

2.1 European Clusters 欧洲集群

EUTECC INTRODUCTION

欧洲科技商会简介

European Technology Chamber (EUTECC) was established to help European high-tech companies expand their international activities and be more successful in emerging markets. It is a **pan-European chamber** of commerce set up as a **non-profit organization**. The vision of EUTECC is to become the **leading bridge between the companies in Europe and emerging countries**, especially China. **欧洲科技商会是泛欧商会**，旨在帮助欧洲高科技企业在新兴市场拓展国际业务并取得更大的成功。商会是一个**非营利组织**，愿景是成为连接**欧洲企业和新兴国家**尤其是中国的**企业**之间的重要桥梁。



Identifies EU companies that can contribute their know-how and technologies to help China meet its challenges
识别具备帮助中国应对挑战的专业知识和技术的**欧洲公司**



Connects EU companies and organizations to economic regions in **Asia**, especially **China**
将**欧洲公司**和组织与**亚洲**的经济地区——特别是**中国**联系起来



Fosters **exchanges** between **European and Chinese companies**
促进**中欧企业**间的**交流**



Supports Chinese and European companies and organizations by building strong relationships and learning from each other 通过彼此之间建立牢固的关系和相互学习, 以此**支持中欧企业和组织**

Fraunhofer Institute for Industrial Engineering IAO Fraunhofer IAO

Company and Services 公司与服务

- Founded in 1949, Fraunhofer-Gesellschaft is the **largest organisation for applied research in Europe with 70 years of experience in applied science research**. 弗劳恩霍夫协会成立于1949年，弗劳恩霍夫协会是**欧洲最大的应用科学研究机构**，在应用科学研究领域有着70年的经验。
- Fraunhofer-Gesellschafts has **72 institutes and research units** at locations **throughout Germany**, and conducts research under contract for **industry**, the **service sector** and **public administration** and also offers information and services. Research of **practical utility** lies at the heart of all activities pursued by the Fraunhofer-Gesellschaft. 该协会在**德国拥有72个研究所和研究单位**，其服务对象有产业、服务业和公共部门的客户和合同制的合作伙伴，为其提供科研服务、信息和其他服务。实用性研究是弗劳恩霍夫协会所有活动的核心。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- Fraunhofer-Gesellschaft has the very first operational unit in the highly innovative research field of Insect Biotechnology in Europe, and has discovered substances produced by beetles and butterflies that inhibit the growth of antibiotic-resistant bacteria, which will be further developed as new antimicrobial agents. 弗劳恩霍夫协会是欧洲第一家开展昆虫生物技术这一高度创新研究领域的机构，并发现了甲虫和蝴蝶产生的物质，这些物质抑制了耐抗生素菌株的生长，这些细菌将用来进一步研制新型抗菌剂。
- Fraunhofer develops **system-specific solutions** based on **interdisciplinary research** and plays a **major role** in the **transfer of scientific knowledge** across Germany's scientific community. 弗劳恩霍夫利用其强大的跨学科团队，研究开发系统特制的解决方案，并在德国科学界的科学知识转换和应用中发挥重要作用。
- Fraunhofer is the **award winner** of enormous prizes. Examples include: **Steel Innovation Award, Primetime Engineering Emmy Award for HEVC, EARTO Innovation Award, German IT Security Prize** 弗劳恩霍夫曾获众多奖项，例如：钢铁创新奖，HEVC黄金时段工程艾美奖，欧洲研究与技术组织协会(EARTO)创新奖，德国信息技术安全奖。

2.1 European Clusters 欧洲集群

Fraunhofer IAO –
Partner & Customer Demand
弗劳恩霍夫工业工程协会 —
合作伙伴 & 客户需求



Partner
合作伙伴

- Industrial groups, **universities, state-owned enterprises etc.** (special focus on applied sciences etc.) 产业集团、高等院校、国有企业等(特别是应用科学领域)



Customer
Demand
客户需求

- Market leaders who are looking for methods to do an industrial upgrade of their industry segment 正在寻找方法对其行业细分进行产业升级的市场领导者
- Companies who needs R&D in interdisciplinary perspective 需要跨学科研发的企业

