MITTELSTAND GLOBAL
MARKTERSCHLIESSUNGS-PROGRAMM FÜR KMU

Delegation Brochure

EV, E-Mobility & Thermal Management

11-2024

Durchführer

psps business abroad
leads to growth

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Mit der Durchführung dieses Projekts im Rahmen des Bundesförderprogramms Mittelstand Global/ Markterschließungsprogramm beauftragt:

psps business abroad
leads to growth

Das Markterschließungsprogramm für kleine und mittlere Unternehmen ist ein Förderprogramm des:

Bundesministerium für Wirtschaft und Klimaschutz

MITTELSTAND GLOBAL
MARKTERSCHLIESSUNGS-PROGRAMM FÜR KMU

Table of Content

Welcome Word

Mr. Christian Tippelt
Director Foreign Market Entry Programme of the Federal Ministry for Economic Affairs and Climate Action (BMWK).

Germany Trade & Invest.

The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the initiating business opportunities module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between the United States and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Climate Action, I would like to thank the participants from Germany, all multipliers, and other involved parties in Belgium for their contribution to create a successful measure.

Organizing Team

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About us

When others say it cannot be done, we go ahead and do it. With a combination of experience and a passion for innovation, we have been developing modular measurement systems for characterizing piezoelectric materials since 1995, always with the needs of our customers in mind. Our goal: reliable measurements, tailored precisely to the respective material.

From universities and R&D to preliminary development and production, our measurement processes offer true value. We have delivered over 2200 modules to more than 400 customers. Every day, they put our technology to the test in universities, research institutions and industry. Our systems are used in a variety of sectors, including sensor technology, medical engineering, consumer electronics, automotive engineering and aerospace. In 2020, we expanded our range of services with the new TMC division (Tools, Measurement, Consulting), which offers consulting services in ongoing processes.

Test Systems

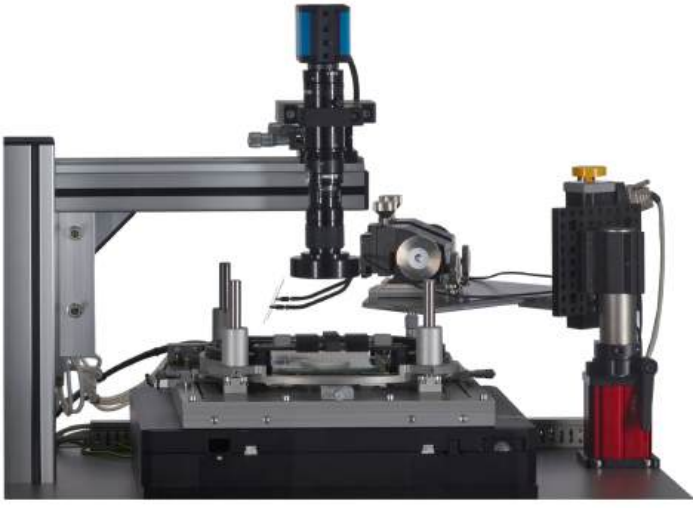
From thin films, thick films and MEMS to multilayer and bulk, test systems from aixACCT Systems let you characterize your piezoelectric materials in both development and production with high precision.

Production Tools

We have an experienced team of physicists, engineers, electricians and programmers that combines tried-and-tested modules and components with new developments like suitable sample holders. This lets us deliver guaranteed quality to customers like you in the shape of our highly reliable production tools, with short run-up times.

Consulting

We offer more than just in-house testing. We analyze your test results with an eye on design, production and treatment steps, helping you improve your products even further. As a result, you can start series production sooner, reduce costs and increase your yield.This means we are able to offer additional consulting services in MEMS, specifically in piezoelectric MEMS.



EEBC

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The Challenge

The switch to electromobility presents major challenges in terms of planning and technical implementation. There are lots of different solutions on the market. How to choose the right one for your specific project?

Our Solution

EEBC always has "the big picture" in mind. We offer electromobility solutions that are cost-efficient and highly reliable. We offer personal contact and walk the extra mile. With us as your partner, you can master all tasks! From the initial idea to integration into ongoing operations.

Looking for

- A new partner company (preferably a midsize company offering large scale electrical installation B2B)
- Connecting with companies wanting to build and install DC-charging parks in Belgium
- Bus- and truck operators who will operate their fleet electrical in the future
- Bus and truck producer (if available)
- Creating brand awareness and feedback on our product portfolio
- Networking with association in the field of e-mobility

ETA Plus

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The Challenge

Eta plus is entering the market with a 30KW and 60KW DC charger to enrich the charging infrastructure. It is aimed at customers who spend 1 to 2 hours in shopping centres, museums or public facilities.

Our Solution

The 30 KW and 60KW DC Charger offers the opportunity to charge the electric vehicle easily and independently of the electricity provider.

Looking for

- Positioning in the market, creating awareness, getting feed-back for business model B2B
- Connect with potential (foreign) partners such as CPO for Loading Parks
- Networking with partners
- Closing contracts/ getting clients

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The Challenge

Special charging requirements due to space, power or individual desires, which are not solved with solutions available on the market.

