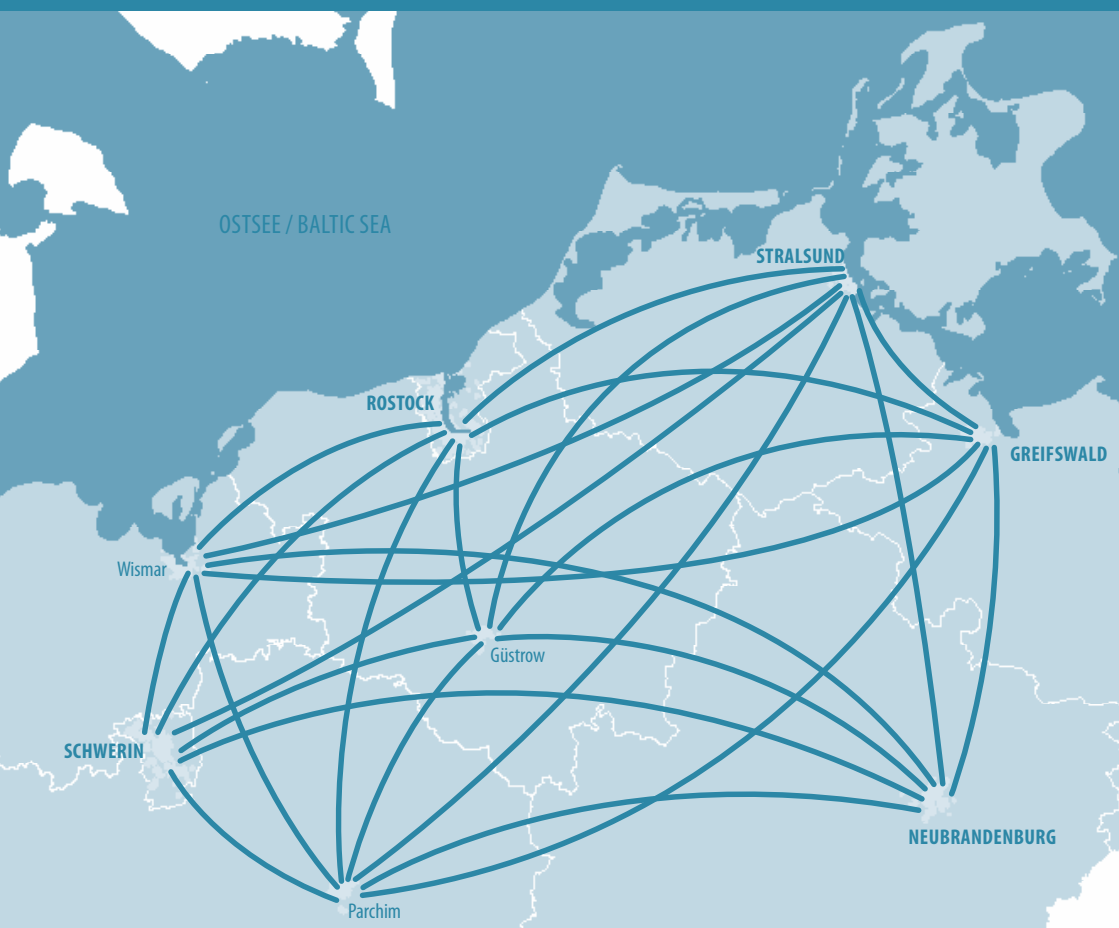


# NETWORKS IN MECKLENBURG-VORPOMMERN





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# **NETWORKS**

## **IN MECKLENBURG-VORPOMMERN**

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The chambers of industry and commerce in Mecklenburg-Vorpommern

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### *Greeting by the Minister of Economics, Construction and Tourism MV*

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The challenges of the markets on the ability to compete are increasing, in particular for small and medium-sized companies. The drive for innovation has increased again throughout the global economic and financial crisis and will not subside in the phase of economic upturn. Companies and regions throughout the world strongly compete with each other. Small and medium-sized companies in Mecklenburg-Vorpommern can create innovation with particularly high added value potential more quickly and efficiently by means of the target-oriented cooperation of various partners. Small firms in particular help sector-related mergers to be competitive on the market. The state government promotes high-performing sector-related cooperation between companies. The creation of new and the further development of existing company-related and technology-oriented networks are actively supported. Funds

are available for this in the 2007-2013 funding period within the framework of the Operational Programme of the European Social Fund.

Many successful network structures have been created in Mecklenburg-Vorpommern's most important industry sectors and technology areas. Examples of these networks are automotive-mv, WIND-ENERGY Network Rostock e.V., Umwelttechnik enviMV and Agrarmarketing MV e. V.

Network formation, mostly initiated by the companies themselves, is an effective instrument of regional economic policy. The following examples are an outstanding demonstration of the development of network structures in Mecklenburg-Vorpommern.

Harry Glawe

Minister of Economics, Construction and Tourism Mecklenburg-Vorpommern



### *Greeting by Mecklenburg-Vorpommern's Chambers of Industry and Commerce*

The chambers of industry and commerce in Mecklenburg-Vorpommern are convinced that the business relationships among enterprises as well as between companies and research institutions provide a major opportunity to strengthen the local enterprises in our region.

Mecklenburg-Vorpommern's economy is primarily characterized by small and medium enterprises (SME). They are not capable of executing their own research and development projects due to lack of personnel, technical and financial resources. Growth potential can hardly be identified without sufficient resources. Efficient relationships and the involvement in networks can increase the performance of local businesses.

Powerful and well-organised networks provide the opportunity to increase the efficiency, combine resources, carry out research and development and raise both the regional awareness and national visibility

of the enterprises. The network structures in Mecklenburg-Vorpommern need to further distinguish themselves.

Cooperation must be recognised as a strength and developed as such by the enterprises. The chambers of industry and commerce proactively support and coordinate this process.

The directory of technology-oriented networks in Mecklenburg-Vorpommern contributes to strengthening the network activities and to making capabilities visible

The chambers of industry and commerce in Mecklenburg-Vorpommern

**YOUR PARTNER FOR INVESTMENT  
IN MECKLENBURG-VORPOMMERN**





### *The „One-Stop-Agency“ for the Economic Location in Mecklenburg-Vorpommern*

Invest in Mecklenburg-Vorpommern is the economic development agency for the German State of Mecklenburg-Vorpommern. As a one stop agency, we are the partner for all companies that want to establish business in Mecklenburg-Vorpommern.