TUM 慕尼黑工业大学



Company and Services 公司与服务

- TUM is the leading university for Industry 4.0. TUM promotes basic research in general, and attaches great importance to **applied research esp on Industry 4.0**. 慕尼黑工业大学是工业4.0领域的领先高等学府，积极推进全面的基础研究，尤其侧重应用研究，特别是工业4.0领域。
- TUM is a leading provider for the development, coordination and operation of integrated science and industry clusters as well as technology transfer and talent management programs. It has international partners from research, politics and industry. 慕尼黑工业大学是综合科学和产业集群以及技术转让和人才管理计划的开发、协调和运营的领先提供商。它的国际合作伙伴主要来自于研究、政治和工业三大领域。
- Defining the scope the Industry 4.0 at TUM includes Cyber-physical Systems (CPS), Big Data Analytics, Intelligent Sensor Networks, Digital Shadow, Assistance Systems, Digital Twin, Internet of Things and et. Industry 4.0 is pushed by technology and pulled by globalized / 慕尼黑工大的工业4.0科研及业务囊括了网络物理系统 (CPS)、大数据分析、智能传感器网络、数字影子、辅助系统、数字双胞胎、物联网等。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- TUM is **one of Europe's leading universities**, and has enormous resources in Industry 4.0, engineering sciences, life sciences, medicine, natural sciences, etc. 慕尼黑工业大学是欧洲首屈一指的大学之一，在工业4.0、工程科学、生命科学、医药学、自然科学等领域有着广泛的资源。
- **TUM's research in Industry 4.0** includes: Machine Tools and Industrial Management, **Automation and Information Systems**, Materials Handling, Material Flow, Logistics, Ergonomics and Sports Equipment and Materials, Informatics, Cyber-Physical Systems, etc. 机床与工业管理、自动化与信息系统、物料搬运、流转和物流、人体工程学与运动器材和材料、信息学与网络物理系统等领域

TUM Industry 4.0 Cluster – Partner & Customer Demand 慕尼黑工业大学工业4.0集群 — 合作伙伴 & 客户需求



Partner
合作伙伴

- Industrial groups, universities, research institutes, companies, state-owned enterprises, etc 产业集团、高等院校、研究所、企业、国有企业等



Customer
Demand
客户需求

- Partners interested in doing research in Industry 4.0 together or in need of assistance in this field. 有意向从事工业4.0研发或在该领域需要协助的合作伙伴
- Partners in need of training sessions in specific fields of Industry 4.0 需要就工业4.0特定领域培训的合作伙伴

Mittelstands Campus 米特尔斯坦斯数字化集群



Company and Services 公司与服务

- Mittelstands Campus is the **home for small and medium-sized companies who want to shape their future into digitization/Industry 4.0 business models** by providing products, talents, and knowledge related sustainable education. 米特尔斯坦斯数字化集群是中小型企业 的家园，他们希望通过提供产品、人才和知识相关的可持续教育，将未来塑造成数字化/工业4.0商业模式。
- Mittelstands Campus focus on **the providing of know-how for the digital revolution of SMEs and also the deployment of autonomous, collaborative robots** in the factory of the future for Industry 4.0.米特尔斯坦斯数字化集群致力于为中小企业的数字革命提供专业知识，并在工业4.0的未来工厂中部署自主协作机器人

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- **Guided campus tour, seminar & trainings and workshops & events are their Experience, Learning and Implementation 3 steps.** Experience the real production of electronic components various digitalization topics; learning various training opportunities that will help you in the digital transformation of your company; Analyzing your individual digitization potentials and create concrete measures for implementation in your company. **指导校园旅游，研讨会和培训以及工作组活动分别是他们的经验，学习和实施3个步骤。** 体验真正生产电子元件的各种数字化主题; 学习各种培训机会，帮助您实现公司的数字化转型; 分析您的个人数字化潜力，并为您的公司实施具体措施。

2.1 European Clusters 欧洲集群

Mittelstands Campus – Partner & Customer Demand 米特尔斯坦斯数字化集群— 合作伙伴 & 客户需求



Partner
合作伙伴

- Chambers of Commerce or similar organizations 商会或类似组织
- Industry groups (special focus on industrial upgrade and integration of robotics etc.) 产业集团或组织(特别是关于产业化升级和机器人协作应用等领域)



Customer
Demand
客户需求

- Market leaders who are looking for methods to do an industrial upgrade of their industry segment 正在寻找方法对其行业细分进行产业升级的市场领导者
- Companies who want to use robotics to for an industrial 4.0 upgrade 致力于使用机器人技术进行工业4.0升级的公司
- Companies who want to establish their brand in Europe 希望在欧洲打造品牌的企业

