

GERMAN-INDIAN COOPERATION DAYS FOR AUTOMATION, ROBOTICS, INDUSTRY 4.0



German participants:

heimatec[®]

M+P *Montage- und
Prüfsysteme*
a technology company

mts Consulting &
Engineering GmbH

 **robotics.consulting**

pickert 

EMEC
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Ox4S

tdmsystems




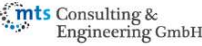




Organizer:

 **DREBERIS**
INTERNATIONAL STRATEGY CONSULTANTS

 **A&G**
Partners

Matchmaking options: An overview



<i>(Please click the logo to access the desired profile)</i>	MACHINE CONSTRUCTION & TESTING TECHNOLOGY	PRECISION TOOLS & TOOL MANAGEMENT	ELECTRONICS	ROBOTICS AND AI	PLATFORM SOLUTION & QUALITY MANAGEMENT
	✓		✓		
		✓			
	✓		✓		
			✓	✓	✓
	✓		✓		
					✓
				✓	
		✓			



EMEC Prototyping GmbH

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Which issues / challenges do we provide solutions for?

- Electromechanical testing and product development from concept to mass production, returns and quality assurance.
- Solutions that contribute in the context of testing and engineering to the development of value of the product and customer satisfaction.

We can successfully support our customers with these solutions:

- Test equipment
- Product development
- Consulting
- Certification in the European area

Who do we want to acquire for a cooperation in India?

- Testing institutes
- manufacturer of PowerTools, e-scooter, e-bike, medical technology, etc. with own development and QA

What makes us exceptional on the market?

- Customer-specific solutions with broad industry knowledge in the field of e-motor / battery systems / electromechanics
- Experiences with innovative solutions
- Highly dynamic, adaptive and scalable system test that grows with customer needs along the value chain. In addition, you can perform with a upgrade the same software on following test: component testing, Hardware-in-the-Loop testing and End-of-Line testing





heimatec GmbH

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heimatec®

Which issues / challenges do we provide solutions for?

- Precision tool manufacturing for the metal cutting industry (turning, drilling, milling)

We can successfully support our customers with these solutions:

- Heimatec is one of the international technology and quality leaders in tool holder systems – live and/or static tool holders
- Development & production of highly-precise, static and live tool holders for all CNC lathes, CNC turning/milling centres and CNC machining centres
- Product range of >30.000 products and solutions
- Engineering and development of customized solutions for all kind of CNC lathes, turning & milling centres

Who do we want to acquire for a cooperation in India?

- Manufacturers from the metal cutting industry (turning, drilling, milling)
- Automotive
- Medical device business
- Watch Industry
- Aerospace
- Motorcycles
- TucTuc

What makes us exceptional on the market?

- Family owned, fast reaction, response and decision makers
- Quality leadership in the business
- Since 2016 heimatec is represented by its own subsidiary heimatec India Pvt. Ltd. in Pune/India.
- Worldwide/Global Sales & Service network







MP GmbH

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Which issues / challenges do we provide solutions for?

- Assembly processes for automotive parts
- E-mobility
- Medical-technical products
- Other manufacturers of mass-produced goods

We can successfully support our customers with these solutions:

- Assembly lines
- Testing equipment
- Pressing spindle (self-sufficient machine component)
- Host-PC for assembly lines (autonomous control system for machines)
- Services and support

Who do we want to acquire for a cooperation in India?

- Manufacturer of vehicle components (gearboxes, electric motors, pumps, etc.)
- Manufacturer of industrial components (valves, contactors, grippers, etc.)
- Manufacturer of medical technology products
- Manufacturers of other sophisticated equipment and components for the mass market / consumer market
- Sales partners from the industry
- Service partners

What makes us exceptional on the market?

- We deliver high end quality on the current state of technique.
- We are the world market leader in filling systems for visco dampers in passenger cars, trucks, construction vehicles etc. Our customer seated in Asia, America and Europe.
- In Germany, we serve as one of the leading manufacturer of joining modules with electromechanical presses for industry.
- Moreover, we offer intelligent assembly and testing technologies for car components and other mechanical devices for industry and the consumer market.

