

AZL Partnership

AZL is the  
OFFICIAL CENTER of



for Composite-based  
LIGHTWEIGHT  
PRODUCTION

# Joint Business and Technology Development



The AZL  
Expert &  
Business  
Network



Join our international cross-industry network with  
80+ AZL Partner Companies from 21 Countries

**AZL** Aachen GmbH

**AZL**  
AACHEN  
EXCELLENCE IN  
LIGHTWEIGHT  
PRODUCTION  
PARTNERSHIP

Vital and Sustainable Collaboration since 2012

# Connecting Science, Engineering and Production

As a one-stop shop for market and technology know-how, the AZL brings together experts and decision makers from academia and industry of all positions in the value chain, to support business and technology development. Located in the heart of one of the leading high-tech ecosystems, RWTH Aachen University, AZL assists in the development, benchmarking and improvement of composite-based multi-material technologies.

In addition, the AZL Partnership framework offers access to an open innovation network of more than 80 international companies to find solutions for industrial implementation and establishment of lightweight technologies in the market.

**30+**

**partnership meetings per year,**  
so far 2500+ participants and 400+ presentations of  
technology experts and industry insiders on composite  
technologies and business

**800+**

**business contacts**  
from 80+ companies

**130+**

**CVs of RWTH lightweight  
graduates shared**

**15k**

**ppt sheets**  
in the partnership database

The AZL portfolio consists of two unique building blocks: In addition to the **Partnership Program**, in which we have created a global network between industry and academia and in which we drive efficient collaboration with our partnership services, we also offer **bilateral services**. These use the AZL engineering and market expertise to analyze and optimize your individual products and technologies.



Excellence in Lightweight Production

Join our International Cross-Industry Network

# The RWTH Ecosystem and 80+ AZL Partner Companies from 21 Countries

Netherlands



Belgium



USA



France



+ more  
anonymous  
partners



Swiss



Spain



ENGEL

Austria



Italy

## Networking along the entire value chain

The absolutely unique collaboration of globally active companies and leading research institutes in the field of lightweight production is the essence of the AZL partnership program.

We connect **material manufacturers, system manufacturers, engineering and software, Tier1s and OEMs** to form an extremely effective network from which exciting new solutions and collaboration are constantly emerging.

## Germany



## Japan



## China



## Taiwan



## The core partners at the RWTH Aachen ecosystem



## Sweden



## Finland



سابك  
sabic

أرامكو السعودية  
saudi aramco

## Saudi Arabia

## AZL Partnership Services

# Joint Business and Technology Development

We offer our partners a wide range of special services. These go far beyond simple networking. Our services range from product and technology-related workgroups to networking opportunities and the support and facilitation of

bilateral and multilateral collaboration.

Benefit from the many years of practical experience of AZL experts and discover the potential of your own ideas in a unique multiplier network.



Individual Market Analyses, Technology Monitoring and Product Cost Benchmarks



Market & Technology Intelligence



(Joint) Technology Development through Cost-Sharing



Showcasing & Visibility



Access to Pool of Infrastructure, Experts and Talents



On-Campus Community Offices

# International Networking



Annual Partner Meeting



Connecting and Matchmaking at Networking Events and through Individual Contact Matching



Access to AZL Platform with >800 Industry Contacts and 1:1 Video Meetings



International Networking through regular Meetings



Networking and Showcase for your Company in 6 Workgroups



Joint Exhibition Visits and Guided Tours

Excellence in Lightweight Production

## AZL Workgroups

# Technology and Product-oriented Collaboration and Networking

An important benefit for you is the opportunity to participate in our workgroups. In intensive cooperation, market and technology insights are exchanged, you have the opportunity to present your company and to expand your topic-related network. The aim of the workgroups is the initiation of collaboration and the launch of studies and initiatives.

Our Workgroups have a broad range of topics:

- **Hybrid Thermoplastic Composites** (since 2014)
- **High Performance SMC** (since 2016)
- **Advanced Thermoset Production** (since 2014)
- **Composite Pipes & Vessels** (since 2015)
- **Composites in Buildings & Infrastructure** (since 2018)
- **Product Cost Benchmarking** (since 2017)



## AZL Partner Section – Extensive Knowledge Database

- > 800 contacts
- Documentation of over 70 Workgroup Meetings - since 2013
- More than 300 industry partner presentations for download
- Market & Technology Screenings of all 6 AZL Workgroups
- Focus Studies performed within the AZL Workgroups
- Workgroup Proceedings – documentation in one handy file



Check out a condensed overview of the benefits!



## Annual Partner Meeting Key Strategic Meeting of the AZL Partner Network

At our annual partner meetings, you can find out about the full range of our cooperation opportunities. Benefit from top-class keynote speeches, get to know our partners during speed dating presentations and follow what's happening in the network. Also, plan future projects and the strategy of the entire network together with the other partners. And of course, there will be plenty of time to get to know each other personally and exchange ideas.

### Digital Networking

Between annual meetings, you'll have access to more than 800 contacts in the network through AZL's digital platform. You can meet other participants in one-to-one-meetings. No matter whether you are - in North America, Asia or on the RWTH campus.