Our Solution

Proprietary Controller System for DC Charging architecture, R&D assistance including discharge of traction batteries.

Looking for

- Truck- and Bus-Manufacturers,
- Freight Forwarders, Transport Companies with electric vehicles,
- Taxi and Fleet-Companies,
- Railway- and Bus-Services
- Parking-Space Operators for Bus and Truck
- Engineering Projects for DC Charging
- Potential industrial suppliers of Charging Equipment with no own DC products as license customers

Flexoo

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The Challenge

The automotive industry faces low EV residual values, accidental HMI activations due to capacitive sensors, need for new heating concepts and a need for better battery technology. These issues impact market appeal, safety, and performance, highlighting the need for innovative, thin sensors that improve reliability and user interaction.

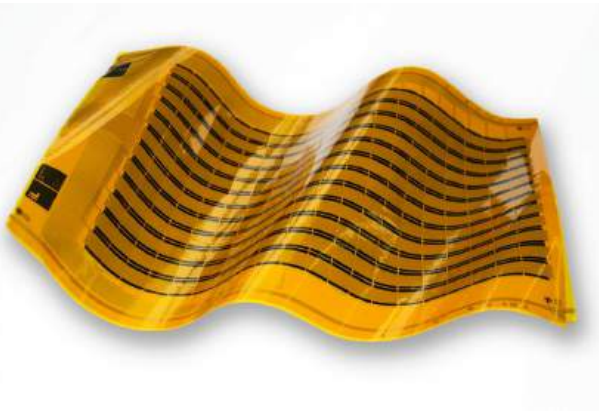
Our Solution

To address the automotive industry's challenges, we offer innovative, patented sensor technology and manufacturing services using specialized equipment for efficient European production. Our force-sensitive sensors eliminate issues with conventional capacitive sensors in Human-Machine Interfaces (HMI), enhancing user experience and safety. Integrated into EV batteries, our pressure and temperature sensors provide real-time data for safety and optimization, enabling precise State of Charge (SoC) determination and cost reduction.

Our large-area sensor foils deliver spatially-resolved data crucial for battery cell and mod development, optimizing architecture and production processes while minimizing development time. Additionally, when applied in series production to EV car batteries, these sensors generate data throughout the battery's life, providing a State of Health (SoH) report for the second-hand market, potentially increasing EV residual value.

Looking for

- Positioning in the market, creating awareness, getting feedback for products and technology particularly regarding pressure and temperature sensors in EV's battery pack.
- Connect with potential (foreign) partners and customers such as automotive suppliers (particular for EVs)
- Closing contracts/ getting clients: Our standard BaMoS solution can be purchased right away for elaboration purposes of customized solution, e.g. by cell production or integration companies as well as by university groups.
- Looking for investors.



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The Challenge

Challenge of storing Power from renewables through Electromobility.

Our Solution

Smart shared charging can solve many challenges. Very Smart AC Wall boxes

Looking For

- Distribution Partners

Nucletron Technologies

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The Challenge

With the e-mobility and charging the batteries come high current and thermal challenges for the electronics. The challenge is to provide high thermal conductivity, electrical isolation, just the right mechanical stability to protect the sensitive electronics and ensure high productivity in the production process.

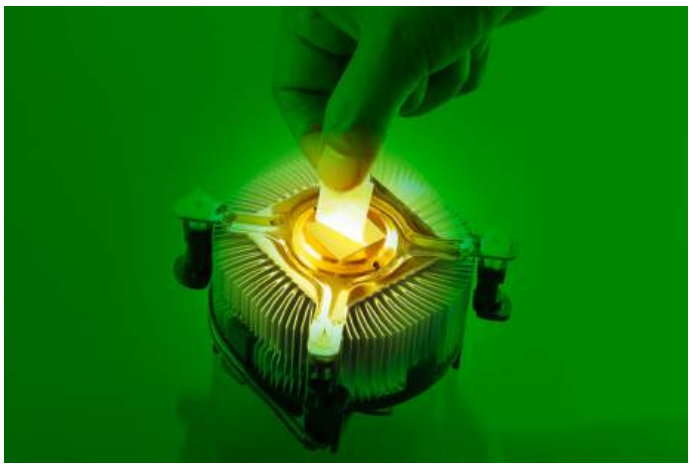
Our Solution

Nucletron provides all kind of thermal interface materials, e.g. foils, pads, one or two component gap filler, phase change, thermal conductive adhesives, thermoelectric coolers etc.

Together with the customer we look deep into the application and identify the needs for thermal management. With our experience and access to innovative thermal interface suppliers we discuss the application with the customer, relate the thermal needs, mechanical dimensions like gap and area to be cooled, buffering, adhesion, electrical isolation needs, further requirements like electromagnetic protection etc. With the requirements of the application we design the integration in the production process with the customer considering the entire process chain from order to build in.

Looking for

- Find new customers in the Belgian/Netherlands EV market
- Understanding the Belgian/Netherland EV market
- Networking with potential partners (engineers, development agencies etc.) in the EV market



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