#### *Your company:*

- » Is looking for a suitable location for expansion
- » Is planning a new investment and the creation of new jobs
- » Requires support in the generation of development funds
- » Invests in pioneering research and development
- » Appreciates competent partners and networks

#### *Our services provide:*

- » Procurement of suitable locations in the state
- » Representation of interests in administrations and institutions
- » Supports in the search for qualified experts
- » Acquisition of funds from the state of Mecklenburg-Vorpommern
- » Establishing contacts to business partners and networks



OSTSEE / BALTIC SEA

ROSTOCK

Landkreis  
Rostock

WISMAR

Nordwest-  
mecklenburg

GÜSTROW

SCHWERIN

Ludwigslust-Parchim

PARCHIM





STRALSUND

Vorpommern-  
Rügen

GREIFSWALD

Mecklenburgische  
Seenplatte

Vorpommern-  
Greifswald

NEUBRANDENBURG



## STRONG NETWORKS FOR MECKLENBURG-VORPOMMERN

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### *Gather Expertise by Cooperation*

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Thanks to intensive collaboration between the business and science communities, a great deal of cooperation has arisen in recent years between companies, research facilities and higher education establishments, in Mecklenburg-Vorpommern. These networks promote the competitiveness of companies in a variety of ways. The work of the network aims to gather specialist knowledge and expertise, to increase regional value creation, to push the development of new, innovative products and technologies as well as to secure existing jobs.

National and international network activities portray a positive image of Mecklenburg-Vorpommern as a business location. Making new contacts, sharing knowledge and developing business locations are important arguments to become active in networks.

### *Mecklenburg-Vorpommern: in the Heart of Europe*

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Mecklenburg-Vorpommern is the north-eastern most German state, bordering Poland to the east. With its central location in the heart of Europe, it builds bridges between East and West, between Scandinavia, the Baltic region and the continent. In recent years Mecklenburg-Vorpommern has developed into an attractive commercial location. The state has built up a state-of-the-art infrastructure, efficient transport routes and convenient industrial and commercial parks. Noteworthy are the industrial areas near the ports, which are directly located at navigable waters. Modernized and newly developed manufacturing sites are guarantors for high productivity. Flexible, motivated and qualified employees speak for the region as does the large number of childcare and educational facilities.



### *Mecklenburg-Vorpommern as a Location for Future-Oriented Companies*

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The region has a long tradition of research and development: Mecklenburg-Vorpommern is the state with the oldest universities in the Baltic Sea region. Today the higher education institutions in the state instruct their students in a wide variety of application and future-oriented subject areas. Research and science institutions are increasingly committed to cooperative partnerships with the business world. As a versatile business location, Mecklenburg-Vorpommern benefits both from future-oriented approaches of its educational facilities and from innovative business ideas of its local companies.

In nearly all business sectors, Mecklenburg-Vorpommern can call on stable companies with markets in all of Europe. Important subsidiaries of international business groups supplement traditional,

medium-sized, regional companies. Numerous companies have recognised the advantages of business networking: in strong sector-specific or cross-sector networks of companies, research facilities and universities, key players benefit from mutual exchange.

They generate stimuli for more innovation and competitiveness, increase opportunities for the development of new products and services, raise regional value creation, sustainably promote the sales of their products, educate the qualified employees of tomorrow and open up new markets both at home and abroad. The foundation has been laid for the stable and sustainable economic development of the region. Mecklenburg-Vorpommern is showcased today as an ideal location for future-oriented companies.

## MECKLENBURG-VORPOMMERN AS A VERSATILE BUSINESS LOCATION

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### *Automotive and Aviation*

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Mecklenburg-Vorpommern is not a traditional automotive supplier location, but very favourable framework conditions are attracting a growing number of investors to the region. As a result of the settlement of highly-specialised automotive suppliers, a powerful supply structure has emerged in recent years. Enterprises such as TRW Airbag Systems GmbH, Webasto Neubrandenburg GmbH or Spheros GmbH are among the approximately 100 companies active in MV. With the association automotive-mv e. V., the industry was able to establish an efficient network for the coordination of collaborative activities.

Thanks to the favourable regional position to the Hamburg aviation centre, the aviation and aerospace industry has seen a successful development. Presently, approximately 30 medium-sized suppliers have established operations here. Many of them have joined forces in the Netzwerk Luft- und Raumfahrt in Mecklenburg-Vorpom-

mern (Mecklenburg-Vorpommern Network of Aviation and Aerospace). The network's activities are integrated in the internationally renowned Hanse-Aerospace e. V.

### *Food*

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The food industry represents the largest regional industrial sector in the manufacturing industry. The production sectors include baking, meat, dairy and fish processing as well as beverage production. Enterprises such as Mecklenburgische Brauerei Lübz GmbH, Mecklenburger Kartoffelveredlung GmbH or Mecklenburger Backstuben GmbH have a long tradition in the region. In addition, there are a number of significant subsidiary companies of international company groups, including Dr. Oetker Tiefkühlprodukte GmbH, Pfanni GmbH & Co. OHG and the Carl Kühne KG production site. The enterprises obtain their raw materials from reliable and efficient regional farms. An impressive number of companies have already been certified in

compliance with the EU Organic Products Regulation. The association Agrarmarketing Mecklenburg-Vorpommern e. V. has made a considerable contribution to this.

### *Renewable Energies*

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Today, more than 40 percent of the electricity generated in Mecklenburg-Vorpommern comes from renewable energy sources. With Nordex SE, the federal state has a global player of the wind energy sector in the region. The mainland has more than 1,200 wind turbine generators installed and the first offshore wind farm was commissioned in 2011; a further wind farm is planned.

The Centrosolar Sonnenstromfabrik is one of the largest solar module production sites in Europe. The Wind Energy Network Rostock e. V. pools the expertise of more than 90 sector-related members. Networks such as PUMPit or enviMV exemplify the diverse collaborations in the industry. PUMPit connects various companies in the field of renewable energies with the aim to jointly develop solutions for energy capture. The association enviMV is an environmental technology network and fosters the know-how transfer in the field of utilities and waste disposal management, particularly in emerging and developing countries.

### *IT/Company Services*

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Currently, around 650 regional companies are involved in the development, marketing and management of hard- and software products. The industry is characterised by small and medium-sized

enterprises with a high degree of specialisation and innovation. The IT-Initiative Mecklenburg-Vorpommern sees itself as a sector-related network. Specific networks such as E-Learning@MV or the Software-Initiative Neubrandenburg are additionally cross-linked under their independent umbrella organisations. The networks HISFOOD or WhiteByte exemplify the wide range and user-friendly portfolio of the IT industry. In addition, the Mecklenburg-Vorpommern service sector has seen an extraordinarily successful development in recent years. Especially the service centre sector is characterised by continuing high growth rates. More than half of the 110 enterprises that have settled here appreciate the exchange of knowledge and experience under the Telemarketing Initiative Mecklenburg-Vorpommern e. V. association.