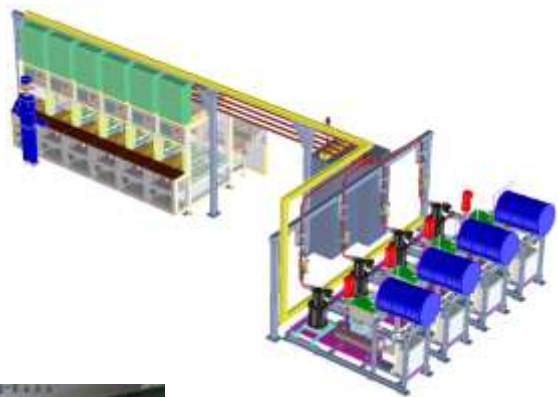
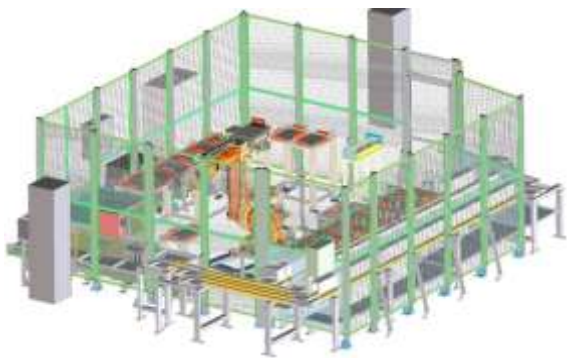
Awards:



Certification:



Examples of assembly lines and other machines:





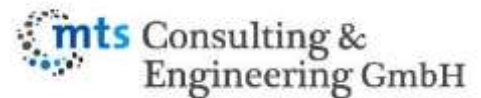
mts Consulting & Engineering GmbH

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<https://www.contech-analyser.de/>

Which issues / challenges do we provide solutions for?

1. We offer an AI system called Analyser[®] for product and process optimization based on sensor data for:
 - Predictive Quality and Analytics
 - Predictive Maintenance
2. We offer product and process curve analysis based on patented AI algorithms for failure analysis and troubleshooting in real time
3. We are technology leader for product and process modelling based on sensor data and process curves (smart data, not big data). With AI supported product and process modelling it is possible to fully control and optimize all products and processes from the development phase up to the (maybe already ongoing) serial production phase.

We can successfully support our customers with these solutions:

- AI-system Analyser[®] for robust products and stable processes together with process data management system IPM6[®] or Hydra[®]
- Engineering for digitalization with AI system Analyser[®]
- Engineering Services, technical Consulting and Business excellence in R&D, production and assembly departments

Who do we want to acquire for a cooperation in India?

We look for Indian partners who can do one or all of the following:

- Selling and/or introduction of AI system Analyser[®] for robust products and stable processes
- Implementation of engineering services
- Interface programming to AI standard system Analyser[®]

As well as manufacturers from the sectors of:

- Electro mobility and Automotive
- Medical technology
- Plastic processing, injection moulding, rubber extrusion, etc.
- Chemical and pharmaceutical industry

What makes us exceptional on the market?

- AI system with own patented algorithm, which is able to run Predictive Quality and Maintenance without deep learning / big data
- AI system with full integrated process management system (MES system), ready to use
- AI - MES System ready to use without data scientists, manageable by "normal" experts and employees in R&D, quality and plant departments
- Prediction and preventive actions via models with automatic failure recognition, root causes and improvement actions in real time
- Predictive analytics, predictive quality, predictive maintenance in one system
- Correlations and models can be built and processed by using single values and full data curves
- Transparent knowledge for every employee in the company by AI system Analyser's Knowledge Database, called "Book of Knowledge"
- Increases resource efficiency through failure prevention, saves material resources, energy, capacity and reduces warranty risks by more than 50 % in 3 to 6 months in every plant with and without R&D departments

