

AZL

Aachen GmbH

Excellence in Lightweight Production



AZL Partnership Model

Services | Approach | Benefits

In cooperation with:

AZL **RWTHAACHEN**
Aachener Zentrum für
integrativen Leichtbau **UNIVERSITY**



Your Link between Research and Industry

OUR MISSION

AZL consists of two separate entities: The Aachen Center for Integrative Lightweight Production (AZL) of RWTH Aachen University addresses teaching activities as well as basic research and development of lightweight products, materials, production processes and systems and has access to the latest full-scale machines and automation systems. As a service provider partnering with companies in the field of lightweight production technology, AZL Aachen GmbH provides industrial services in the areas of engineering, consultancy and project management, networking and business development. Together as AZL, we are the one-stop shop for lightweight production technology and offer holistic and cross-industry solutions for your business.

With the AZL Partnership, the AZL Aachen GmbH enables the close cooperation between the lightweight industry and the research institutes of RWTH Aachen Campus along the whole value chain.

OUR SERVICES WITHIN THE AZL

- Annual Partner Meeting
- Workshops and Workgroups
- Joint Partner Projects
- Acquisition of Public Funding
- Networking
- Marketing, PR
- Human Resources
- Extended Matchmaking
- Market Intelligence
- Campus Office

OUR PARTNERSHIP TYPES



Our Partners can update their Partnership anytime to a Business or Premium Partnership. Details are given on page 13.

Our Research and Industrial Partners

Entire Lightweight Value Chain

MORE THAN 70 PARTNER COMPANIES FROM 19 COUNTRIES



OUR RESEARCH PARTNERS AT RWTH AACHEN CAMPUS

All competences along the value chain: 9 Institutes with >750 scientists working on lightweight topics.



Campus Melaten of RWTH Aachen University
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Annual Partner Meeting 2017:

June 21st and 22nd

INCLUDED IN:



Service

Annual Partner Meeting

APPROACH

- One two-day meeting per year for co-definition of AZL strategy
- Keynote presentations of AZL Partner Companies and Institutes (Speed Dating)
- Definition of joint partner projects, workgroups and workshops
- Outcome of realized projects and workgroups
- Networking with more than 150 representatives of national and international AZL Partner Companies



YOUR BENEFITS

- Presentation of your innovations to partners
- Networking with AZL Partner Companies and Institutes
- Definition of research projects and workshops

INCLUDED IN:



Next Workgroup Meetings 2016/2017:

November 23rd: Pipes and Vessels

November 24th: High-Performance SMC

February 21st: High-Speed RTM Matrices

February 22nd: Hybrid Thermoplastic Composites



Service

Workshops and Workgroups

APPROACH

- Workshops to indicate and discuss topics for collaboration and research, e.g.
 - Joining
 - Lightweight Research Landscape
 - Quality Assurance in Composite Value Chains
 - End-machining of Fiber-reinforced Plastics
- Industrial Workgroups with regular meetings on lightweight topics such as
 - High-Speed RTM Matrices
 - Hybrid Thermoplastic Composites
 - Pipes and Vessels
 - High-Performance SMC
- Websites (Business Platforms) for external communication of services and products along workgroup technologies