### *Life Sciences*

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The life sciences sector includes companies in the fields of biotechnology, biosciences, medicine, medical devices or pharmaceuticals. A dynamic high-tech cluster of international reputation and enormous growth potential has developed in Mecklenburg-Vorpommern in recent years. This development has been promoted by the first class university hospitals and research and educational institutions located here. In addition, the health care management field belongs to the major business and growth sectors in the region. There is a multitude of qualified health and medical spa facilities including the related products and services. The largest life science and health

care management network is the initiative BioCon Valley® Mecklenburg-Vorpommern. In addition to other networks, the interdisciplinary research centre ZK FunGene or the international B2B platform ScanBalt BioRegion have been established as strong networks.

### *Maritime Industry*

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With its international focus, the maritime industry has become an important element of Mecklenburg-Vorpommern's economy. The state is leading in the field of marine propulsions and can dispose of most diverse competencies in the shipbuilding, shipping and port industries. Enterprises such as Caterpillar Motoren Rostock GmbH, Voith Turbo Marine Engineering GmbH & Co. KG, Schottel Schiffsmaschinen GmbH or Mecklenburger Metallguss GmbH demonstrate the leading position in the industry. The special shipbuilding sector offers strong development potential. Enterprises that build floating drilling, production, storage and loading systems are ascribed dynamic growth prospects. Offshore technologies are considered as the business stream of the future. Networks such as Maza MV e. V., Maritime Safety Assistance Rostock or Mariconet stand for a multitude of successful collaborations in this sector.

### *Mechanical and Electrical Engineering*

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Thanks to their innovation strength, the fields of mechanical and electrical engineering are considered as engines of economic growth. Major production capacities with favourable long-term development

opportunities are concentrated in special engineering. Numerous medium-sized enterprises are active in this industry. Companies such as Eisengießerei Torgelow GmbH, one of Europe's most advanced foundries, or DMR Mechanische Werkstätten GmbH are proof of the region's excellence in production. The electromobility network should be named as a shining example for the diverse, future-oriented collaborations within the industry. The companies and institutions cross-linked in this network support the federal state's climate protection efforts and, at the same time, strengthen Germany's leading position in the production and use of renewable energies.

### *Logistics*

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More than 5,200 enterprises are part of Mecklenburg-Vorpommern's logistics sector. 13 larger and smaller, extremely flexible ports offer their services for sea and inland water way shipping. Major European transport routes run through the federal state. It is also the gate to the Baltic North and acts as interface for national and international transport chains. The region disposes of well-developed motorways, an advanced passenger and goods railway network and three airports. Efficient cargo handling is ensured round the clock. The most important sector network is the initiative Log-in MV, where about 90 forwarders, ports, logistics service providers, chambers, institutions and universities have joined forces to sustainably position Mecklenburg-Vorpommern as a logistics hub in Eastern European transport and as a hub in the European north-south transport sector.





### *Wood/Paper/Plastics*

The wood industry looks back on a long tradition in Mecklenburg-Vorpommern. Thanks to the close interrelations between the Baltic Sea countries, the federal state provides an ideal hub for the import and export of wood, as well as upstream and downstream forest products. Thanks to the newly-established wood cluster, the sector has experienced a significant boom. The High Competence Network e. V. network association combines the entire value-added chain ranging from forestry production to wood processing and related logistics and data processing. Excellence in plastics specifically used in the construction sector, packaging industry and shipment containers, wind energy, ship, boat, yacht building and automotive is, for instance, demonstrated by the local companies Schoeller-Arca Systems GmbH, Hanse Yachts AG, Hobas Rohre GmbH, Luratec AG or LINDAL Dispenser GmbH. The synergies between the partners are actively supported by the north German plastics network NORKUN.

### *Tourism*

Mecklenburg-Vorpommern is the most popular holiday destination in Germany. Almost 2,000 km of Baltic Sea coastline, more than 2,000 lakes, extensive forests, nature protection areas and three national parks, which partially belong to the UNESCO world heritage site programme, and an impressive number of listed architectural, art and cultural monuments characterise the federal state. Air and water quality are excellent. Four of Germany's six sunniest regions are located in Mecklenburg-Vorpommern.

The state is well-positioned to enable the future positive development of the industry. Whether you are looking for a nature-oriented vacation or sports holidays, health care, family or cultural tourism – Mecklenburg-Vorpommern is able to offer individual and high-quality products to provide a unique experience for vacationers. Networks such as BioCon Valley® Initiative or ScanBalt Bio-Region promote health care management and ensure future prosperity in the industry.

## » AUTOMOTIVE AND AVIATION



## AUTOMOTIVE-MV E. V.

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### *Network of Mecklenburg-Vorpommern's automotive supply industry*

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automotive-mv is a powerful network to coordinate the common activities of the automotive supply industry in Mecklenburg-Vorpommern. The portfolio of the network consortium provides a sophisticated range of products: state-of-the-art air-conditioning and heating systems, airbag-gas generators, innovative aluminium cold forging components, precision parts for hydraulic components and fuel-injection systems, most advanced vehicle information and traffic monitoring systems. In addition, a number of small and medium-sized producers are successfully operating in the field of machining and metal deforming, plastics and rubber manufacture, and the production of other components used in various vehicle systems. automotive-mv is cofinanced by the Mecklenburg-Vorpommern Ministry of Economics, Labour and Tourism.

### *Safe future for the automotive industry*

---

The network's objective is to promote the competitiveness and sustainability of Mecklenburg-Vorpommern's automotive supply industry. The network is to cross-link the regional and national automotive supply industry and establish relationships with other networks. It is the aim to identify synergies, intensify the exchange of experience, increase the regional value-added and develop and market innovative products and technologies. automotive-mv e. V. is member of the ACOD, the network of East German automotive suppliers.

### *Promoting best practice transfer*

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One of the network's tasks is to integrate the experience and expert knowledge of internationally established suppliers such as TRW and Webasto and support smaller companies to access the industry's market and to fulfil specific require-



ments in the automotive supply industry. Key issues include quality management, efficient organisation of manufacturing and logistics processes as well as support in corporate training and qualification. automotive-mv renders public relations work for the network consortium and represents Northeast German automotive suppliers regularly at international sector specific events such as IAA and Z-Messe (trade fair of suppliers). The association initiates and coordinates collaborative automotive projects and supports collaborations between suppliers and R&D institutions in the region. In general, the association has its thematic focus in communication and exchange of experience, organises regular network meetings and B2B events at regional, national and international levels. Members and partners profit from best practice transfer, sector specific training and further qualification.