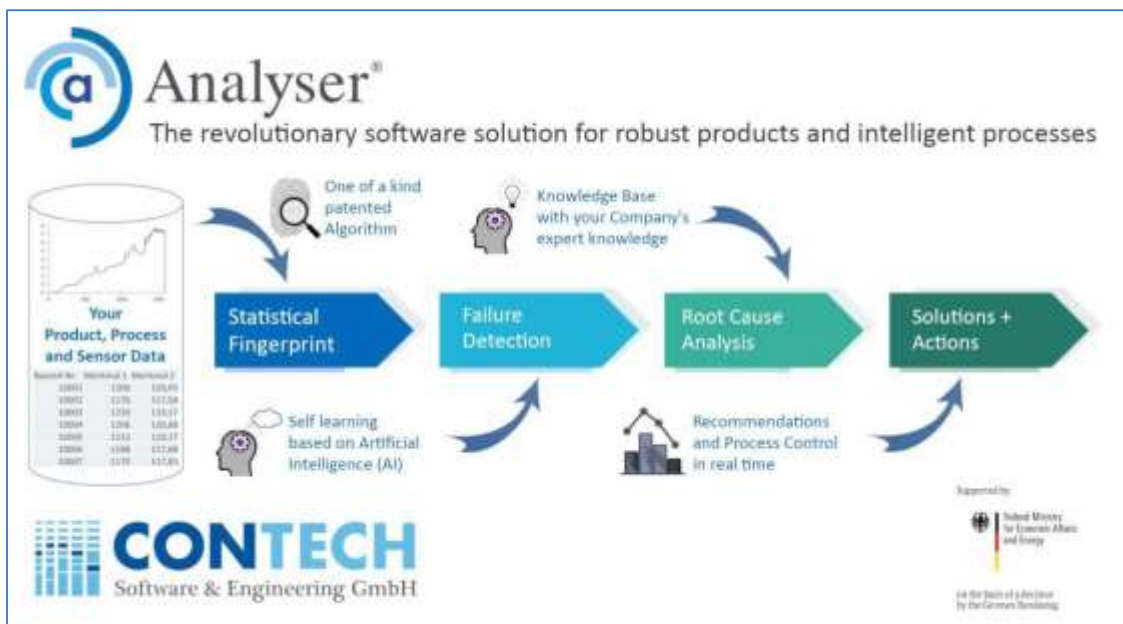


Figure 1 From Product, Process and Sensor Data to Root Causes and Solutions + Actions with the Analyser® for robust products and stable processes

