, front/back-end development & prototyping. In addition, the peak lab. participates in the 'enera' research project, part of the German Federal Ministry of Economic Affairs & Energy's 'Smart Energy Showcases – Digital Agenda for the Energy Transition'. The project consortium of 70 partners was launched in early 2017, when federal government approved a 200 million-Euro grant.

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Niedersachsen State Parliament

Sebastian Lechner
Member of Parliament, CDU group
in the Niedersachsen State Parliament

Sebastian Lechner studied economics, is a businessman and since 2013 the directly-elected Member for Neustadt and Wunstorf in the Hannover region at the Niedersachsen State Parliament.

As the assembly of the people's representatives, the State Parliament is the highest constitutional body of the federal state, with powers to legislate, approve the state budget, constitute the government from among its members and monitor its actions, and choose the Prime Minister.

The 54 Christian Democrat Members comprise the largest single parliamentary group; since 2013 it has fulfilled the responsibilities of opposition to the ruling Social Democrat-Green Party coalition.

The guiding principles of Germany's Christian Democratic Union (CDU) are shaped by Christian beliefs and the fundamental values of freedom, solidarity and justice. The leader of the CDU in Germany is Chancellor Dr. Angela Merkel.

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NORDSYS GmbH is a medium-sized enterprise that provides software and system solutions for the automotive sector. The company focuses on developing the next generation of infotainment system architectures, smart mobility and the methodology of simulating functions for self-driving vehicles, also has more than 13 years of experience in developing solutions for Vehicle-2-X communication, and is currently working on cooperative cars. The NORDSYS 'waveBEE' brand comprises a full range of products for developing and testing Vehicle-2-X communication applications, including development platforms, unique mobile testing equipment, and a V2X software stack for line production.

NORDSYS is involved in all major V2X deployment projects in the European Union, and has also been a sub contractor development partner for an OEM in the USA DOT-funded CAMP project.

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NiedersachsenRock 21 GmbH & Co. KG

Steffen Müller
Managing Partner

RADIO 21 is a radio station based in Hannover, together with Rockland Radio in southwest Germany part of a radio network serving 30 cities in the federal states of Niedersachsen, Bremen, Rheinland-Pfalz and parts of Hesse and Baden-Württemberg. The newly developed RADIO 21 TV is an illustrated 1:1 display for screens of the audio program; music on RADIO 21 is visualized with matching videos, presenters are integrated with cameras and weather, traffic and news are enriched with jingles and picture-motifs. The format comprises rock music from the 70s to today and rock-oriented pop music for a target group of urban men and independent women with a high level of education and above-average income. In addition to its main programs RADIO 21 develops innovative digital audio concepts, for the Connected Car or the Smarthome.

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Unternehmerverbände Niedersachsen e.V.

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Managing Director

UVN represents the employers, trade, and industry associations in Niedersachsen and works as an umbrella organization for more than 70 member associations, representing their common interests and goals with regard to social, economic and educational policies. It gives statements to regional, national or European authorities and analyzes information on the political and economic framework in Germany.

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OFFIS – Institut für Informatik

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Chairman

OFFIS, founded 1991, with currently 250+ employees, is an internationally active research and development institute for selected information technologies and practice-oriented areas of computer science research. OFFIS makes the transfer of technological knowledge from research to industry its business, converting research results and scientific know-how from computer science into prototypes that are developed further into marketable products by industry partners.

In about 70 ongoing research and development projects OFFIS provides research and prototype development to the highest international standards in the fields of energy, health and transportation. OFFIS cooperates worldwide with over 600 partners from industry and science.

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L3S Research Center, Leibniz University of Hannover

Prof. Dr. Wolfgang Nejdl
Director

L3S is an interdisciplinary center for basic and applied research focusing on web, internet and digital Innovation; the annual research budget is about 6 million Euro, five of its members have successfully applied for ERC grants to finance high risk / high gain research projects for excellent European researchers. Among the six largest research groups, four are headed by professors of computer science (web and information retrieval, computer networks, video and scene analysis, robotics), one of law (data protection and privacy), and one of sociology. The institute is currently coordinating a proposal for a German Internet Institute, and is involved in the Mobilise and Smart BioTecs strategic partnerships in Niedersachsen. Prof. Nejdl heads the group on data science, web and social media, and is responsible for the ERC Advanced Grant ALEXANDRIA.