#### **automotive-mv e. V.**

c/o REFA-Landesverband MV e. V.

Lange Str. 1a | 18055 Rostock

**Contact:** Dr. Andreas Vietinghoff

**Phone:** +49 (0) 381 - 455 223

**Fax:** +49 (0) 381 - 455 224

**Email:** a.vietinghoff@refa-mv.de

**Internet:** www.automotive-mv.de

#### **»» THEMATIC FOCUS**

- Communication and exchange of experience
- Regular network meetings and B2B events
- Best practice transfer
- Training and qualification
- Public relations, participation in trade fairs
- Support of R&D projects

#### **»» YEAR OF FOUNDATION**

2006

#### **»» NUMBER OF MEMBERS**

20

#### **»» SPHERE OF INFLUENCE**

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## GMES-MV

# GLOBAL MONITORING FOR ENVIRONMENT AND SECURITY

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### *Innovation network for satellite-based earth observation services*

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GMES-MV is the technology-based network that develops, uses and applies satellite-based earth observation services in Mecklenburg-Vorpommern. The network is the coordination centre for research and development activities in the region and acts as contact office for regional and international (EU) partners. GMES stands for “Global Monitoring for Environment and Security” and consists of the application of remote sensing and information services in environment, security and disaster control. In a European context, this includes the set-up of a fleet of satellites and free user access to its data and images.

### *Innovation and market development*

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The aims for the years to come include the increase of existing expertise in institutes and companies through joint

research and development, and knowledge transfer and enhanced networking by individual stakeholders with the aim of developing and providing premium products and services. This also includes efficient co-operation with other federal states.

### *We work in three spheres of activity*

---

We have three regional strengths and thus spheres of activities for services and applications in the GMES field. These include maritime applications, land-based applications and the common issue of climate change. As a coastal region, Mecklenburg-Vorpommern has an established maritime tradition and a natural bond with the sea. Regional capacities include the DLR (national research centre for aeronautics and space) in Neustrelitz with its satellite receiving station and, in the future with a real-time data centre, the research port in Rostock with the Galileo test site and the



Institute for Baltic Sea Research (IOW). In addition, Mecklenburg-Vorpommern is both known as an agricultural region with low population density and is popular for its natural resources. Huge potential for GMES applications can be found here, for instance, in yield and area management. International significance has been gained by the agricultural measurement site DEMMIN, where satellite data are calibrated and validated on the basis of large-scale ground measurements. Climate change as a global process will affect the region to various degrees. In Mecklenburg-Vorpommern, these effects will differ between the coast and the mainland.

## GMES- MV

c/o GeoMV e. V.

Lange Straße 1a | 18055 Rostock

**Contact:** Tobias Lerche | Cindy Niemeyer

**Phone:** +49 (0) 381 - 492 98 10

**Fax:** +49 (0) 381 - 492 98 15

**Email:** gmes.netzwerk@geomv.de

**Internet:** www.gmes-mv.de

## »» THEMATIC FOCUS

- Research and development
- Science and business transfer
- Application areas: maritime sector, agriculture and environment, climate change, remote sensing
- Business services
- Geoinformatics

## »» YEAR OF FOUNDATION

2008

## »» NUMBER OF MEMBERS

10

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## NETWORK FOR MARITIME APPLICATIONS IN THE ROSTOCK RESEARCH PORT

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### *Satellite navigation research alliance*

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The Rostock research port is an initiative of the Mecklenburg-Vorpommern state government in close co-operation with regionally based industrial companies, universities and research facilities. The building of the network for maritime applications was begun in 2008 in order to benefit in the future from the development of new satellite supported systems (GNSS) and in particular the European satellite navigation system GALILEO. It consists of nine key players from the field of research and development and specialises in the identification and marketing of products and services in the maritime environment that use satellite navigation.

### *Satellite based navigation and logistics*

---

The National Maritime Galileo Test Field has been installed in the Rostock research port. GALILEO is expected to see first

service as a worldwide satellite navigation system for Europe in 2014. Here in Rostock however, the satellite-like signals and the algorithms for quality evaluation for the development and testing of applications can already be used. The highly precise and reliable positioning of moving objects within just a few decimetres is useful in the port environment for both land and water based traffic. It supports for example safety-critical applications, such as the quick and safe docking manoeuvres of ferries. As a representative of interests, the network is championed at a national level by the Forum for Satellite Navigation of the BMVBS (German Federal Ministry of Transport, Building and Urban Development), and internationally in the Network of European Regions Using Space Technologies.

### *Streamlining maritime traffic*

---

Customer specific solutions are created using satellite navigation. In the dynam-





ic environment of maritime navigation, the network advises companies, authorities and non-profit facilities on SatNav technologies and their potential uses.

The aim is an improvement in ship guidance within the port area. This should be arranged in a more time-efficient, safer and more environmentally friendly way with the help of products and services using satellite navigation. In the maritime logistics field, the network works on the optimisation of loading, warehousing and intermodal transport between the different participants of the logistics processes. Applications using satellite navigation support this.

Warnemünder Centrum für Luft- und Raumfahrt | Astrium RST

Friedrich-Barnewitz-Straße 9  
18119 Rostock

**Contact:** Silvia Kohlmann

**Phone:** +49 (0) 381 - 56 5 24

**Email:** [sk@netmaritime.de](mailto:sk@netmaritime.de)

**Internet:** [www.netmaritime.de](http://www.netmaritime.de)

## »» THEMATIC FOCUS

- Maritime navigation and logistics
- Maritime safety & security
- Highly precise and reliable positioning
- Visualisation of movable objects in port areas

## »» YEAR OF FOUNDATION

2008

## »» NUMBER OF MEMBERS

9 network partners along the value chain

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## HANSE-AEROSPACE E. V. MV NETWORK OF AVIATION AND AEROSPACE

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### *Association of aviation- and aerospace-related enterprises*

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Since its foundation in 2009, HANSE-AEROSPACE e. V. has become one of the largest German associations of small and medium enterprises in the aviation and aerospace industry. Among the 150 members of HANSA-AEROSPACE e. V. are suppliers from all areas of aviation and many sectors of the aerospace industry. Together with Mecklenburg-Vorpommern's economic development agency invest-in MV, the association coordinates the aviation and aerospace network in the region. A total of 14,000 staff - about ten percent of all personnel employed in the German aviation and space industries - work for HANSE-AEROSPACE member companies. Our member companies have a total annual turnover of 11 billion Euros, 1.5 billion of it in space and aviation.

