

# First digital Bavarian-Irish networking event

For companies from the pharma, engineering, and ICT sectors

June 11. at 9 am.

Online via Remo



The German-Irish Chamber of Industry and Commerce would like to invite you to participate in the first digital Bavarian-Irish networking event on June 11th at 9 am.

The free event is part of a two-day trade mission from the innovative state of Bavaria in Germany, to Ireland. More than 20 German companies from pharma, engineering, and ICT will visit Ireland digitally to engage with Irish businesses on the topic of Industry 4.0 in the pharma sector (Biopharma 4.0).

From 9 am to 10 am you can listen to presentations by **prolific speakers** such as **Matt Moran** from **BioPharmaChem** Ireland and the **German Ambassador** to learn about trends in the industry and German-Irish collaboration. Starting from 10 am you can take part in our **digital networking** event. Join different discussions at **sector specific round tables** and connect with the German companies as well as the other Irish participants.

## What is Biopharma 4.0?

Biopharma 4.0, or also known as the extension of Industry 4.0, can be defined as the convergence of informational, operational and processing technologies. This operating model is a strategic initiative of the German government to drive digital manufacturing forward. The new approach is expected to enable a significant jump in productivity by harnessing interconnected instruments, automation, greater transparency and decentralized decision-making. Therefore, it is thought of as the fourth industrial revolution. In practice, this translates to the use of machine learning, robotics, cloud-based data storage and artificial intelligence. The way these technologies and approaches could benefit biopharmaceutical development and biomanufacturing are still been examined by companies, vendors, and research institutes.

[German-Irish Chamber of Industry and Commerce](#)

Judith Clinton, Head of Communications and Client Relations

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[Register here](#)



## Dr. Thorsten Brandau

President

BRACE GmbH

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### Company profile:

BRACE GmbH is an internationally-active well recognized specialist for microsphere and microcapsule production. Our patented drip-casting processes are highly suitable for the easy, efficient, and elegant production of perfectly spherical microgranules from solutions, emulsions, dispersions, and molten masses. BRACE GmbH engineers and designs solutions - for food industries, for chemical, pharmaceutical and cosmetical industries, for building chemistry - in short: for almost every branch of industry that is in need for microspheres and microcapsules. Our global customers are among the chemical and pharmaceutical industry, from cosmetic and food areas, construction and high tech companies.

### Core competencies:

Microgranulation, Microencapsulation, Microspheres, Microcapsules, Formulation Development, Contract Manufacturing, Machinery and Equipment from benchtop to large scale production facilities.

### Business goals/plans in Ireland:

Find new customers and partners for exciting projects in encapsulation and granulation.

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Industrie- und Handelskammer  
German-Irish Chamber  
of Industry and Commerce

## Business delegation



### Robert I. Brunner

MD, MC

B'IMPRESS - impressive communication  
in eHealth / near-shoring

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#### Company profile:

B'IMPRESS - impressive communication in IT & eHealth impressive communication and business development within sustainability, IT & Healthcare as eHealth, of startups and corporates. B'IMPRESS: believes, corporate communication aims to generate value: adding value of a company by revenue in a certain market, reputation at its customers. B'IMPRESS strengthens and advises entrepreneurs, executives, managers, and their companies on the implementation of their corporate strategy, marketing communication or on issues of succession and leadership, with consulting as well in marketing, internal and external communication or market strategy to enable companies their objectives through effective communication.

#### Core competencies:

Robert Brunner (@bimpress1), with his team, strengthens companies or organizations, coaches and advises entrepreneurs, executives, managers as well as CEO/CXOs with their companies on the implementation of their corporate "value strategy" as well as "go in" within Healthcare, MedTech IT & Foodtech markets to increase corporate values or to enable companies to meet their market objectives through business development methods, marketing, and tightening personal skills in communications as well as implementation of communications based methods and systems including CSR/Code of Conduct, occupational health management (OHM), succession, crisis communications and some more.

#### Business goals/plans in Ireland:

Approaching of partnerships for IT-Dev (near-shoring.eu) - approaching of partnerships rg. eHealth, MedTech into DACH/Bavarian region.