FRANKA EMIKA 弗兰卡艾米卡机器人公司



FRANKA EMIKA

Company and Services 公司与服务

- **Franka Emika GmbH is a high-tech robot company from Munich with the aim of making robotics as a technology accessible to the general population 弗兰卡艾米卡机器人公司是慕尼黑的一家高科技机器人公司，致力于将机器人技术变成普通大众可以使用的技术**
- **Franka Emika is leading the world in soft robotics technology 弗兰卡艾米卡机器人公司在软体机器人领域处于世界领先水平**
- **Franka Emika wants to accelerate and scale its sales and distribution process including their support offering for SEA. 希望加快并扩大其销售和分销流程，包括为SEA集团提供的支持服务。**
- **For FRANKA EMIKA, the ideal robot of the future is a tool which can be used by anybody and which supports humans in carrying out unpleasant or even dangerous tasks 弗兰卡艾米卡机器人公司，未来理想的机器人是一种任何人都可以使用的工具，它可以帮助人类完成不愉快甚至危险的任务**

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- **FRANKA EMIKA received the Deutscher Zukunftspreis by Federal President Frank-Walter Steinmeier in November 2017 for our first product, the sensitive and easily programmable robotic arm / 公司于2017年11月接受了联邦总统弗兰克-瓦尔特·施泰因迈尔颁发的德国未来奖，得奖的是我们的第一个产品，敏感且易于编程的机械臂**
- **The system can be operated via Apps like a smartphone and be taught new tasks within a few minutes, without requiring any programming skills. At the same time the system is sensitive to such an extent, that it can take over assembling, testing or inspection tasks 这套系统可以通过智能手机等应用程序操作，几分钟内就可以教授新任务，不需要任何编程技能。与此同时，该系统非常灵敏，可以接管组装、测试或检修任务**

2.2 European Companies 欧洲企业

FRANKA EMIKA – Partner & Customer Demand 弗兰卡艾米卡机器人公司 — 合作伙伴 & 客户需求



Partner
合作伙伴

FE is looking for solution provider and reseller. Solution Provider are companies who expand their portfolio to their existing customer base
寻找解决方案提供商和经销商，解决方案提供商是将其产品扩展到现有客户群的公司



Customer
Demand
客户需求

Strong customer base 强大的客户基础
Big in business and already selling products to big companies 已有一定的业务规模并已经有成熟的大企业销售渠道
Good in creating solutions around the robot arm 善于在机器人手臂方面创造解决方案
Strong knowledge in integration process 整合工艺方面有着强大的专业能力
Knowledge in app development 软件开发领域的知识

Schüco
旭格



Company and Services 公司与服务

- Founded in 1951, Schüco is based in Bielefeld 成立于1951年，集团总部位于德国比勒菲尔德
- Schüco – pioneer in innovative building façade, the world's leading expert in door, window and curtain wall technology 旭格 — 创新建筑外立面市场先驱，全球领先的门窗幕墙技术专家
- Products include Windows, Doors, Façades, Curtain Walls, Sliding Systems, Ventilation Systems, Sun Shading Systems, Conservatories, security system, building automation, balcony, surface treatment 产品包括：窗系统，门系统，外立面，幕墙，推拉系统，通风系统，遮阳系统，阳光房，安防系统，建筑自动化，阳台，表面处理
- Applications in Office and Business, Education and Culture, Health, Living 应用领域: 办公与商业，教育与文化，卫生保健，生活家居
- 5400 employees and 12,000 partners in more than 80 countries 旭格在全球80多个国家拥有5,400名员工和12,000个合作伙伴

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- The innovative building façade performs a number of functions and has a **long service life in all climate regions** around the world. In the process of developing products, Schüco completed testing in an independent testing center.创新的建筑外立面可靠地执行着多项功能，在全球各气候区使用寿命都较长。旭格在开发产品的过程中一并在自主建立的检测中心完成检测
- Schüco doors and windows use special broken bridge aluminum profiles to achieve optimal thermal insulation, noise insulation and other performances, all of which result from the Smart technologies in Improved U-value, Enlarged insulation zone, Expanded gasket zone (very good noise insulation), etc. 旭格门窗使用的是特殊的断桥铝型材，实现了最佳的隔热保温、隔音降噪等性能。旭格使用了改进的传热系数、扩大的绝缘区域、扩大的垫圈区域（非常好的隔音效果）等智能技术。