### *Promoting the regional aviation and aerospace industry*

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HANSE-AEROSPACE e. V. is involved in various boards of the initiative „aviation location Hamburg“ and maintains relations with economic policy bodies of the federal government and the North German coastal states. The association is member in the Federal Association of German Aviation and Aerospace Industry (BDLI). HANSE-AEROSPACE e. V. sees itself as lobbyist of the sector towards the state governments. The network actively promotes European and transcontinental relations. It provides a platform for their network partners in order to jointly identify strategies for solving challenges of current developments. The overall aim of the network's activities is to promote the regional aviation and aerospace industry.



### *We are innovative, flexible – indispensable*

The network offers to its members:

- consultancy and expert advice; experience with various aviation standards; support in finding new markets; exchange of experience between association members; establishing contacts to politics at state, national and EU level as well as European and international economic relations.

HANSE-AEROSPACE e. V. organises events on significant topics. In addition, the network members have unlimited access to the Hamburg aviation cluster. The network organises for its partners cost-efficient and high-value joint exhibitions at relevant international trade fairs, for instance at the annual Aircraft Interiors Expo (AIX) focussing on cabin interior in Hamburg or the International Aviation Exhibition (ILA) in Berlin.

## **HANSE-AEROSPACE e. V.**

F.-Barnewitz-Str. 9

18119 Rostock Warnemünde

**Contact:** Sandra Wandt

**Phone:** +49 (0) 381 - 778 681 - 51

**Fax:** +49 (0) 381 - 778 681 - 69

**Email:** [s.wandt@hanse-aerospace.net](mailto:s.wandt@hanse-aerospace.net)

**Internet:** [www.hanse-aerospace-mv.de](http://www.hanse-aerospace-mv.de)

## **»» THEMATIC FOCUS**

- Consultancy and expert advice
- Joint exhibitions at trade fairs
- Sector-specific events

## **»» YEAR OF FOUNDATION**

2010

## **»» NUMBER OF MEMBERS**

24

## **»» SPHERE OF INFLUENCE**

- |               |                                     |
|---------------|-------------------------------------|
| regional      | <input type="checkbox"/>            |
| national      | <input checked="" type="checkbox"/> |
| international | <input type="checkbox"/>            |

»» **FOOD**



## AGRARMARKETING MECKLENBURG-VORPOMMERN E. V.

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### *The largest network for agriculture and food*

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The association Agrarmarketing Mecklenburg-Vorpommern e. V. (AMV – agricultural marketing in Mecklenburg Vorpommern, reg. assoc.) is one of the major networks of agriculture and food in Mecklenburg-Vorpommern. It consists of currently 76 enterprises, 34 sustaining members and 4 cooperation partners. Members are producers, processors and manufacturers of food and beverages, both commercial enterprises and small trade. The association represents about 7,000 employees and an annual turnover of about 1.8 bill Euro. The practical orientation is ensured by the direct involvement of enterprises. The board, consisting of nine enterprises and one honorary chairman, is working on a voluntary basis. The day-to-day work in the Bentwisch office is coordinated by a professional management.

### *Strengthening the competitiveness*

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The AMV association is committed to the sustainable promotion of food produced in Mecklenburg-Vorpommern, thus strengthening the competitive position of the agricultural and food industry and simultaneously safeguarding and creating jobs in this major regional industry sector. The AMV supports cooperation and exchange of experience among the partners of the network. Collaborative marketing activities under the regional slogan „„Mecklenburg-Vorpommern – MV tut gut“ (Mecklenburg-Vorpommern – a place to be) are aimed at finding new markets both nationally and internationally. This includes the improved networking and utilization of market potentials in the health care and tourism industry.

### *We establish contacts*

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The AMV association organises sector specific meetings and joint exhibitions at trade fairs such as BioFach, Anuga, Intermessen,



Agrarmarketing  
Mecklenburg-Vorpommern e.V.

PLMA and BioNord. The association develops sales promotion activities and initiates projects aimed at cross-linking food, health care and tourism. The AMV association organises expert and training seminars on latest industry news and issues the “food barometer” twice per year. Efforts in improving export activities will become increasingly important in the upcoming years. In addition, the local gastronomy is to be encouraged to use regionally produced food. Meanwhile the association represents the interests of the industry in regional boards and committees, such as the health care curatorial panel, the regional marketing board, the foreign trade panel and the board of DGE (German food association) in MV and the school catering network office. Thanks to its members and sustaining members, the association is able to provide regional catering services. Under the brand name “Hanseland”, the association is continuously developing new gift sets made of regionally produced food offered as “Seeman” and “Windsbraut” gift boxes, including organic products and seasons gifts.

## Agrarmarketing MV e. V. (AMV)

Feldstr. 2

18182 Bentwisch

**Contact:** Jarste Weuffen

**Phone:** +49 (0) 381 - 252 38 71

**Fax:** +49 (0) 381 - 252 38 72

**Email:** [info@mv-ernaehrung.de](mailto:info@mv-ernaehrung.de)

**Internet:** [www.mv-ernaehrung.de](http://www.mv-ernaehrung.de)

## »» THEMATIC FOCUS

- Collaborative marketing aimed at sustainable sales promotion
- Sales promotion
- Sector specific events
- Opening up of new markets
- Studies and sector specific surveys
- Special seminars
- PR / lobbying

## »» YEAR OF FOUNDATION

2000

## »» NUMBER OF MEMBERS

76 members, 34 sustaining members, 4 cooperation partners

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## FANI-TECHNOLOGIES

### FOOD AND NUTRITION INNOVATIVE TECHNOLOGIES

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#### *Network for the food industry*

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The objective of FANI Technologies is to cross-link producers and suppliers throughout the entire value-added chain in the food industry. By connecting research institutions and political decision makers, the network opens up new communication channels. Management is located at the Zentrum für Lebensmitteltechnologie Mecklenburg-Vorpommern GmbH (ZLT) – Mecklenburg-Vorpommern food technologies centre. Within the framework of promoting technology-oriented networks, the FANI technology network is co-financed by the Ministry of Economics, Labour and Tourism Mecklenburg-Vorpommern with funds from the European Social Fund (ESF).

#### *Co-operation is success*

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The FANI technologies network can help partners and enterprises to advance their ideas and projects. The work of the net-

work is not limited only to the development of new products. It is also directed towards engineering and process technology for food factories and deals with economic considerations related to materials and energy efficiency. Through the coordination of expertise, FANI is able to pave the way for an improved development, implementation, marketing and market positioning of enterprises and institutions in Mecklenburg-Vorpommern. Appropriate strategies can help to implement development prospects and to create innovative products with a smart balance of regional traditions and health considerations.