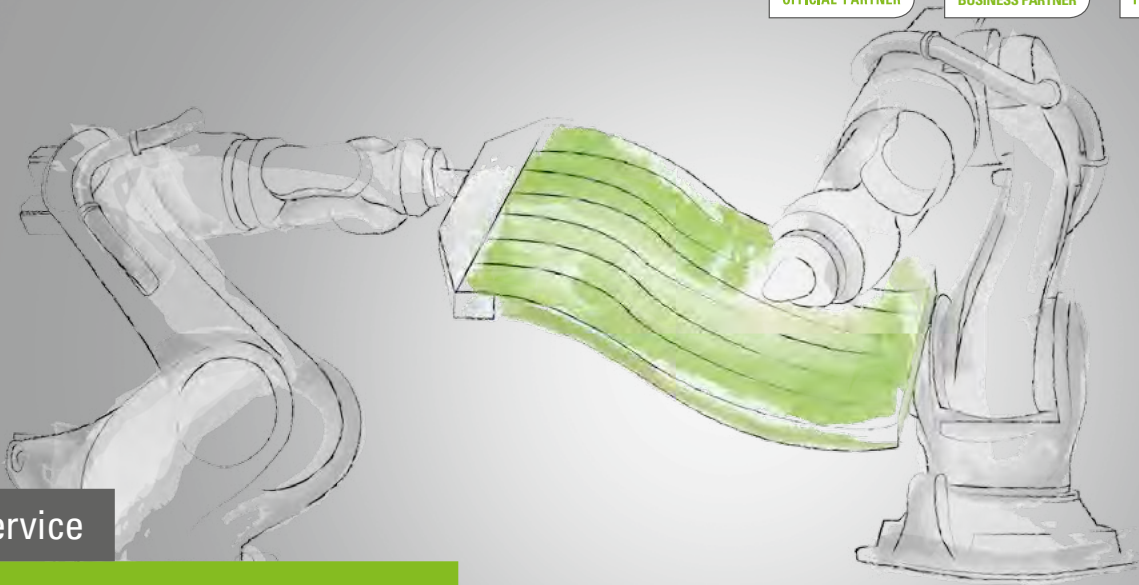


YOUR BENEFITS

- Definition of Joint Partner Projects
- Possibility to define new industrial standards (e.g. RTM specifications, tape quality)
- Continuous collaboration on lightweight topics



PROJECT PARTICIPATION EXCLUSIVELY FOR:



Service

Joint Partner Projects

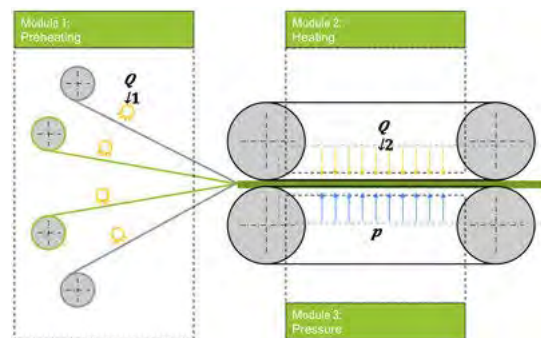
APPROACH

- **Definition of pre-competitive Joint Partner Projects within Annual Partner Meeting, Workshops and Workgroups**
- **Example 1: Ultra-Fast Manufacturing of Tailored Composite Blanks**
 - 18-month projects, started in June 2016
 - 12 industrial partners: OEM, Tier 1's, tape manufacturer, system and service provider
- **Example 2: Tape Qualification and Benchmarking**
 - One-year project, accomplished in March 2016
 - 7 industrial partners: OEM, tape and fiber manufacturer, chemical industry
- **Example 3: Development of new Concepts for cost-efficient Double Belt Presses**
 - One-year project, accomplished in April 2016
 - 7 industrial partners: Press manufacturer, chemical industry, steel industry
 - Start of follow-up project in October 2016



Ultra-Fast Preforming for Composite Sheet Production

Project Example: From Offset Printing Technologies to Ultra-Fast Composite Sheet Production