## Prof.Dr. Michael Dowling

Professor - Innovation and Technology  
Management

Universität Regensburg

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### Company profile:

Prof. Dr. Michael Dowling is a Professor for Innovation and Technology Management in the Faculty of Business and Economics at the University of Regensburg, Germany.

He was born on Long Island New York, and all four of his grandparents immigrated to the USA from Ireland.

He currently serves as the Chairman of the Board and a member of the Research Committee of the MÜNCHNER KREIS, a non-profit association providing orientation for decision makers in the digital world. [www.muenchner-kreis.de/](http://www.muenchner-kreis.de/).

As Chairman of the MÜNCHNER KREIS he is interested in learning more about economic and technology development in EU member states.

His research interests include the strategic management of technology, high technology entrepreneurship, and the relationships between technology, public policy and economic development.

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German-Irish Chamber  
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## Business delegation



### Prof. Dr.-Ing. Hinnerk Hagenah

Deputy Head of the Institute

Lehrstuhl für Fertigungstechnologie,  
Friedrich-Alexander-Universität  
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#### Company profile:

The Institute of Manufacturing Technology of the Friedrich-Alexander-Universität Erlangen-Nürnberg is among the leading research institutes in the field of metal forming. The research carried out in fundamental project or joined projects with partners from industry lead to 4-9 successful PhD-defenses per year. Every year roughly 100 student workers assist in the research work and besides that about 60 student theses are written in that timeframe. The institute is hosting international conferences. The leader board is engaged in international scientific organizations and editorial work for international journals. The mandatory experiments are mostly carried out using the institutes own machines and computers.

#### Core competencies:

Metal forming processes (sheet, bulk, sheet-bulk); numerical simulation (FEM); material characterization; process design; process chains; blockchain; fundamental research; application oriented research with partners from industry; joined projects.

#### Business goals/plans in Ireland:

It would be nice to find new partners for joined projects in Ireland which is qualified for funding e.g. by the European Community. Bilateral research projects would be of interest as well. The existing contacts through Esaform might be a basis.



Lehrstuhl für  
Fertigungstechnologie



## Tobias Hertkorn

CEO

groupXS Solutions GmbH

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### Company profile:

groupXS Solutions is a German specialist for Digitization using mobile business applications. Our main product is Reportheld. A Smart Mobile Collaboration Solution that is industry independent and specifically customized for each use case. With Reportheld we span workflows within your company, across divisions and existing systems. We deeply believe that Digitization requires custom solutions to achieve best in class results for your business, employees, and customers. Our product portfolio ranges from the custom development of new software, its cloud-based deployment to consulting services. Our customers are leading multinational enterprises as well as small and medium sized companies.

### Core competencies:

Our success stories include Service+, Smart Service Bus, prescriptive maintenance, part-based quality inspection, condition monitoring, and many others. We solve recurrent issues when it comes to the digitization of processes in the Smart Service, Mobile Field Management or Shopfloor area. We constantly push the future of Prescriptive Maintenance, Smart Shopfloor, and Industry 5.0.

### Business goals/plans in Ireland:

As Ireland is pushing Digitization in all areas of society, we want to be part of that journey, connecting partners. With our expertise and our product, we make sure they meet your business needs and quality standards.



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## Business delegation



### Johanna Kamm

Geschäftsleitung

Huber Technik GmbH & Co. KG

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#### Company profile:

For nine decades, the family-owned Huber Technik enterprise, located in Erding, Upper Bavaria, Germany, has been supplying high-quality products to Bavaria, Germany and everywhere abroad. Our company is controlled by the third and fourth generation of owners and distinguished by permanence – in quality, purchaser and supplier relations and our function as employers. The fact that permanence needs change and adaptation is reflected in our everyday challenges in both our business fields: conveyor systems and elastic products.