#### *Cross-linking producers, processing companies and consumers*

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The FANI network gives information about ideas, products, technologies, markets and trends so that suitable project ideas can be developed with the partners. In addition, FANI establishes





contact with enterprises and experts and creates new co-operations. It cross-links producers and processing companies with processing technologies and consumers. The activities of the network include: the development of project ideas, coordination and control; the support of approval procedures and analysis of consumer demands; initiating sensory consumer testing; activities to improve communication between business and science; activities related to materials and energy efficiency and generation; the implementation and transfer of knowledge; as well as networking activities between the food industry, trade, politics and science. FANI technologies provides useful contacts, identifies project partners and establishes relationships.

## FANI-Technologies

Seestraße 7a

17033 Neubrandenburg

**Contact:** Stefan Schwabbauer

**Phone:** +49 (0) 395 - 569 41 00

**Fax:** +49 (0) 395 - 569 41 90

**Email:** [info@fani-technologies.de](mailto:info@fani-technologies.de)

**Internet:** [www.fani-technologies.de](http://www.fani-technologies.de)

## »» THEMATIC FOCUS

- FANI helps with brainstorming
- FANI coordinates your project implementation
- FANI provides a platform for establishing contacts between science and business
- FANI seeks and organises participation in co-financed projects
- FANI supports, prepares and coordinates entrance into new market segments

## »» YEAR OF FOUNDATION

2009

## »» NUMBER OF MEMBERS

10

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## PLANTSPROFOOD

### FOOD INGREDIENTS MADE OF SWEET BLUE LUPINE

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#### *Alliance for new food*

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The alliance PlantsProFood has banded together ten enterprises and four research institutions from Mecklenburg-Vorpommern's agricultural and food sector with the aim of channelling available expertise on the production of new food ingredients from local resources of the sweet blue lupine. The project was initiated at the innovation forum of the Life Science Network Biocon Valley® in 2006 and has been managed by the company Prolupin since 2011. The network PlantsProFood is co-financed by the Federal Ministry of Education and Research within the framework of the "Region and company – innovative regional centre of growth" initiative.

#### *Establishing the PROLUPIN brand*

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PlantsProFood has the ambitious aim of establishing by 2018 the brand name PRO-LUPIN as a major brand in the European food and ingredients market for vegetable food ingredients made of sweet blue lupine. The sweet blue lupine developed and successfully cultivated in Mecklenburg-Vorpommern is, with 40 percent protein, a cultivated plant with one of the highest protein contents in the world. Thanks to cultivated potential, it is also non-genetically modified. The comprehensive knowledge of PlantsProFood provides the network partners with the capacity to achieve technological leadership. In the upcoming three years, the lupine protein isolates and the dietary fibres will be customised for their respective use in baked products, meat products, delicatessen and pasta.



### *Exploring new ways*

The performance portfolio of PlantsProFood includes and coordinates all activities which are required for the development process of PROLUPIN. The alliance's operations concentrate on the implementation of four strategic development focuses: to generate high-functional, sensory-neutral protein and fibre fractions; to develop customer-specific ingredients tailored to specific customer needs for each application in the food industry, a unique feature compared to competitors; to ensure the raw material supply of specific cultivars of sweet blue lupine adjusted to the needs of farmers and process engineering as well as the branding of the umbrella brand name PROLUPIN; and to establish the strategically significant co-operation and involvement of trade partners and investors.

**PlantsProFood | Prolupin GmbH**

Seestraße 7a

17033 Neubrandenburg

**Contact:** Katrin Petersen

**Phone:** +49 (0) 173 - 679 72 50

**Fax:** +49 (0) 395 - 569 42 30

**Email:** [kp@prolupin.de](mailto:kp@prolupin.de)

**Internet:** [www.plantsprofood.eu](http://www.plantsprofood.eu)

### »» THEMATIC FOCUS

- Develop, produce and distribute new sweet blue lupine cultivars
- Develop, produce and distribute lupine protein isolates and dietary fibres as food ingredients
- Develop, produce and distribute purely vegetable food
- Create high brand recognition and promote the products as „emotional food“

### »» YEAR OF FOUNDATION

2006

### »» NUMBER OF MEMBERS

14 partners, including 10 enterprises and 4 research institutions

### »» SPHERE OF INFLUENCE

regional ☐  
national ☐  
international ☒

# »» RENEWABLE ENERGIES



## THE MECKLENBURG-VORPOMMERN CONSTRUCTION CENTRE OF EXCELLENCE

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### *Construction engineering research network*

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The Mecklenburg-Vorpommern construction centre of excellence (KBauMV) is a central institution of the Wismar University of Applied Sciences. It was founded in 2005; 150 individuals and 40 enterprises are members of the centre. The vision of KBauMV is to promote the scientific excellence in the field of architecture and construction engineering available in Mecklenburg-Vorpommern and to advance research and development in construction engineering, thus making sustainable contributions to practical planning and construction projects.

### *Innovation and competition*

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KBauMV focuses on the fields of research, teaching, training and further scientific qualification related to construction engineering. The network's activities are aimed

at increasing the innovation strength and competitiveness of enterprises and freelance professions in construction engineering. The quality of teaching in construction-specific courses of study is to be ensured through cross-university collaboration; research and development are to be sustainably positioned in the construction sector. The network intends to implement a knowledge transfer and carry out further qualification training and develop the network into an information, consultation and advisory centre.

### *Sustainable promotion of science and research*

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The network supports and organises scientific seminars and conferences for engineers, architects, executives of construction enterprises, planning offices and authorities. This includes the Nordic Wood Construction Day, the Day of Water Industry and various training events for state au-

thorities. KBauMV promotes and organises the collaboration of universities, colleges and research institutions with construction companies and authorities. On behalf of third parties or on its own initiative, the network association carries out research work, provides expertises, statements and recommendations. For instance, the network has scientifically supported the demonstrator construction project PLUS Energy School Rostock or has developed noise protection components. KBauMV carries out laboratory-related material investigations, for instance prestressing steel investigations at bridge structures and timber investigations of supporting structures or investigations on the vibration behaviour of building structures. It develops and tests innovative building materials, for instance it carries out weathering tests in the climate chamber. KBauMV is regional partner of Deutsche Energieagentur für Mecklenburg-Vorpommern (German energy agency for Mecklenburg-Vorpommern).

