AZL Partnership Model

Services | Approach | Benefits

Aachen GmbH
Excellence in Lightweight Production
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 offers industrial services in the areas of engineering, consultancy and project management, networking and human resources marketing, among others. Within the AZL Partnership, the AZL Aachen GmbH makes the technology transfer and RWTH Aachen’s unique range of services available to its customers.

Together as AZL, we are the one-stop shop for lightweight production technology and offer holistic and cross-industry solutions for your business.

OUR SERVICES WITHIN THE AZL PARTNERSHIP

- Annual Partner Meeting
- Workshops and Workgroups
- Joint Partner Projects
- Acquisition of Public Funding
- Networking
- Marketing, PR, Human Resources
Our Research Partners

Entire Lightweight Value Chain

Aachen Campus Melaten

© Fraunhofer Haase, Aachen
YOUR BENEFITS

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

APPROACH

- One Annual Partner Meeting per year
  - Review of realized and definition of further AZL partnership activities (workshops, projects, etc.)
- Keynote presentations:
  - Innovations of AZL Partner Institutes
  - Innovations of AZL Partner Companies
- Definition of joint partner projects
- Definition of minimum five workshops per year
- Results and conclusions of realized workshops and projects
- Networking with more than 50 national and international AZL Partner Companies

Annual Partner Meeting
YOUR BENEFITS

- Definition of Joint Partner Projects
- Possibility to define new industrial standards (e.g. RTM specifications, Tape Quality)

APPROACH

- Workshop and workgroup topics are defined by AZL Partner Companies
- Several workshops per year to indicate and discuss new topics for collaboration and research, e.g.:
  - International Lightweight Research Landscape
  - Printed Lightweight Structures
  - Quality Assurance in Composite Value Chains
  - End-machining of Fiber-Reinforced Plastics
- Workgroups meeting every six months to continuously work on specific topics such as
  - High-speed RTM Matrices
  - Hybrid Thermoplastic Composites
  - Joining
  - Pipes and Vessels
YOUR BENEFITS

- Exclusive Joint Partner Projects with AZL Partner Institutes and AZL Partner Companies

APPREACH

- Definition of pre-competitive Joint Partner Projects within
  - Annual Partner Meeting
  - Workshops
- Example 1: Tape Qualification and Benchmarking
  - Project start: November 2014
  - Project duration: 12 months
  - 7 industrial partners: OEM, tape and fiber manufacturer, chemical industry
- Example 2: Development of new Concepts for cost-efficient Double Belt Presses
  - Project start: November 2014
  - Project duration: 12 months
  - 7 industrial partners: Press manufacturer, chemical industry, steel industry
Service

Acquisition for Public Funding

APPRAOCH

- 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
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

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

- Marketing and PR activities according to your needs, e.g. individual press releases for your products
- Individual search for your new potential employees

APPROACH

- Setup of publications, presentations, a newsletter, partner meetings related to your innovative products
- Usage of AZL as your business show case
- Internal communication within the AZL Partnership Network on our website
- Identification of new potential employees within our student network according to your individual demands
# AZL Partnership Network

## Your Options

<table>
<thead>
<tr>
<th>Number of Employees</th>
<th>Annual Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 25</td>
<td>2.000, – €</td>
</tr>
<tr>
<td>25 – 250</td>
<td>5.000, – €</td>
</tr>
<tr>
<td>250 – 500</td>
<td>7.500, – €</td>
</tr>
<tr>
<td>&gt; 500</td>
<td>10.000, – €</td>
</tr>
</tbody>
</table>

## OFFICIAL PARTNER

## PREMIUM PARTNER

<table>
<thead>
<tr>
<th>Annual Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>25.000, – €</td>
</tr>
</tbody>
</table>

All described services are included in the AZL partnership.
Currently 61 Partner Companies
Effective September 2015

Continuously growing Partnership Network

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

PREMIUM PARTNER

SCHULER

TOYOTA

FOUNDING PARTNER

AFPT

ASHLAND

BASF

Celanese

covestro

DSM

duPont

Gurit

Henkel

Hennecke

Kegel.Mann Technik

K+S

LamiLux

Lürssen

LANXESS

Part of the Metkore Group

Mahr

Siemens

Tecanate

ThyssenKrupp

1 anonymous partners

OFFICIAL PARTNER

AKRO-PLASTIC

AXIA materials

BYK Additives & Instruments

CMIMI

Common Deutschland

CARBO TECH

Mater Carlo Tech

Conbility

Conectra

cato

CPIC

Crate

easylmp

Engidesk

Engel

FAGOR

Faurecia

FEF

Freudenberg

Held

Helm

Hofmann

Huntsman

Isola

Katcon Global

LunaVu

M.TEC

Mitsubishi Heavy Industries, Ltd.

Monacor

Optech America

PolymerPark

PPG Fiber Glass

Reicofil

Wolfgang

1 anonymous partners

+3 anonymous partners
Your Contacts

**DR.-ING. MICHAEL EMONTS**
Managing Director
Phone: +49 241 8904-150
michael.emonts@azl-aachen-gmbh.de

**DR.-ING. KAI FISCHER**
Managing Director
Phone: +49 241 80-27105
kai.fischer@azl-aachen-gmbh.de

**DR.-ING. MICHAEL EFFING**
Senior Advisor
Phone: +49 241 80-23887
michael.effing@azl-aachen-gmbh.de

AZL Aachen GmbH
Excellence in Lightweight Production

Seffenter Weg 201
52074 Aachen
Germany
Phone: +49 241 80-23884
Fax: +49 241 80-22316
info@azl-aachen-gmbh.de

www.azl-lightweight-production.com