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Roland Berger, founded in 1967, is an independent partnership owned exclusively by 220 partners and the only leading business consultancy of German heritage and European origin. With 2,400 employees in 34 countries, we manage successful operations in all major international markets from our 50 offices in the world's key business hubs.

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Innovationszentrum Niedersachsen GmbH

Dr. Maik Plischke
General Manager

Innovationszentrum Niedersachsen is an essential element of the state's economic development.

Our goal is to support the Niedersachsen economy in developing innovation and creating and securing jobs.

We are the independent strategy and technology consultancy of the Niedersachsen state government, and set up branch-specific and cross-sectoral economic promotion networks to stimulate the business, science and political communities to develop and disseminate cutting-edge key technologies.

We thus optimize technology transfer in Niedersachsen and assist the state's enterprises with implementing and developing their technological and social innovation projects.

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nass magnet GmbH

Jörg Stephan Prigge
Head of Sales Projects

Innovation by nass magnet

nass magnet is one of the market leaders in modular and compact electromagnetic components, represented throughout the world from its headquarters in Hannover. Sister companies are nass magnet Hungária Kft. in Veszprém, Hungary, nass controls in New Baltimore, USA and nass magnet Shanghai Trading Co., Ltd. in China.

With approximately 600 employees, nass magnet develops, produces and distributes electromagnetic solutions for very diverse control technology applications e.g., for air, neutral gases, liquids and other media. Core client sectors are automotive, industrial pneumatics and process automation. Customers appreciate nass magnet know-how acquired over many decades, one-stop competence at any stage up to customer interface adaptation along with fulfillment of the highest quality, environmental and safety standards.

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Executive Vice President

EWE is an innovative, regionally focused service provider maintaining a portfolio of energy, telecommunications and information technology operations. With its range of innovative products for residential and commercial customers EWE is molding the energy supply of the future, maintaining the highest levels of sustainability, efficiency and reliability. With 9,000 employees and turnover of 8 billion Euro EWE is one of the largest energy providers in Germany, supplying 1.3 million customers in the North of Germany, Poland and Turkey with electricity, 1.7 million with natural gas and almost 700,000 with telecommunication services. EWE runs approximately 200,000 km of energy grids and telecommunications lines. Pioneering the use of renewable energy in the 1980s, EWE has become one of Germany's leading providers of electric mobility infrastructure, products and support services.

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TU Clausthal, Institute for Applied Software Systems Engineering

Prof. Dr. Andreas Rausch
Board Member

The Institute for Applied Software Systems Engineering (IPSSE) was founded in 2011 as a research association at the TU Clausthal. Along with the TU Clausthal Chairs of Software Systems Engineering and of Embedded Systems, Braunschweig University of Technology's Institute for Programming and Reactive Systems is involved in the research association. The institute is also supported and partially funded by notable companies from various sectors and has strong connections with the Automotive Research Center Niedersachsen (NFF).

One focus area for the research association is modular architecture. The approach employs software components that provide an uncomplicated way to modify and extend a program. This reduces both the workload and the risk that fatal errors are introduced by changes.

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BLOCK Transformatoren-Elektronik GmbH

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BLOCK Transformatoren-Elektronik GmbH is a leading manufacturer of transformers, power supplies, reactors and EMI filters. BLOCK has around 1,200 employees, 16 companies and 38 sites worldwide. Offering over 2,500 standard products as well as a wide range of customized products, our solutions ensure maximum power supply quality in a large number of industrial and commercial applications. All BLOCK products are developed and produced in-house, from the research and development phase through production and quality assurance to certification. We are consistently evolving and invest strongly in advanced research projects and development work. BLOCK's latest achievement is the foundation of a new production facility in the Chicago area. The company-owned building in Franklin Park, Illinois, also accommodates the sales department and warehouse for the US.

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Römermann Rechtsanwälte AG

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Römermann Rechtsanwälte AG's history as a highly specialized law firm goes back to 1962; it is known as one of the top medium-sized law firms in Germany championing strong practical and academic legal solutions.

Our specialized attorneys focus on clients' needs as a continuous process, understanding the mandate as a wish for consistent full service. Teamwork is guaranteed whether the client is an individual, a start-up company or an international corporation.

Services cover litigation, arbitration, mergers and acquisitions, intellectual property law, IT law and insurance matters, and all issues related to the profession of an attorney: labor law, insolvency and restructuring, compliance and matters of commercial criminal law.

Our attorneys, several of whom have experience abroad, are bilingual in e.g., English, French, Spanish, Greek, Russian, Ukrainian and Chinese.