HS Wismar | Kompetenzzentrum Bau MV  
Philipp-Müller-Straße | Postfach 1210  
23952 Wismar

**Contact:** Dr.-Ing. Andreas Eigendorf

**Phone:** +49 (0) 3841 - 753 611

**Fax:** +49 (0) 3841 - 753 256

**Email:** [info@kbaumv.de](mailto:info@kbaumv.de)

**Internet:** [www.kbaumv.de](http://www.kbaumv.de)

## »» THEMATIC FOCUS

- Research, education and knowledge transfer
- Promote collaborations of chambers, associations, research institutions, administrations and freelancers
- Policy advice (expertises, statements, recommendations)
- Material testing (building material)

## »» YEAR OF FOUNDATION

2005

## »» NUMBER OF MEMBERS

approx. 150 (individuals)

approx. 40 (enterprises, research institutions, public bodies)

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## PUMPIT

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### *Co-operation platform for the use and storage of renewable energies*

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PUMPit is an open co-operation platform which allows the pooling of diverse enterprises in the field of renewable energies in order collaboratively to develop sustainable and groundbreaking solutions in the field of energy storage. The network was established in 2011 by the Wismar-based Institut für angewandte Informatik im Bauwesen- IAIB e. V. (institute for applied informatics in the construction industry, reg. assoc.). The institute can look back on intensive partnerships with national and international associations, activities in various initiatives and national co-operations with companies throughout Germany. The development and establishment of the network was co-financed by the Federal Ministry of Economics and Technology within the framework of the „Zentrales Innovationsprogramm Mittelstand“ (ZIM) (Central Innovation Programme for SME).

### *Storage of renewable energies*

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The core topic is how to use excess amounts of ecologically produced electricity, which is provided by the grid and local power capacities and produced by small wind and photovoltaic installations, primarily to generate heating by heat pumps. Further issues include demand forecasts, consumer-oriented power generation, generation-related energy consumption, balancing output fluctuations due to weather conditions and time of day, as well as the conversion of eco-power into hydrogen and its storage in electrochemical stores.

A further aim of the network is to achieve a self-sufficient energy supply within buildings, building complexes and industrial facilities to ensure that such facilities are able to operate without external supplies and remain unaffected by expected energy price increases.





### *Forging ahead*

The highly qualified IAIB team, consisting of informatics experts and engineers from various fields of specialisation, forms the basis of the network and boasts comprehensive expertise and diverse research experience. Within PUMPit, network partners are able to learn with and from each other, to grow and improve together and to diversify their range of offers and products. PUMPit is driven by a joint vision – the vision to find smart solutions for the use and storage of thermal and electrical energy produced from renewable sources.

#### **PUMPit**

Alter Holzhafen 17c

23966 Wismar

**Contact:** Jens Helmbrecht

**Phone:** +49 (0) 3841 - 758 22 76

**Fax:** +49 (0) 3841 - 758 22 75

**Email:** [helmbrecht@iaib.de](mailto:helmbrecht@iaib.de)

**Internet:** [www.iaib.de](http://www.iaib.de) | [www.pumpit.de](http://www.pumpit.de)

#### **»» THEMATIC FOCUS**

- Renewable energies
- Heat pump
- Self-sufficient energy supply
- Small wind turbines, photovoltaic installations
- Hydrogen, eco-power, ZIM, energy stores

#### **»» YEAR OF FOUNDATION**

2011

#### **»» NUMBER OF MEMBERS**

16

#### **»» SPHERE OF INFLUENCE**

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## WIND ENERGY NETWORK ROSTOCK E. V.

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### *Business network wind energy*

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The association Wind Energy Network Rostock e. V. (reg. association) is the leading business network for wind energy in the northeast region and national contact point for the offshore wind energy sector in Germany. Wind Energy Network Rostock e. V. was established in 2005 and emerged from the regional offshore planning consortium. With currently 94 enterprises, the association sees itself as platform for the whole value added chain of the industry.

### *Turning power into business*

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It is the aim of the association to develop the northeast region and particularly Rostock to a leading centre of excellence for wind energy in Germany. An active public relations works is aimed at increasing the positive perception of the wind energy industry and its stakeholders as innovative and major sector in the region.

Pooling the know-how and supporting targeted network activities will strengthen the position of local businesses and has secured already established jobs. In addition, the active marketing for the region at national and international exhibitions is also focussed on attracting new businesses and creating new highly specialized jobs in the wind energy sector. As partner of the South Baltic Offshore Wind Energy Regions, the association is also actively involved in an EU project to promote the networking activities of businesses in the Baltic Sea region.

### *Tailwind for the industry*

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The association coordinates membership recruitment and co-operations between companies, bodies and institutions. It represents the interests of its members at a regional and national level towards politics, business associations and other organisation and is founder member of the Offshore Wind Energy Foundation.



In cooperation with scientific institutions, the association initiates research and development subjects, searches for and distributes relevant information about the industry. It provides a platform for joint presentations of the industry which are used by the network partners for individual lobby work, customer care and acquisition activities. In addition, it supports the members in personnel recruitment and promotes the university education of wind energy engineers. For example, the foundation endowed chair for wind energy technology at the University of Rostock was initiated thanks to the financial support of the network partner NORDEX SE.

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## Wind Energy Network Rostock e. V.

Schweriner Str. 10/11

18069 Rostock

**Contact:** Bent Christoffer

**Phone:** +49 (0) 381 - 377 19 10

**Fax:** +49 (0) 381 - 377 19 19

**Email:** [info@wind-energy-network.de](mailto:info@wind-energy-network.de)

**Internet:** [www.wind-energy-network.de](http://www.wind-energy-network.de)

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### »» THEMATIC FOCUS

- Business – networking and co-operation, new markets
  - Campus – qualification, training and recruitment
  - Science – initiating R&D subjects
  - Services – exhibitions and events, public relations work
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### »» YEAR OF FOUNDATION

2005

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### »» NUMBER OF MEMBERS

94

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### »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

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## WTI

# WASSERSTOFFTECHNOLOGIE-INITIATIVE MECKLENBURG-VORPOMMERN E.V

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### *Association for the promotion of hydrogen technology*

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The WTI Wasserstofftechnologie-Initiative Mecklenburg-Vorpommern e. V. (hydrogen technology initiative Mecklenburg-Vorpommern, reg. assoc.) was founded by enterprises, institutions and supporters in 2002 and has the aim to promote science, applied research and development in the fields of hydrogen and fuel cell technology as well as the use of renewable energies primarily in Mecklenburg-Vorpommern. Currently, 23 enterprises and institutions form the membership consortium, three individuals are sustaining members of WTI e. V. The activities of the association - protection and sustainable use of natural resources - are cofinanced by the state of Mecklenburg-Vorpommern.