Schüco Group – Partner & Customer Demand 旭格 — 合作伙伴 & 客户需求

SCHÜCO



Partner
合作伙伴

- Companies, public organizations, individuals 企业、公共机构、个人
- Business buildings, residential buildings, recreational structures(inc. yacht), etc. 商业建筑、住宅楼、娱乐设施（包括游艇）等



Customer
Demand
客户需求

- Partners in need of innovative, energy saving, easy-to-access individual Façades, Curtain Walls, Windows, Doors, Sliding Systems, etc. 需要创新、节能、使用方便、个性化的外立面、幕墙、窗、门、推拉系统的合作伙伴
- Partners in need of innovative solutions in their current structures 需要就现有建筑结构提供创新解决方案的合作伙伴

Hyperganic Technologies AG 超机自动化工业技术集团



Company and Services 公司与服务

- **Hyperganic** is a deep technology **software** company based in Munich, Germany 该公司是一家高精软件公司，总部位于德国慕尼黑
- The company provides a software platform for **AI-driven design for Additive Manufacturing (3D Printing)**. It builds software to design objects that are as complex, functional, elegant and sustainable as Nature. 该公司通过人工智能技术驱动，为增材制造（3D打印）行业提供设计，其构建的软件可用来设计与大自然一样复杂、优雅、功能强大并且可持续使用的物体。
- Hyperganic's software enables the design of functional parts, structures and entire machines and the output on industrial 3D printers 该公司的软件可以实现功能部件、结构和整机的设计，并在先进的工业3D打印机上实现输出。
- Hyperganic works with leading industry partners in **Europe, the United States and Asia** on advanced solutions for aerospace, **aircraft, car suppliers**, to the medical field, but also in synthetic biology and **construction**. 该公司与欧洲、美国和亚洲的领先产业伙伴合作，就航空航天、飞机、汽车供应商、医疗领域、合成生物学和建筑等领域提供领先解决方案。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- Founders have a combined **50 years of experience** in **high-tech startups**. Founders' previous company was acquired by **Adobe** in 2011. 公司创始人在高科技创业领域共有**50多年的经验**。创始人之前创办的公司在2011年被**Adobe**收购。
- Hyperganic makes a breakthrough in the field of design for manufacturing by moving a large part of the process of engineering into computer algorithms, independent of human engineers. Using powerful algorithms, Hyperganic has created a **voxel-based software** that strips away the design constraints of STL files 该公司就生产工艺的设计流程实现了突破，由独立于人类工程师的计算机算法来取代大部分生产工艺工程。该公司运用强大的算法打造了一个**基于体素的软件**，可以消除STL文件的设计约束。

Hyperganic Technologies AG – Partner & Customer Demand 超机自动化工业技术集团 — 合作伙伴 & 客户需求



Partner
合作伙伴



Customer
Demand
客户需求

- Hyperganic is looking to partner on a strategic level on the implantation of an **AI-driven industrial 3D printing strategy** for key sectors in a region. 该公司正寻求战略层面合作，为某区域的关键产业部门植入人工智能驱动的工业3D打印策略。
- Hyperganic aims to connect with key industry partners in the sectors of **aerospace, electric mobility, industrial production, medical devices** and related industries to **create new innovative parts and components using AI-driven design**. 旨在与航空航天、电动汽车、工业生产、医疗设备及相关领域的主要产业合作伙伴建立合作，使用人工智能驱动的设计打造创新型零件和组件。
- Hyperganic is looking for **manufacturers of industrial 3D printing equipment** to establish a workflow for parts designed on Hyperganic's platform. 正在寻找工业3D打印设备制造商，在该公司的软件平台上创建零件设计工艺流程。

Biotechrabbit GmbH 德国生物技术领跑兔公司



Company and Services 公司与服务

- This company is focused on the production of **Antibodies and Enzymes** for diagnostic companies. It provides high quality, ultra pure proteins, reagents and kits for standard and custom formulations. 该公司专注于为诊断公司生产抗体和酶。 它为标准和定制配方提供高质量、超纯蛋白质、试剂和试剂盒。
- This company also offers a **portfolio** for **molecular biology reagents** for researchers. Focusing areas includes Enzymes for diagnostics –OEM Service, protein contract manufacturing in E.coli&Eucaryotic Cells, antibodies and etc. 该公司还为研究人员提供分子生物学试剂组合。 重点领域包括用于诊断的酶-OEM服务、大肠杆菌和真核细胞中的蛋白质合同制造、抗体等

