AZL Partnership Model

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 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.
YOUR BENEFITS

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

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

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

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
**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

**YOUR BENEFITS**

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

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

INCLUDED IN:

- 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
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

**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
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

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
APPRAOHCH

- 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
## AZL Partnership

### Our Services

Existing Partnerships can be upgraded anytime.

<table>
<thead>
<tr>
<th>R&amp;D AND NETWORKING</th>
<th>STARTER SERVICES</th>
<th>STANDARD SERVICES</th>
<th>EXTENDED SERVICES</th>
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</thead>
<tbody>
<tr>
<td>Annual Partner Meeting</td>
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<td>✅</td>
<td>✅</td>
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<tr>
<td>Workshops and Workgroups</td>
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<td>Joint Partner Projects</td>
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<td>Acquisition of Public Funding</td>
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<td>Networking</td>
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<tr>
<td>Marketing, PR, Human Resources</td>
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### BUSINESS DEVELOPMENT AND EXTENDED NETWORKING

<table>
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<tr>
<th>Extended Matchmaking</th>
<th>STARTER SERVICES</th>
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<td>Market Intelligence</td>
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### CAMPUS OFFICE

<table>
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<th>STARTER SERVICES</th>
<th>STANDARD SERVICES</th>
<th>EXTENDED SERVICES</th>
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<td>Exclusive Office</td>
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</table>

### INDIVIDUALIZED MARKETING

<table>
<thead>
<tr>
<th>E.g. exclusive listing in presentations, press releases</th>
<th>STARTER SERVICES</th>
<th>STANDARD SERVICES</th>
<th>EXTENDED SERVICES</th>
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<tbody>
<tr>
<td>NUMBER OF EMPLOYEES</td>
<td>ANNUAL CONTRIBUTION</td>
<td>ANNUAL CONTRIBUTION</td>
<td>ANNUAL CONTRIBUTION</td>
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<td>15,000,– €</td>
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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

Anonymous partners
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