Excellence in Lightweight Production

# AZL Partnership Services

	Business	Business+	Premium	Premium+	
<b>International Networking &amp; Business Development</b>					
<b>Annual Partner Meeting:</b> 2-day strategic meeting of the entire AZL network for numerous technological impulses and market insights, networking, presentation of your own activities, review and definition of joint collaboration	✓	✓	✓	✓	Make new contacts
<b>Networking and Showcase for Your Company in 6 Workgroups:</b> Bi-annual meetings on Hybrid Thermoplastic Composites, High-Performance SMC, Advanced Thermoset Production, Composite Pipes & Vessels, Composites in Buildings & Infrastructure, Product Cost Benchmarking	✓	✓	✓	✓	
<b>Access to AZL Platform with &gt;800 Industry Contacts and 1:1 Video Meetings:</b> regular networking sessions, contact details	✓	✓	✓	✓	
<b>Connecting and Matchmaking</b> at specific networking events and through individual contact matching	✓	✓	✓	✓	
<b>Individual Market Analyses, Technology Screening/Monitoring or Product Cost Benchmarks</b>		✓		✓	
<b>Market &amp; Technology Intelligence</b>					
<b>Technology and Product-Related Know-How in 6 Workgroups:</b> Expert and insider presentations from industry and research along the entire value chain	✓	✓	✓	✓	Don't miss trends and in-depth insights
<b>Product Cost Benchmarking:</b> Bi-annual joint business case analysis for composite components with the possibility of suggesting components yourself	✓	✓	✓	✓	
<b>Market and Technology Screenings and Workgroup Focus Studies:</b> Bi-annual technology and market analyses as well as innovation screenings based on the needs of the workgroup	✓	✓	✓	✓	
<b>Conference Overview:</b> Bi-annual overview of relevant conferences and congresses for composites with numerous selection filters	✓	✓	✓	✓	
<b>Partner Section:</b> Results and expert presentations from >130 meetings	✓	✓	✓	✓	
<b>(Joint) Technology Development</b>					
<b>Cost-Sharing in Joint Partner Projects:</b> Exclusive initiation and access to fast and cost-efficient pre-competitive projects (excl. participation budget)	✓	✓	✓	✓	
<b>Individual Technology and Innovation Workshop:</b> e.g. half-day session with AZL engineering team		✓	✓	✓	Efficiently drive your development
<b>Individual Technology Development:</b> Component design and production concepts, system and process development		✓		✓	
<b>Project Voucher:</b> Individual budget for simple and straightforward participation or initiation of projects (project budget included, min. 15.000 €, corresponding 20 daily rates for an AZL expert working for you)		✓		✓	



	Business	Business+	Premium	Premium+
<b>Visibility</b>				
<b>Presentation Opportunities at Meetings:</b> e.g. expert presentations, comments, or "speed dating" at Partnership events or in Lightweight TechTalks	✓	✓	✓	✓
<b>News Articles and Company Profiles:</b> Company news and portfolio presentation e.g. in AZL newsletters, LinkedIn and AZL Business Platforms	✓	✓	✓	✓
<b>Business Reference and Showcasing Opportunity for Your Company</b> through active participation in projects with representative consortia		✓		✓
<b>Individual Marketing Support:</b> e.g. exclusive listing in technical presentations, press releases, AZL facilities			✓	✓
<b>On-Campus Community Offices</b>				
<b>Use of the Co-Working Space</b> and meeting room to work shoulder to shoulder with experts from the RWTH Aachen Campus and have access to high-tech infrastructure	✓	✓	✓	✓
<b>Exclusive Office (~20 m²)</b> and support with booking of conference venues to have a representative presence at the high-tech ecosystem of RWTH Aachen Campus			✓	✓
<b>Identification of Suitable Employees</b> for co-location from RWTH talent pool			✓	✓
<b>Access to Pool of Infrastructure, Experts and Talents</b>				
<b>RWTH Aachen Ecosystem:</b> Access to high-tech infrastructure and research as well as industrial centers around lightweight topics (750 scientists, >100 projects) and beyond	✓	✓	✓	✓
<b>RWTH Lightweight Graduates:</b> Networking with potential employees through CV collection and events	✓	✓	✓	✓
<b>Individual Networking with the RWTH Research Community:</b> Initiation of exchange with relevant experts at the RWTH Aachen Campus			✓	✓

Present your business and technologies

## The Best of two Worlds: Joint and Individual Services

With the **Business+ Partnership** model you can benefit from both, the **joint AZL Partnership services** and **individual engineering and services for your products**.

The senior AZL engineering team develops and benchmarks lightweight technologies, analyzes markets and identifies business potential in individual projects which you can easily initiate through the project vouchers included in your Business+ Partnership.



**"AZL's way to work internationally and open minded, makes me feel welcome every time I come to Aachen. I do appreciate the broad background available in Aachen and the effective and pragmatic approach of the Joint Partner Projects."**

Thierry Renault, Composite Technologies – Manager at Faurecia Clean Mobility

In cooperation with



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