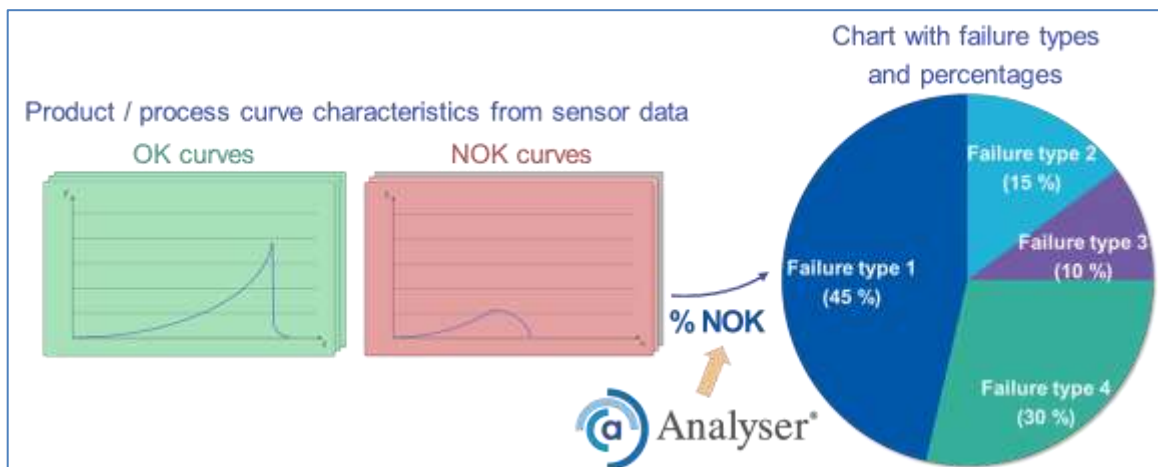


Figure 2 Automatic detection of failure types from process curves

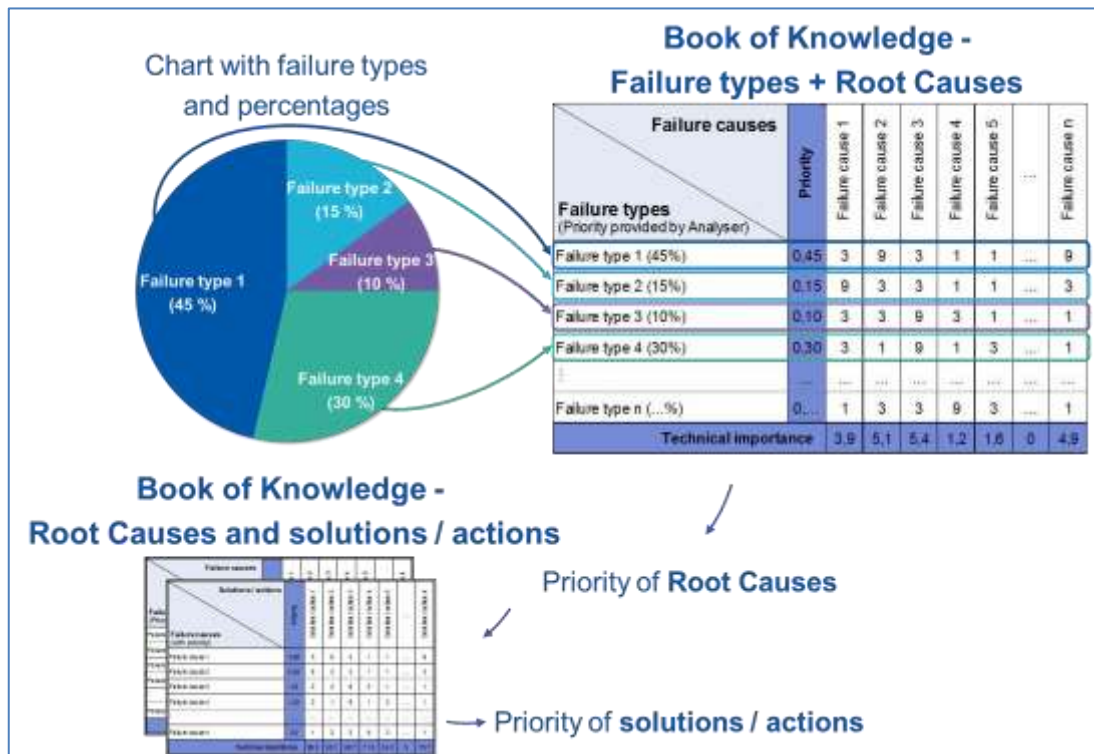


Figure 3: From Failure Types to Root Causes and Solutions / Actions

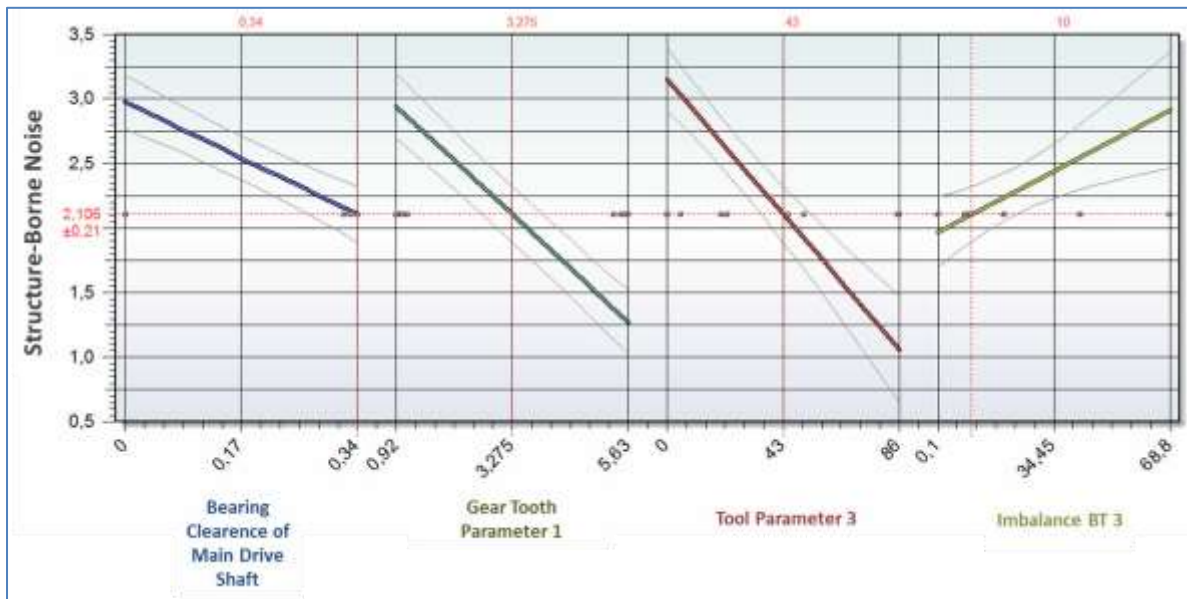


Figure 4: Product modelling example for a gear box to reduce the Structure-Borne Noise (NVH Quality value, left) by controlling and optimizing the 4 main influencing factors to achieve the lowest possible noise level



Ox4S GmbH

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Which issues / challenges do we provide solutions for?

- Transformation Process from Combustion Engine to e-mobility
- Specification, Planning, Engineering and Systemintegration
- Consideration of multi stakeholder requirements

We can successfully support our customers with these solutions:

- Development of industrial projects by competences in measurement and automation technology, in particular in automotive, electromobility, test benches, special applications and its environment.

Who do we want to acquire for a cooperation in India?

We want to search for partners from the following areas:

- Development of partnerships in technical development and special (software) applications