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- Services include: custom monoclonal and polyclonal antibodies and fermentation over 1kg, protein and enzyme production in E. coli and mammalian cell lines, assay development, contract research, improvement of enzymes using rational and irrational molecular approaches, protein expression in vitro, Rapid Translation System –RTS, mRNA service and etc. 服务内容包括：定制单克隆和多克隆抗体和超过1kg的发酵，大肠杆菌和哺乳动物细胞系中的蛋白质和酶生产，测定开发，合同研究，使用合理和非理性分子方法改进酶，体外蛋白质表达，快速 翻译系统-RTS，mRNA服务等

2.2 European Companies 欧洲企业

Biotechrabbit GmbH

-Partner & Customer Demand

德国生物技术领跑兔公司

— 合作伙伴 & 客户需求



Partner
合作伙伴

- Medical facilities, pharmaceutical R&D centers, universities, research institutes, labs, companies specialized in biological technologies 医疗机构、药物研发中心、大学、研究所、实验室、生物科技企业等



Customer
Demand
客户需求

- Facilities interested in cooperation in the research of antibody, enzymes, biology reagents 有意向开展抗体、酶、生物制剂等的研发合作的机构
- Pharmaceutical companies in need of products of antibodies, enzymes, etc. 需要抗体、酶等产品的药物企业

PURETEXX 普莱特干冰清洁技术公司



Company and Services 公司与服务

- PURETEXX has developed a **revolutionary cleaning process**; at the heart of the innovative technology is a **dry ice blasting unit** with the powerful cleaning component “dry ice” 普莱特开发了一种**革命性的清洗过程**; 创新技术的核心是**干冰爆破装置**，拥有强大的“干冰”清洁组件
- PURETEXX can advise clients on applications and the new dimension in **cleaning technology based on dry ice** 普莱特可以就**基于干冰的清洁技术**的应用和新维度向客户提供建议

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- The cleaning method is **based on the raw material “dry ice”**, which after cleaning returns to the natural cycle as CO₂ gas. **3mm CO₂ dry ice pellets** are poured into a hopper and accelerated to supersonic speed by means of compressed air 此清洗方法以原料**“干冰”**为基础，清洗后以CO₂气体的形式返回自然循环；并将**3mm CO₂干冰颗粒**倒入料斗中，通过压缩空气加速至超音速
- Advantages and features of the dry ice cleaning method: **Non-abrasive cleaning, environmentally friendly and CO₂ neutral, time efficient, minimized downtime, increase in production while reducing costs** 干冰清洗方法的优点和特点: **无磨料清洗，对环境友好，二氧化碳中性，时间效率高，停机时间最短，产量增加，成本降低**

2.2 European Companies 欧洲企业

PURETEXX –
Partner & Customer Demand
普莱特干冰清洁技术公司 –
合作伙伴 & 客户需求



Partner
合作伙伴

- Big Industrial partners, factories, facility management companies in need of Maintenance 需要维护的大型产业机构、工厂、设施器械管理单位



Customer
Demand
客户需求

- Client in the cleaning industry who would like to use PureTexx products and cooperate with Puretexx 愿意使用普莱特产品并希望与普莱特合作的清洁行业客户

Consort NT 孔索特信息技术公司



Company and Services 公司与服务

- Consort NT, custom-made industrialist, has been designing, building, and operating **infrastructures** and **solutions** since 1992, placing **human and collective business intelligence** at the heart of its concerns. 自1992年以来，该公司一直致力于设计、构建和运营信息技术基础架构（IT基础设施）和解决方案，尤其侧重人力资源和集合商业智能领域。
- Consort develops **collective intelligence** (application solutions, solutions for gathering, distributing and retrieving information), user support and workstation assistance, optimizing workstation usage, managing and optimizing IT capacities. 该公司专注发展**集合智能**（应用程序解决方案，收集、分发和检索信息的解决方案），用户支持和工作站协助——优化工作站的使用，管理和优化IT容量。
- Our innovation departments and the business-line experts of our Consort NT and ESTIA brands build and implement the solutions and tools that will define the usage and competitive edge of tomorrow. Our developers empower their teams through **teleworking** and the **digitalization of their processes and services**. 我们的创新部和孔索特及ESTIA品牌的业务专线专家打造并实施具有竞争优势的未来解决方案。开发人员通过远程工作及流程和服务的数字化为客户团队提供支持。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- Consort NT puts **innovation** at the center of its development strategy, and the core of our innovation lies in **IoT (Internet of Things), data intelligence, mobility, augmented virtual reality, and human-machine interaction**. 公司将**创新**作为其发展战略的核心，核心领域包括：**物联网（IoT）、数据智能、手机、AR/VR、和人机交互**。
- Technologies for analyzing and processing data, as well as growing possibilities for digitalizing processes, both allow companies to develop new types of data usage and new business models. 用于分析和处理数据的技术以及数字化流程的诸多可能性，两者均可用于企业开发新的数据使用方式和新的业务模型。