#### Core competencies:

Conveyor systems by Huber are the answer to any questions in conveyor technology. We supply innovative and customized products – tailored to our customers' needs. We move the world. Since more than 60 years we build conveyor belts for all conceivable applications. In doing so, we are not bound to a modular system so that we can serve nearly any purchaser's request. Our currently smallest conveyor belt measures 20 x 10 cm and conveys soft cheese. One of the biggest Huber belts is stationed in Dubai, carrying sewage sludge across a distance of 220 m. At the beginning of the company history was a vulcanising plant. Elastic products have been our core business for almost 100 years. Huber Technik is your competent partner especially for small and medium-sized quantities. We provide polymers for demanding requirements. On more than 40 steam-heated hydraulic presses, we produce elastic products in different sizes or versions by transfer moulding or compression moulding. Other than common elastomers, we also use special India rubbers like silicone and viton.

#### Business goals/plans in Ireland:

With our division responsible for rubber products, we already have a close business relationship with Ireland. For our mechanical engineering division we would like to find out about opportunities to develop new business relationships.

**HUBER  
TECHNIK**  
Fördersysteme  
Gummierzeugnisse



## Sarah Klein

Social Media Managerin

ALEN GmbH

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### Company profile:

ALEN GmbH is a future-oriented and steadily growing company in the development and production of structural components for vehicle technology, especially in the automotive sector. Since 2013, we have been providing qualitative aluminium and lightweight construction solutions for manufacturers, suppliers and development centres in the automotive industry. Together with our international partner structures, we manufacture high-quality products according to customer requirements using high-precision tools. We accompany our customers as a competence partner in project management, industrialisation and implementation of lightweight products and ensure product function through test series.



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## Business delegation



### Dr.-Ing. Oliver Kreis

Managing Director Education

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#### Company profile:

FAU is one of Germany's leading research universities with outstanding performance in research and an international orientation in research and teaching. In order to maintain and increase its attractiveness and diversity, FAU intends to improve its overall international position by promoting its research strengths and focus areas over the next few years. One of the major goals of the Faculty is winning highly qualified young students and researchers from abroad.

#### Core competencies:

The Department of Mechanical Engineering (MB) of FAU was established in 1982 as the "Institute of Manufacturing Technology" and has since developed rapidly into a nationally and internationally renowned research institution and a highly qualified partner for companies interested in technological expertise and knowledge transfer. In the field of teaching, the successful completion of the Mechanical Engineering degree program was completed with interdisciplinary and international degree programs such as Industrial Engineering, Mechatronics and International Production Engineering and Management. The department consists of nine institutes and about 400 members of staff. It is involved in five degree programs and has the highest number of current students of all departments at the Faculty of Engineering. The main research focus of the department is on developing techniques and technology in emerging research areas within the field of mechanical engineering.

#### Business goals/plans in Ireland:

We would like to find new partners from universities/colleges and companies to extend our existing partnerships for student exchange and internships, especially in English-speaking countries. We also offer various lectures in English language at FAU.



## Cagatay Oezbay

CEO

COEZBAY GMBH

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### Company profile:

COEZBAY GMBH, founded in 2016, has set itself the goal of providing unique services and consulting in the areas of photogrammetry, Virtual Reality and Augmented reality, professional 360° aerial and ground surveys, 3D and Thermal Scannings as well as 3D visualization services under one roof. The expertise spans more than 40 industries and all divisions, creating new solutions in an increasingly challenging digital world.

### Core competencies:

Real time 3D visualization • Augmented- and Virtual-Reality Application Development

### Business goals/plans in Ireland:

Elaboration of cooperations and acquisition of new customers.





## Sebastian Pfaff

CEO

EP Electronic Print GmbH

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### Company profile:

For more than 30 years EP develops and designs HMIs as well as customized operating, control and input systems, e.g. glass touchscreens and membrane switches, based on a multitude of technologies. Our depth of manufacture and production allows us to realize/materialize custom-made HMI projects fast and competently. Just as we can take care of quality and on-time delivery. Fields of application for our products are mainly mechanical engineering and automation as well as medical devices. The following products are part of our standard offering: - Web panels - Full HMI / panel systems - Touch screens systems - (Illuminated) capacitive buttons - Membran switches - Front panels.