- Realization of test bench projects in the automotive industry

What makes us exceptional on the market?

High competences in measurement and automation technology combined with a solid approach:

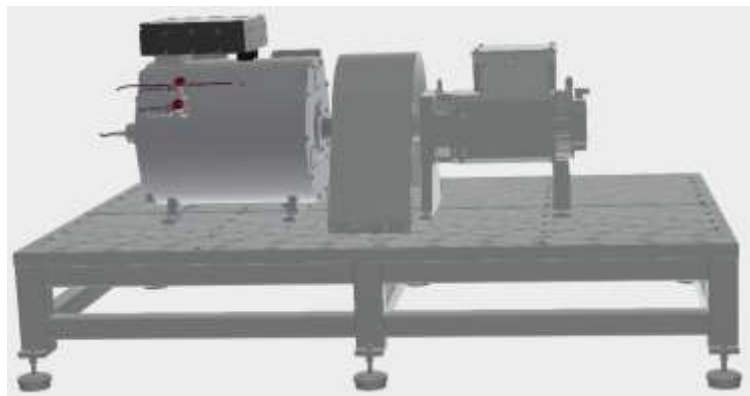
The

"O" stands for openness in our products, services and mindset.

"x" is the variable for our flexibility,

"4" dimensional,

"S" Solutions and Services.



Pickert & Partner GmbH



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Which issues / challenges do we provide solutions for?

- With our holistic CAQ and MES system "RQM" (Real-time. Quality. Manufacturing.) the users are able to address all functions requirements spanning the whole value chain to assure quality in processes, products and production.
- Our mission is to enable our customers to reach a zero defects production by providing:
 - Predictive Quality through safeguarding processes
 - Cost reduction by prevention and early detection of defects
 - Fulfilment of documentation and verification obligations

We can successfully support our customers with these solutions:

- Quality management solutions (CAQ)
- Manufacturing execution solutions (MES)
- Traceability solutions (Track & Trace)