Consort NT –
Partner & Customer Demand
孔索特信息技术公司
— 合作伙伴 & 客户需求



Partner
合作伙伴

- Big SOEs, large industrial groups, private companies in need of IOT based services 需要物联网相关服务的大型国企、产业集团或私企



Customer
Demand
客户需求

- Customers who needs system integration, outsourcing applications and operating infrastructure solutions. 需要系统集成、外包应用程序和运营基础架构解决方案的客户。
- Partners in need of future intelligent solutions for Information technology infrastructure and etc. 需要信息技术基础设施未来智能解决方案的合作伙伴

Huan De Group 环德集团



HUAN DE GROUP

Company and Services 公司与服务

- Huan De Group is the largest European developer in China 环德集团是在华最大的欧洲开发商
- HD is committed to the development of **comprehensive high-tech industrial parks** in China for European Industries, and dedicates to providing development projects which are safe, qualified and feasible for the sound business development of European industries. 环德集团专注于在中国开发导入欧洲产业的**综合高科技产业园**，并为为欧洲产业提供安全、适用和符合标准的开发项目，助力其良好的商业发展前景。
- Offices in **Germany, China** (Beijing, Shenyang, Shenzhen, Qingdao, **Hong Kong**) and **Mongolia** 在**德国和中国**（北京，沈阳，深圳，青岛，**香港**）和**蒙古**设有分公司
- Project developments in China include real estate development, urban park development, etc. 在中国开发的项目包括：地产开发、城市园区的开发，等等。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- **Industry-focused Landing facilities:** build the core complexes for the landing of European industries and clusters, including but not limited to Innovation Center, Incubator, and a Manufacturing Valley with a start-up factory **以产业为导向的落地设施**，打造服务于欧洲产业和集群的创新中心、合作中心、附带一个启动工厂的制造谷等核心建筑群。
- **EU Quality Upgrade:** supervises the quality of the project to top European standard, including the proper design and construction of landing facilities, use of European products and construction materials, European subcontractors in MEP works and interior fittings of the landing facilities. **欧洲品质升级**：监督项目的品质达到欧洲顶级标准，包括如下方面：落地设施的合理设计和施工，欧洲产品和施工材料的使用，并确保落地设施的机电工程和内部装修工作由欧洲分包商完

Huan De Group –
Partner & Customer Demand
环德集团— 合作伙伴 & 客户需求



HUAN DE
GROUP



Partner
合作伙伴

- Public departments who would like to develop, construct the high-tech industrial parks together 希望与环德集团共同开发建设高科技产业园的战略合作伙伴



Customer
Demand
客户需求

- Companies that are interested in cooperation in the following 3 Sectors: sustainable urbanization, life science, Industry 4.0. 有意就可持续城镇化、生命科学及产业4.0三大核心产业领域项合作的企业

M&P Group 慕保集团



Company and Services 公司与服务

- Mull and Partner Group (M&P) is one of the leading engineering companies providing consulting, project management and engineering services in the fields of **Site Remediation**, construction, infrastructure, real estate, renewable energies and water management in Germany. It is managing over 1000 projects all over the world. 慕保集团是德国领先工程公司之一，在**土壤修复**、建筑、基础设施、房地产、可再生能源及水管理领域提供顾问、项目管理及工程服务。管理的项目超过1000余个，遍及世界各国。
- M&P Group has been active in emerging markets for many years. Together with international partners, M&P has been providing high quality environmental services worldwide. 慕保多年活跃于新兴市场。慕保与国际合作伙伴一道向全球提供高质量的环境服务。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- World class company in environmental engineering, specialized in the following aspects: **industrial land remediation**, geotechnical engineering, geothermal energy, surveying and exploration, disposal site management, renewable energy, sanitary equipment & waste water treatment, environment consulting services, etc. 世界级环境工程企业，专注于如下领域：**工业土壤修复**、地质工程、地热能、踏勘、垃圾处理场管理、可再生能源、卫生设备&废水处理、环境咨询服务等
- Business areas in China involve industrial and municipal wastewater treatment, biogas power plants, green building consulting, etc. 在华的业务领域涉及工业和市政府污水处理、沼气发电站、绿色建筑咨询等
- The cooperation includes feasibility study, concept development, project management. 合作内容包含可行性研究、概念方案、项目管理等。