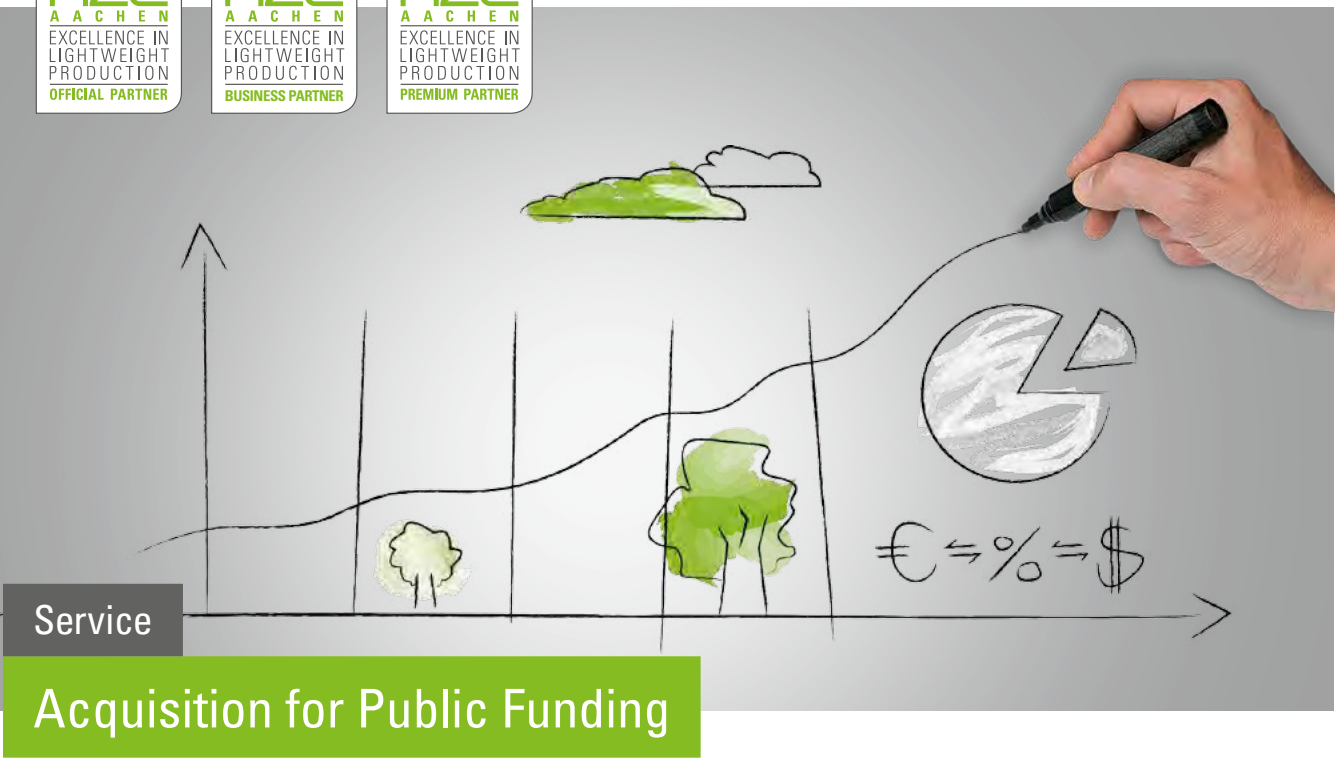


Project Example: New Machine Design for Low-Cost and Energy-Efficient Double-Belt Presses

YOUR BENEFITS

- Exclusive Joint Partner Projects with AZL Partner Institutes and AZL Partner Companies
- Focused pre-competitive R&D at shared costs

INCLUDED IN:



Service

Acquisition for Public Funding

APPROACH

- Risk-reduction by identification of available public funding possibilities for your demand (e.g. BMBF, BMWI, EU, cross-border funding, etc.)
- Identification of potential international partners and consulting on focusing research topics
- Consulting how to use the AZL infrastructure as a technology platform
- Direct contact via the AZL Aachen GmbH partners to set up consortia for public funded projects



YOUR BENEFITS

- Customized acquisition for public funding for your projects
- Identification of potential partners for your demands
- Writing of project proposals

INCLUDED IN:

AZL
AACHEN
EXCELLENCE IN
LIGHTWEIGHT
PRODUCTION
OFFICIAL PARTNER

AZL
AACHEN
EXCELLENCE IN
LIGHTWEIGHT
PRODUCTION
BUSINESS PARTNER

AZL
AACHEN
EXCELLENCE IN
LIGHTWEIGHT
PRODUCTION
PREMIUM PARTNER



Service

Networking

APPROACH

- Platform to initialize projects within the AZL Network
- New pre-competitive R&D projects
- New cooperations
- Presentation of your innovative products and developments
- Discussion of the AZL strategy, update on new equipment and services
- Strengthen the network between AZL Aachen GmbH partners and the lightweight activities of the RWTH Aachen Campus



YOUR BENEFITS

- Access to a unique international industrial partnership network representing the entire value chain
- Access to potential business partners
- One stop contact to the RWTH Aachen University

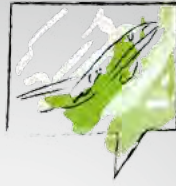


INCLUDED IN:

AZL
AACHEN
EXCELLENCE IN
LIGHTWEIGHT
PRODUCTION
OFFICIAL PARTNER

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Service

Marketing, PR, Human Resources

APPROACH

- Setup of a newsletter and press releases
- Presentation of your company on our technology websites, so called Business Platforms
- Internal AZL Partner Knowledge and Communication Platform with more than 500 users
- Job and CV board to address AZL PhD and Master graduates as new potential employees



YOUR BENEFITS

- Marketing and PR activities according to your needs
- A range of options for presenting your company in the lightweight community
- Access to a pool of new potential employees



CVs of graduates from 9 Institutes (Bachelor, Master, PhD)

INCLUDED IN:



Service

Joint Business Development in New Regions and New Markets

APPROACH

- **B2B networking event at IAA** (for 2017)
- **Guided visits in Poland** to composite companies (for 2017)
- **Guided tours at KOMPOZYT-EXPO** (for 2017)
- **9 Business Cases** reviewed in three workshops for detailed cost benefit analysis of lightweight components
- **Insight into markets** with analysis of free available reports
- **Overview and evaluation of conferences**



Extended Matchmaking



Market Intelligence



Shared Office

YOUR BENEFITS

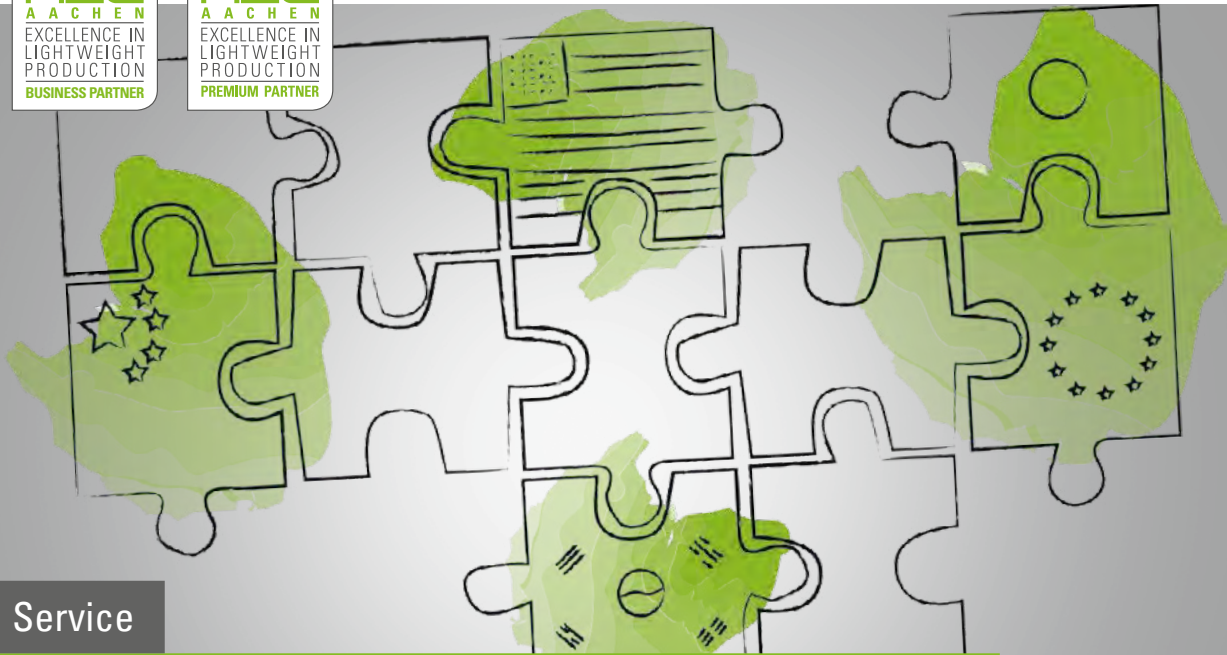
- Joint forces for access to new markets and regions
- Individual and high-level contacts to lightweight players outside the AZL Network
- Focused information, including cost and performance analysis



kompozyt-expo

>>> IAA

INCLUDED IN:



Service

Co-working Space at RWTH Aachen Campus

APPROACH

- Shared office with AZL Partner Companies on RWTH Aachen Campus
- Close co-location with researchers and companies on one of Europe's largest technology-oriented research campus with 473,000 sqm
- Fully equipped office
- Usage of meeting rooms
- Communication zone

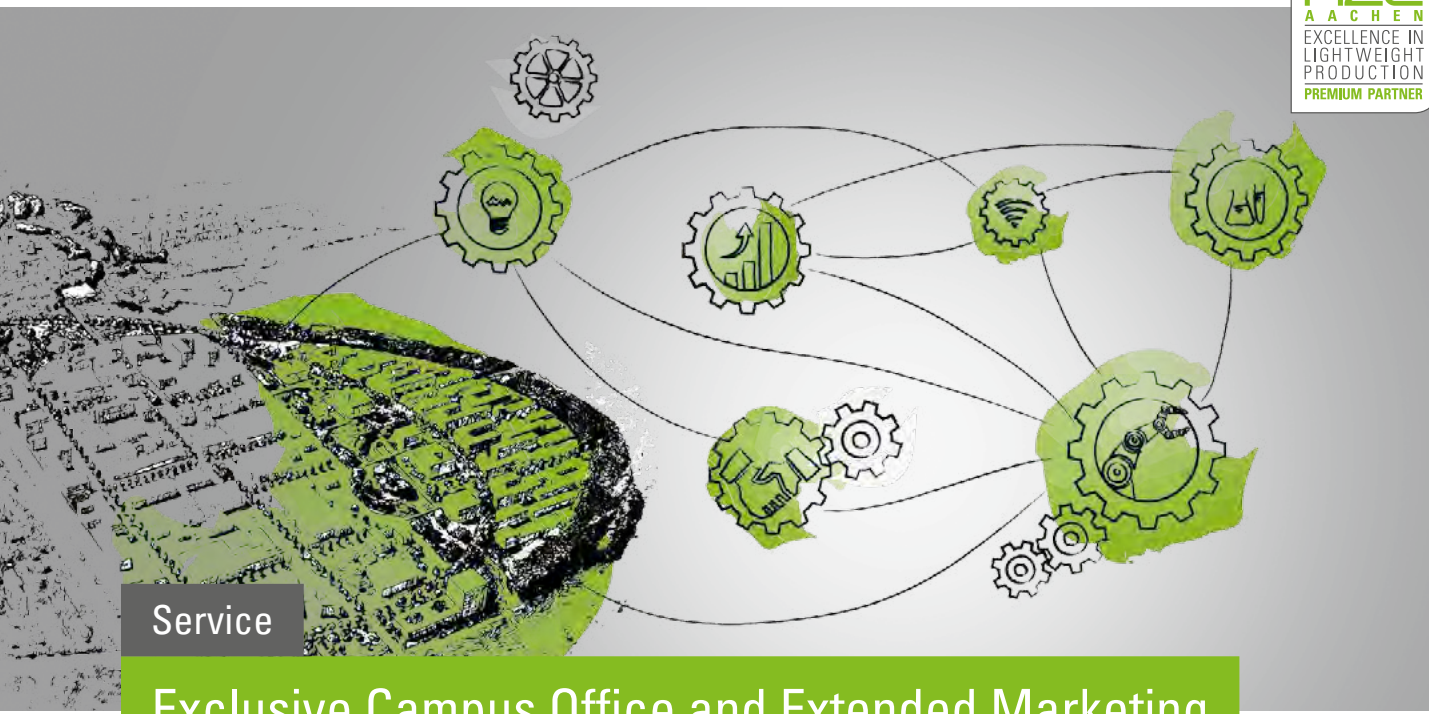


RWTH Aachen Campus with 16 new Cluster Buildings, Copyright: Campus GmbH/Steindl

YOUR BENEFITS

- Working within the heart of Europe's largest landscape for production technology
- Shoulder to shoulder with lightweight companies and research institutes in a shared office
- Keeping your finger on the pulse of new technologies





Service

Exclusive Campus Office and Extended Marketing

APPROACH

- Exclusive usage of one office room (min. 16 m²) on RWTH Aachen Campus
 - Infrastructure for 2 employees
 - Internet, telephone connection, etc.
 - Meeting rooms
 - Communication zone

- Individual extended Marketing support
 - E.g. exclusive listing in technical presentations, press releases, AZL facilities
 - Intense involvement in AZL conferences and events



YOUR BENEFITS

- Having an inspiring presence in a high-tech environment on Europe's largest technology campus
- Direct daily contact to lightweight companies and institutes
- Individualized support for your Marketing

Our Services

Existing Partnerships can be upgraded anytime.