### Core competencies:

Our core competency are small to medium volumes thus we are mainly present in the following industries:

- Industrial machinery and mechanical engineering
  - Automation
  - Medical devices
  - Analysis and measurement devices
  - Building technology
  - Renewable energy
- Here we specialized in the following activities:
- design and development
  - milling, grinding and deburring
  - powder coating, anodising, chromatising
  - (laser)cutting
  - manual assembly
  - electronic assembly (THT & SMD)
  - dispensing and grouting
  - lamination, bonding and printing
  - optical bonding
  - quality assurance

### Business goals/plans in Ireland:

Due to our experience with medical HMIs we want to increase our footprint in the related fields of food and pharma HMIs. We are looking for challenging projects that keep us learning at a high pace.



## Michael Rohrmüller

CEO

PixelMechanics | grenzenlos digital

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### Company profile:

PixelMechanics is an expert in sales digitization. As a pioneer in the digital world, we scale your success sustainably. Connected with smart portals and commerce solutions based on Magento across all areas of sales digitization.

### Core competencies:

As a Magento agency, we mainly work in the fields of Magento eCommerce, sales digitization, predictive eCommerce and interface programming. Furthermore, we implement appealing and successful online presences from websites to learning platforms and accompany our customers in the field of digital funding.

### Business goals/plans in Ireland:

Entering Irelands sales market for our services in the fields of Magento Commerce and digitization of the sales channel. In addition, establishing contacts with potential new customers in the Irish market.



## Dr.-Ing. Hans Schwendner

Proprietor

CONINTEC

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### Company profile:

CONINTEC represents 8 top-class BPO, IT and software development service providers from Armenia, Bulgaria, Romania, Russia/Belarus and Ukraine. A total of more than 3000 developers service with modern and advanced technologies in Industry 4.0, IoT, AR/VR as well as digital transformation, enterprise software, SAP, automotive embedded development (ADAS, SPICE), eMobility, eHealth, cloud/mobile/web platforms, Big Data Analytics, artificial intelligence, BlockChain, ChatBots and Robot Process Automation. Services provided in agile and waterfall flow cover the life cycle concept, implementation/development/test/QA, as well as multilingual administration, support (applications, databases, infrastructure) and BPO.

### Core competencies:

IT- and software development services from Eastern Europe. We have built up this portfolio of service providers because our philosophy is: for long-term success, corporate interests must match - not just technologies.

### Business goals/plans in Ireland:

New customers and potential partners for IT and software development services. Insight into the market and future visions for understanding about current and future developments in the ecosystem of innovative IT.

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## Business delegation

### Joachim Adolf

Geschäftsführer

J.A. Project Engineering

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#### Company profile:

History: • Joachim Adolf finished in 1987 his study at Fachhochschule Rosenheim as an engineer for timber technology. • In June 1994 foundation of the engineering-office J.A. Project Engineering. • Since 1997 he worked as an independant engineer in machinery and plant engineering inside woodworking industry, as well as in the construction sector. • In 2004 first project lead in the Hydro-Electric branch. • In 2007 the operative projectmanagement for the automotive industry and international construction projects get one of the most important services. • Since 2008 first orders in shipbuilding branch, in 2011 in machinery engineering for photovoltaic-producers. In 2012 in Project management for Offshore wind power plants.

#### Core competencies:

Branches: • woodworking industry; construction sector • machinery and plant engineering • automotive • shipbuilding • energy branch (Hydroelectric, Photovoltaic, wind power plants) • Public Health System • Textile industry

Services: • Consulting • Projectmanagement • Interimsmanagement

• Development of Process- and Organisations • Industryplanning •

Productionplanning and -optimization • Logisticplanning and -optimization •

Time management • IT- PPS and ERP-Systems

Methods: • Projectmanagement acc. GPM-IPMA • Processsimulation • SIX SIGMA

DMAIC • REFA - Engineering • MS-Project • CAD • Lean Manufacturing

#### Business goals/plans in Ireland:

Achieving new orders in project management based on technical experience.