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Greenland Seafood Wilhelmshaven GmbH

Jan Rosenkranz
Chief Financial Officer

Greenland Seafood Wilhelmshaven GmbH was established in 2013 through the sale of individual business units of Royal Greenland Seafood A/S.

As a modern fish processing company, it serves the European food retail market and food service industry. Greenland Seafood produces breaded products (e.g., fish sticks and portioned fillets), natural fillets and marinated products (e.g., gourmet filets). Production is based at 2 locations, in Germany and in France, with approx. 600 employees. The business is strongly influenced by production for supermarket brands, while Greenland also sells its own brands 'SeaSide', 'yourfish!' and 'Marefino', so far mainly in the European market.

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Schnellecke Group AG & Co. KG

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Chairman of the Supervisory Board

The Schnellecke Group is a globally active logistics provider and supplier for the international automotive industry. With more than 15,000 employees, this family-owned German company generates about 1 billion Euro turnover at over 50 company sites in 15 countries. Its main focus is on inbound logistics supply services for automotive factories. Through just-in-time and just-in-sequence deliveries, Schnellecke employees manage and optimize highly complex supply chains, ensure demand-oriented supply to production, and take on the assembly of components. Schnellecke's KWD Automotive subsidiary concentrates on manufacturing car body components and lightweight construction. In the USA, Schnellecke operates in Chattanooga, Tennessee and Tuscaloosa, Alabama, and at a further 15 automotive sites in Mexico.

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SCHUBS is a leading supplier of electric control panel solutions, serving Original Equipment Manufacturers. We design and manufacture the highest quality control panels for OEMs in the compressed air systems, alternative energy, construction equipment, plastics extrusion and food & beverage processing markets.

With a high degree of process automation and digitized workflows like Industry 4.0, we are one of the foremost panel builders.

Our design office works with EPLAN 3D systems. We produce with fully automatic crimping machines, CNC sheet metal processing machines and assembly assistance systems.

We are certified to DIN EN ISO 9001, 14001 and UL 508A.

With our experience in automation for panel building we are seeking opportunities for cooperation with companies in our field.

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Arne Stark
Manager Service Center North

As an HR service provider for IT & Engineering, top itservices AG can look back on more than 35 years of success. With 11 locations across Germany, top itservices AG maintains close proximity to customers, employs over 800 permanent and contract project staff and has access to a network of more than 95,000 experts. The company combines specialist expertise in the automotive, engineering, Industry 4.0 and finance fields, in the public sector, in SAP and in supplying permanent staff in specialized competence centers. Thanks to this wide-ranging know-how, top itservices AG is always able to identify and focus on all the relevant topics and trends in the field of IT and engineering. This means that on a weekly basis top itservices AG can choose from 850 applicants, regularly has access to over 500 vacancies and, in addition to longstanding customer partnerships, gains over 100 new clients a year.

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T Dock International GmbH

Bastian Stegen
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T Dock is active in 93 countries worldwide and is an expert at producing and distributing floating docks and marinas. We make jetski platforms, docks, helicopter landing platforms, and military installations as well as many other types of work or service platforms, floating bridges and more, not only for the marine but also for the construction industry. We are looking for partners in the USA to expand our sales network

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GÖHMANN Rechtsanwälte und Notare

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Göhmann is one of Germany's major firms in the commercial law sector, with about 120 lawyers and notaries in Berlin, Braunschweig, Bremen, Frankfurt, Hannover, Magdeburg and Barcelona. We provide guidance on all matters of national and international commercial law, monitor our clients' business transactions and enforce their interests. In almost every country, including the USA, we work in close cooperation with major law firms to serve our clients' needs. In the northeast United States we have been working successfully for many years with the law firm CLARKHILL LLP, which has offices in Chicago, Detroit, Arizona, Delaware, Illinois, Michigan, New Jersey and Washington.

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AGIMUS GmbH

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CEO

AGIMUS GmbH was established in 1991 as Full Service Provider in environmental, health and safety (EHS) topics in Brunswick, Germany.

We are accredited as a certifying body for diverse EHS standards e.g. ISO 14001 (environmental management), ISO 50001 (energy efficiency management) and the European Environmental Management Scheme EMAS.

For more than 25 years we have delivered high quality services such as:

- implementation of Environmental and Energy Management Systems
- reducing energy consumption, resource depletion and waste accumulation in industrial and commercial companies
- establishing sustainability strategies, sustainability indicators and Corporate Social Responsibility studies.
- AGIMUS also plans, installs and operates environmental technology facilities.