Official Partnership



Business Partnership



Premium Partnership

R&D AND NETWORKING

STARTER SERVICES

STANDARD SERVICES

EXTENDED SERVICES

Annual Partner Meeting	■	■	■
Workshops and Workgroups	■	■	■
Joint Partner Projects	■	■	■
Acquisition of Public Funding	■	■	■
Networking	■	■	■
Marketing, PR, Human Resources	■	■	■

BUSINESS DEVELOPMENT AND EXTENDED NETWORKING

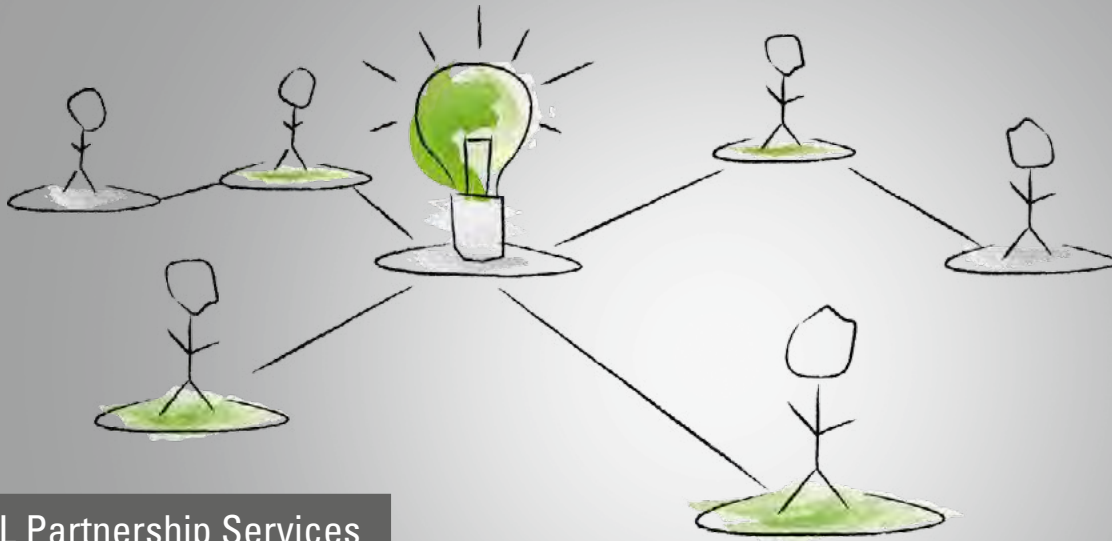
Extended Matchmaking		■	■
Market Intelligence		■	■

CAMPUS OFFICE

Shared Office		■	■
Exclusive Office			■

INDIVIDUALIZED MARKETING

E.g. exclusive listing in presentations, press releases			■
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AZL Partnership Services

Your Options



Official Partnership



Business Partnership



Premium Partnership

NUMBER OF EMPLOYEES	ANNUAL CONTRIBUTION	ANNUAL CONTRIBUTION	ANNUAL CONTRIBUTION
< 25	2,000,- €	6,500,- €	25,000,- €
25 – 250	5,000,- €	10,000,- €	25,000,- €
250 – 500	7,500,- €	12,500,- €	25,000,- €
> 500	10,000,- €	15,000,- €	25,000,- €

Continuously growing Partnership Network

More than 70 Partner Companies from 19 different Countries

Effective October 2017



PREMIUM PARTNER



OFFICIAL AND BUSINESS PARTNER

BROAD RANGE OF REPRESENTED COMPANIES

- From start-ups to multi-national corporations
- Sector-independent
- OEMs, Tier 1, Tier 2, molder, system and machine developer, material supplier, service provider



+7 anonymous partners

Your Contacts



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