2.2 European Companies 欧洲企业

M&P Group –
Partner & Customer Demand
慕保集团— 合作伙伴 & 客户需求



Partner
合作伙伴

- Strategic partners are private companies, big SOEs, industrial land owners, heavy industrial factories, etc. 战略合作伙伴包括私企、大型国企、工业土地所有人、重工业工厂等



Customer
Demand
客户需求

- Companies that are interested in cooperation in industrial site remediation, water treatment, etc. 有意就工业土壤修复、水体治理领域合作的企业

IMS Consulting GmbH & Co. KG IMS全球贸易顾问公司



Company and Services 公司与服务

- Founded in 1981, IMS provides worldwide quality improvement services esp in industrial sector to other companies and support them in enhancing results in their respective market segment. 该公司成立于1981年，为其他公司提供全球质量改进服务，尤其侧重工业领域，并支持他们在各自的市场领域提升业绩。
- Core activities of IMS are **Quality Management & Sourcing**. 该公司的核心业务是质控及外包代理等服务

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- IMS provides reliable quality management throughout the **whole cycle of a product's production, distribution and sale in industrial sector**. Through regular visits to our partners we contribute in timely resolving possible problems in each stage of the **supply chain**. 该公司在产品的**生产、供应和销售的整个周期**内提供可靠的工业领域质量管理服务。我们定期访问合作伙伴，及时解决供应链各个阶段的潜在问题。
- The founder Georgios Zervas has over 25 years of experience in world trade. In his books "**Global Fair Trade - Transparenz im Welthandel**" and "**Die 1-Dollar Revolution - Globaler Mindestlohn**" he asks for a competitive neutral world trade system. 创始人高尔吉斯·泽瓦斯在全球贸易领域拥有超过25年的经验，并在其 "**全球公平贸易——世界贸易的透明度**" 及 "**1美元的革命 - 全球最低工资**" 著作中提出了搭建一个有序竞争的中立世界贸易体系。
- Georgios Zervas has contributed to numerous social projects, amongst others in India and Africa, and received the **Vision Award** for his **Global Fair Trade Concept** in 2007. 创始人高尔吉斯·泽瓦斯为众多社会项目做出了贡献，尤其是印度和非洲，并因其2007年提出的**全球公平贸易理念**荣获了**Vision大奖**。

2.2 European Companies 欧洲企业

IMS Consulting GmbH
-Partner & Customer Demand
IMS全球贸易顾问公司
— 合作伙伴 & 客户需求



Partner
合作伙伴

- Companies and organizations in need of global quality management services, especially for Europe. 需要全球范围（尤其是欧洲）质量改进的公司和组织



Customer
Demand
客户需求

- Customers who are interested in sales, distribution of products esp in industrial sector in Europe and Asia 有意向在欧洲和亚洲供应经销产品（尤其是工业制品）的客户

3-i-Development 3-i基建开发投资公司

3i DEVELOPMENT

Company and Services 公司与服务

- 3-i-Development stands for “Infrastructure-Impact-Investment”. As the name says it focuses on the financing and development of sustainable infrastructure projects esp in OBOR countries. “3-i-development” 代表“基础设施影响力投资”。正如其名称所述，它侧重于可持续基础设施项目的融资和开发，尤其是一带一路沿线国家。
- 3i Development GmbH works and/or invests in solar power, wind power, water and wastewater projects, substructures as well as the development of whole industrial and residential areas and Positive effects on local community (e.g. training, extension of value chain) 该公司主要就如下领域开展工作和/或投资：太阳能、风能、水处理项目、基底结构/地基工程领域，并对工业、住宅、社区投资

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- World-class technologies and development know-how to implement large scale infrastructure projects 该公司拥有一系列实施大规模基础设施项目的世界级领先技术和开发专业知识