AGIMUS' focus is to improve environmental performance and enhance our clients' profitability through applying modern sustainability strategies.

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Kai Viehmeier Consulting GmbH

Kai Viehmeier
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IT security is crucial.

Since the company's foundation in 2002 our commitment has been to providing corporate clients with individualized consulting on information security. Thanks to our extensive experience in every industrial sector, our particular strengths lie in the blend of expertise in technical and organizational information security and knowledge of German data protection laws. We view information security as a crucial, constantly evolving process in corporate risk management. Our practical consulting services help ensure that the protection measures in place for critical business data and processes are adapted to the actual need – without overkill, but incorporating the efficient use of resources and ease of manageability. By looking for possible security vulnerabilities in critical business processes, we can help you assess your operational risks.

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Niedersachsen State Parliament

Maaret Westphely
Member of Parliament,
Spokeswoman on economic Affairs,
Bündnis90/Die Grünen group in the
Niedersachsen State Parliament

The Green Party group in the Niedersachsen State Parliament comprises 20 members and has formed the coalition government with the Social Democrats since 2013 with four Ministerial posts: Environment, Energy and Climate Protection; Science and Culture; Food, Agriculture and Consumer Protection; Justice.

Maaret Westphely, by profession a geographer, was a Hannover City Councilor from 2006 to 2013, responsible for gender equality, economic affairs and construction. In the State Parliament Ms Westphely is the Green Party spokeswoman on economic affairs, tourism and regional development, and development policy.

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Established in January 2008, Willmann Consulting focuses on services for production processes, sales and management in engineering or engineering-related companies.

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Dr. Gabriele Andretta 7
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sympacon IT Solutions GmbH

Jens Asmuth 9
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Dr. rer. nat. Torsten Bremer 14
BOGE Elastmetall GmbH
(BOGE Rubber & Plastics Group)

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Tobias Hoffmann 27
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Jörg Hönemann 28
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Dr.-Ing. David Inkermann 29
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Ulf R. Koschig 34
VIEROL AG

Bernd Krampen 35
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Katrin Labs-Schmidt 36
Katrin Labs. Personalmakler

Jens Läkamp 37
the peak lab. GmbH & Co. KG

Sebastian Lechner 38
Niedersachsen State Parliament

Manfred Miller 39
NORDSYS GmbH

Steffen Müller 40
NiedersachsenRock 21 GmbH & Co. KG

Dr. Volker Müller 41
Unternehmerverbände Niedersachsen e.V.

Prof. Dr.-Ing. Wolfgang Nebel 42
OFFIS – Institut für Informatik

Prof. Dr. Wolfgang Nejdl 43
L3S Research Center, Leibniz University of Hannover

Prof. Dr. Torsten Oltmanns 44
Roland Berger GmbH

Dr. Maik Plischke 45
Innovationszentrum Niedersachsen GmbH

Participants

Stephan Jörg Prigge 46
nass magnet GmbH

Rainer Raddau 47
EWE Aktiengesellschaft

Prof. Dr. Andreas Rausch 48
TU Clausthal,
Institute for Applied Software Systems Engineering

Jörg Wolfgang Reichelt 49
BLOCK Transformatoren-Elektronik GmbH

Prof. Dr. Volker Römermann 50
Römermann Rechtsanwälte AG

Jan Rosenkranz 51
Greenland Seafood Wilhelmshaven GmbH

Prof. Rolf Schnellecke 52
Schnellecke Group AG & Co. KG

Axel Schulz 53
SCHUBS GmbH

Arne Stark 54
top itservices AG

Bastian Stegen 55
T Dock International GmbH

LL.M. Ralf Stötzel 56
GÖHMANN Rechtsanwälte Abogados und Notare

Dr. rer. nat. Ralf Utermoehlen 57
AGIMUS GmbH

Kai Viehmeier 58
Kai Viehmeier Consulting GmbH

Participants

Maaret Westphely 59
Niedersachsen State Parliament

Wolfgang Willmann 60
Willmann Consulting GmbH

Organisation

Bettina Boller 61
Ministry for Economics, Labor and Transport of Niedersachsen

Pia-Felicitas Homann 61
Hannover Chamber of Industry and Commerce

Sabine Schlemmer-Kaune 62
Ministry for Economics, Labor and Transport of Niedersachsen

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Notes

Notes

This delegation has been organized by:

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Picture credits
ingimage, Deutsche Messe – Rainer Jensen,
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Published by:

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