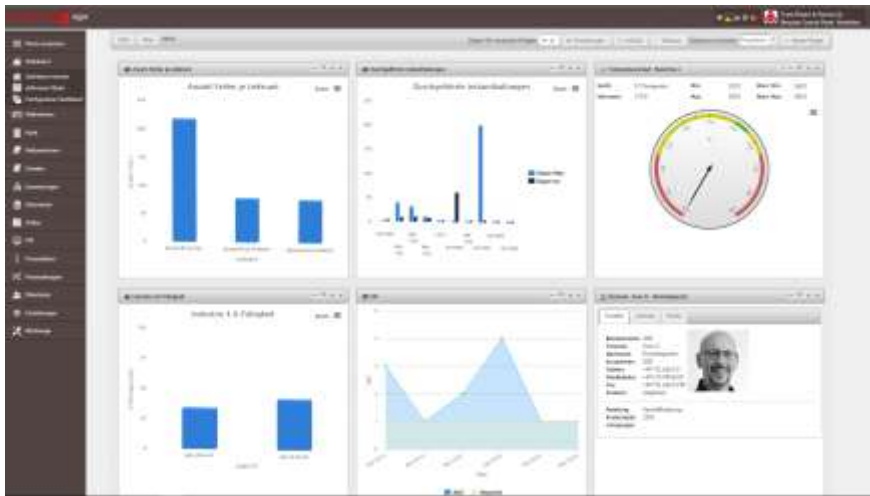


Who do we want to acquire for a cooperation in India?

- We are looking for companies that are interested in:
 - improving the quality of their products
 - want to deliver their products to markets that require documentation or zero defects
 - want to increase the productivity and efficiency of their production

What makes us exceptional on the market?

- We have a holistic approach to cover all aspects of quality management and production management. In that way we can address all requirements from quality and manufacturing and help our customers to enable a zero-defects production.





Robotics Consulting, devHof

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Which issues / challenges do we provide solutions for?

- We connect India's most talented software developers with the coolest tech companies in Germany.
- Our unique model ensures the successful integration of your talent in Germany.

We can successfully support our customers with these solutions:

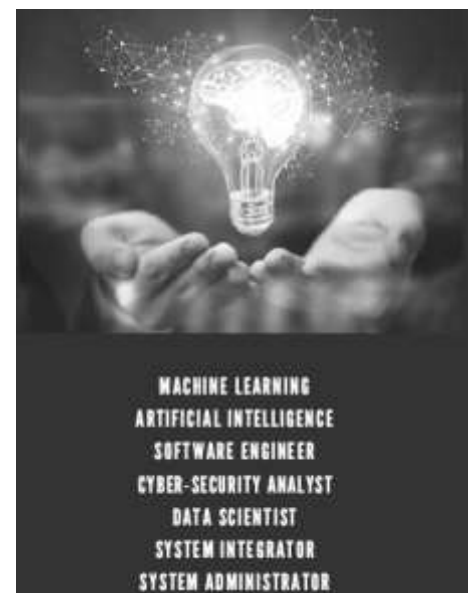
- Business consultancy for topics regarding digitalization and industry 4.0

Who do we want to acquire for a cooperation in India?

- Highly-qualified IT companies in the areas of automation technologies, web application, PLC (SPS) and APP development.

What makes us exceptional on the market?

- We are an IT recruitment agency and we combine it with intercultural project work.





TDM Systems GmbH



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tdmsystems

Which issues / challenges do we provide solutions for?

- Increase up times for machine tools
- Productivity increases in production
- Transparency of digital cutting tool data throughout your organisation
- Cost savings in tool rib and logistics.

We can successfully support our customers with these solutions:

We offer software solutions for the digital tool data management for the planning and production area of metal cutting companies.

- Software solutions and services for Tool Data Management, including the entire planning and shopfloor level of metal machining companies
- Software for Production Equipment Management
- TDM Gauge & Calibration Management
- TDM Facility & Maintenance Management
- TDM Fixture Management
- TDM Multi Plant Management
- Software for Shopfloor Management
- TDM Tool Crib Module
- TDM Barcode Module
- TDM Storeasy
- TDM Ordering Module
- TDM Shopcontrol
- Software for Data & Graphic Generation
- TDM Data & Graphic Generator
- TDM 3D-Designer for End Mills
- TDM 3D-Designer for Step Drills
- TDM 2D-Graphic Editor
- TDM Tool Contour Generator
- TDM 3D-Revolve Generator
- Software interfaces to CAD / CAM / Simulation Systems
- MES systems
- Machine tools
- Presetting Systems
- Crib Systems / Cabinets

Who do we want to acquire for a cooperation in India?

We look for Indian partners who offer or can sell our solutions (see above).

We also look for distribution partners.

Pay back in most customer cases is less than 12 months.