3-i-Development – Partner & Customer Demand 3-基建开发投资公司— 合作伙伴 & 客户需求

3i DEVELOPMENT



Partner
合作伙伴

- Companies in Solar and Wind power and other renewable energy related fields 太阳能、风能等可再生能源等相关领域的企业



Customer
Demand
客户需求

- Looking for strategic partners to develop Infrastructure projects along „OBOR One Belt One Road“ 寻求在一带一路沿线国家共同开发基建项目的战略合作伙伴
- Partners interested in cooperating in Solar and Wind sectors 有意向在太阳能和风能领域合作的合作伙伴

2.2 European Companies 欧洲企业

A12 Limited A12公司



Company and Services 公司与服务

- A12 Limited provides professional **industrial upgrade oriented management, M&A Support** (takes over the other companies and integrates it into the existing structures). A12提供专业的**产业升级为导向的管理服务及企业并购支持**（接管其他公司并将其整合到A12公司架构中）。
- A12 makes the upmost of its network and upgrades the companies to the leading industrial level. The experts and specialists for industrial upgrade-oriented management come from **all types of industries around the world**, have **extensive experience in the specific industry**, with a **good knowledge of the respective markets, intercultural skills** and **large network of contacts**. Managers are Entrepreneurial (co-) thinker & senior experts in his field, Hands-on services with maker qualities, Maximum industry knowledge with a high degree of solution competence. A12最大化利用其人脉网，将企业提升至领先工业水平。从事产业升级管理服务的专家来自于**世界各地各行各业**，在**特定行业拥有丰富的经验**，**熟悉各自的市场**，拥有**跨文化技能和庞大的关系网**。管理人是其所在领域的企业家和资深专家，有大量成功案例的实践经验，具有高级解决能力和最大化的行业专业知识。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- More than **500 projects** with International manager or expert assignments in **42 countries**, majorly in **Asia , Europe, North America** 在42个国家/地区拥有国际经理人或专业操作的500多个项目，主要分布于亚、欧、北美等地区
- Operational experience in the **automotive – light – heavy – industry** 汽车、轻工业和重工业有着丰富的操作经验

2.2 European Companies 欧洲企业

A12 Limited– Partner & Customer Demand

A12 公司—合作伙伴 & 客户需求



Partner
合作伙伴

- Industrial groups or private companies in automotive – light – heavy – industry 在汽车、轻工业、重工业领域的工业集团或私营企业



Customer
Demand
客户需求

- Partners interested in industrial upgrade management 需要产业升级管理服务的合作伙伴

2.2 European Companies 欧洲企业

Murray Engineering 默里工程公司



Company and Services 公司与服务

- Murray Engineering is a solution provider for the manufacturing, utilizing and upgrading process of mechanical and electrical equipment industry and committed to achieving mechanical automation and industrial upgrading through new technologies. 默里工程公司是机械和电气设备行业制造、使用和升级过程的解决方案提供商。致力于通过新科技实现机械自动化、产业升级等。
- This company's Automation and Control Systems division is a leader in heavy equipment automation, control systems and communication solutions. It provides mechanical repairs on all types of mobile machines and equipment. The mechanical division specializes in the provision of high-quality repairs and rebuilds to all types of mobile and fixed-plant equipment in a quality controlled environment. 该公司的自动化和控制系统部门是重型设备自动化、控制系统和通信解决方案的领导者。它为所有类型的移动机器和设备提供机械维修。机械部门专门为质量可控的环境中的所有类型的移动和固定设备提供高质量的维修和改造。

Technology, Know-how and Key Strengths 技术，专业知识和核心优势

- We specialize in the maintenance, refurbishment, automation, manufacture and assembly of a wide range of mechanical and electrical equipment and facilitate the process and industry upgrading. 我们专注于各种机械和电气设备的维护、翻新、自动化、制造和组装来实现产业升级过程。

2.2 European Companies 欧洲企业

Murray Engineering – Partner & Customer Demand 默里工程公司 — 合作伙伴 & 客户需求



Partner
合作伙伴

- Large industrial companies or private companies specialized in mining, engineering. 专注于采矿、工程的大型工业企业和民企



Customer
Demand
客户需求

- Partners with equipment and electrical equipment upgrade requirements. 具有机器及电气设备升级需求的合作伙伴
- Partners in need of integrated solution and achieving mechanical automation and industry upgrading. 希望实现机械自动化、产业升级综合解决方案的客户