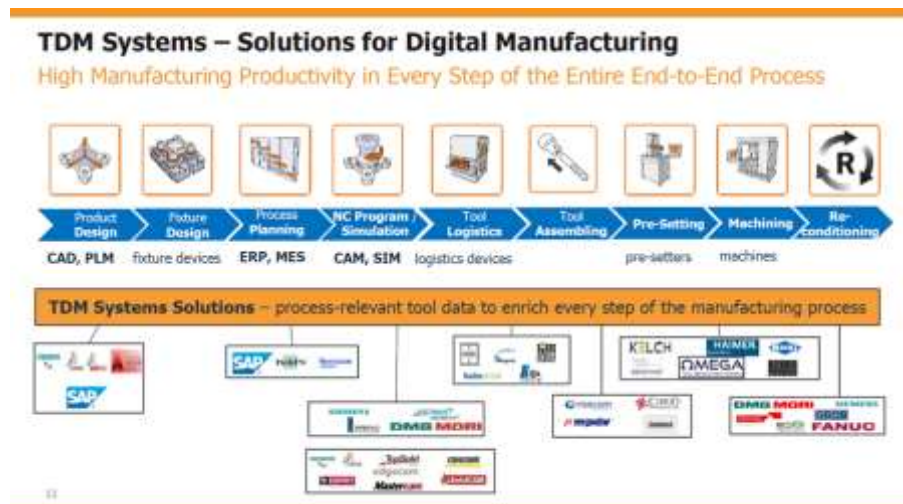
What makes us exceptional on the market?

TDM Systems is the global market leader for software solutions in tool data management in the metal cutting industry.

Moreover, we provide central database software solutions with interfaces to all major alien systems in the planning and manufacturing area, e.g. CAD/CAM, ERP, logistics, pre-setting, CNC-machine, etc.

Another service is the management and organisation of the digital Cutting Tool LifeCycle,

Ultimately, we work with an increased cutting tool availability, transparency and process reliability thanks to consistent and good quality data.



Increasing Productivity by Using TDM

Focus on Tools Enable Nearly 100% Utilization of the Machines



Company

Norbert Kempf GmbH is a medium-sized contract manufacturer with 100 employees. With its modern machine park of more than 20 machining centers, Kempf supplies renowned customers in the pneumatics, hydraulics, automotive, construction machinery and prototyping. The range of workpieces consists mainly of sophisticated, four-axis machined items and assemblies.

Situation

High error rate caused by mismanagement of tools, assembly errors and wrong individual items. **High machine downtimes** as tools are not getting to the machine on time.

Solution

- TDM (2018) Base Module
- TDM Crib Module
- TDM Presetting Module
- TDMshopcontrol
- TDM Data and Graphic Generators
- Interfaces to tool chips, Fastems, Presetting Systems,



Process Innovation

- **Completely automated process** of tool preparation from the tool crib to the machine
- **Reproducible feeds & speeds** support an error-free tool planning and transparent tool circle management
- **Exact tool data are available at the machine**, remain tool lives are known down to a second, the tool demand is calculated and the amount of tools can be prepared on time

Benefits

- **Nearly 100% utilization of the machines** by transparent tool management
- **Optimized usage of tools** as tool lives are known down to a second
- **Reliable production** as tools are assembled perfectly
- **Minimized machine downtimes** and **nearly 100% utilization grades supported by TDM**

tdmsystems

Organisers on behalf of the German Ministry for Economic Affairs and Energy:

DREBERIS is an international consultancy located in Dresden and additional locations are e.g. Lviv/Ukraine, Wrocław/Poland as well as Schwyz/Switzerland. We focus on the strategic and economic consultancy of international investors, public institutions and SMEs, regarding their implementation of internationalization and innovation projects etc. worldwide. We have already successfully supported more than 1,200 companies from 50+ industries and 35+ countries with their expansion projects abroad.

<https://www.dreberis.com/>



A&G Partners is an international consulting and investment banking group with a special focus on India and Israel. A&G which stands for Acceleration and Growth, has been established in 2002 with the purpose of helping organizations in achieving effective business results through systematic application of business and market knowledge. The group is active in technology transfer, Innovation, Education, Real Estate projects, and operates a center for promotion of agriculture technologies in India. The group has offices in India, Sri Lanka and Israel.

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