### *New jobs for the environment*

---

Science and industry expect throughout the world that hydrogen technology will be able to make a considerable contribution in the scenario of new energy technologies that are not based on fossil resources. Research institutions and enterprises in Mecklenburg-Vorpommern dispose of diverse expertise which is an excellent precondition for the sustainable positioning of hydrogen technology. The major objective of the initiative is to promote science, technology-based research and applied development. Jobs are to be created and safeguarded. Initially, the focus is set on bringing together partners from Mecklenburg-Vorpommern. The activities of the hydrogen technology initiative range from the identification of potential project ideas to the provision of preconditions for the settlement of new enterprises.



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*We communicate  
competitive technology expertise*

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In order to live up to this motto, projects are to be initiated and managed on the basis of competence and value-added analysis. Excellent preconditions provide the collaboration of enterprises, universities and other educational institutions. Further activities of WTI e. V. include the development and establishment of the network aimed at the sustainable support of hydrogen technology in Mecklenburg-Vorpommern; education and training as well as public relations and information transfer. The sphere of activities is primarily focused in maritime industry and tourism.

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**WTI e. V. | Wasserstofftechnologie-Initiative Mecklenburg-Vorpommern e. V.**

Schonenfahrerstraße 5 | 18057 Rostock

**Contact:** Dr. Gerhard Buttkewitz

**Phone:** +49 (0) 381 - 128 87 30

**Fax:** +49 (0) 381 - 128 87 11

**Email:** [info@wti-mv.de](mailto:info@wti-mv.de)

**Internet:** [www.wti-mv.de](http://www.wti-mv.de)

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» **THEMATIC FOCUS**

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- Initiate projects in hydrogen and fuel cell technology
- Promote science, technology-based research and applied development
- Organise training and public relations

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» **YEAR OF FOUNDATION**

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2002

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» **NUMBER OF MEMBERS**

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26

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» **SPHERE OF INFLUENCE**

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regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## » IT / COMPANY SERVICES



## 3D MARITIM

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### *A cross-sector network for the maritime industry*

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The network founded in 2010 consists of specialised IT companies, research institutions and users. As high-tech provider for the maritime industry it identifies the innovation potentials of 3D computer graphics. The network offers a central point of contact for all parties interested in the 3D computer graphics applications in ship-building, ship operation, offshore and marine engineering. It addresses issues of users that wish to use the potential of this key technology to improve their value-added processes and IT companies that wish to adjust their existing and future products to the needs of this market segment. 3D maritim is cofinanced by the Federal Ministry of Economics and Technology under the ZIM-NEMO programme. Management is located at Fraunhofer Institute for Computer Graphics Research (IGD).

### *3D in practice*

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In the years to come, the sea and the oceans will become increasingly important as economic region. 3D computer graphics offers huge potentials for all kinds of maritime businesses, for instance, by supporting the improvement of processes and the development of new products and services. The expert knowledge of the network members complements each other and covers all kinds of topics required for various application scenarios: 3D-reconstruction, semantic enrichment of 3D data, virtual and augmented reality, man-machine-communication or computer vision. Enhancing the safety at sea and ensuring the comprehensive protection of the environment are typical challenges where 3D applications are able to demonstrate their strengths.





### *We open up new dimensions*

The services of the network include: consultancy regarding 3D computer graphics applications and their technical implementation; contract research to create highly innovative solutions; development of customised hard- and software and training for the successful introduction of 3D applications in enterprises. Collaborative innovation projects lead to the continuous improvement of competences in the network. While collaborating, the network partners are developing new products and services for the maritime sector. Regular exchange of information about technology issues, joint research projects, inter-company marketing activities and transfer of knowledge in workshops and training courses are the benefits the network partners can profit from.

#### **3D maritim**

c/o Fraunhofer IGD

Joachim-Jungius-Straße 11

18059 Rostock

**Contact:** Steffen Malo

**Phone:** +49 (0) 381 - 402 41 28

**Email:** [info@3dmaritim.de](mailto:info@3dmaritim.de)

**Internet:** [www.3dmaritim.de](http://www.3dmaritim.de)

#### **» THEMATIC FOCUS**

- Stocktaking and retrofit
- Visualisation and interaction
- 3D within the life cycle
- VR training centre
- Enhanced safety through the virtual ship

#### **» YEAR OF FOUNDATION**

2010

#### **» NUMBER OF MEMBERS**

19

#### **» SPHERE OF INFLUENCE**

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## DESIGN NETWORK MV

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### *Creative network*

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Implemented in 2010, the Design Network MV is a decentralised, multi-disciplinary management centre for research and development services, in which researchers, designers, product developers, engineers and programmers work practically and theoretically on issues surrounding the future-oriented structuring of the product world. The network is the contact partner for both small and medium-sized companies, as well as for research facilities, and for any structural questions of product development. With its partners it develops holistic solution concepts and offers comprehensive services in the fields of market-oriented development strategies and design and business culture.

### *Project work to strengthen competitiveness*

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The network is oriented towards both the innovative energy of the economy

and the strengthening of competitiveness and the research environment in Mecklenburg-Vorpommern.

Its aims include the performance of conceptual design services for innovative products with high added value that are appropriate for the market, close collaboration between small and medium-sized companies and university research, and the enforcement of quality criteria for creative products and design services in the region.

The network formulates overarching themes for product innovations and developments in the pre-competitive field. It creates a space for theme and product oriented projects, which integrate different structuring and scientific areas in an unrestricted way.

### *Building our strength for quality*

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The network offers workshops, conferences and exhibitions on communication technology, for example science-based

## DesignNetzwerk MV

products and services. It undertakes the planning for the preparation and implementation of design communication with the Technischen Landesmuseum Wismar (Wismar State Technical Museum) in the areas of education, further education, exhibitions, events, project work, courses and much more. Furthermore, as service provider to the Ministry of Economics, the Design Network MV has since 2010 been coordinating and organising the implementation of the Lilienthal Design Award and the Lilienthal Design Advancement Award. To date the network has implemented among other things the research study “Prototyping & Material Lab”, the “Preliminary Study on Project and Product Development for Intermodal Mobility” and design studies for a “Green PC” in collaboration with the WhiteByte technology network.

### DesignNetzwerk MV

Forschungs-GmbH Wismar

Alter Holzhafen 19

23966 Wismar

**Contact:** Dörte Alberts

**Phone:** +49 (0) 3841 - 753 213

**Email:** doerte.alberts@hs-wismar.de

**Internet:** [www.designnetzwerk-mv.de](http://www.designnetzwerk-mv.de)

### »» THEMATIC FOCUS

- Thematic Focus
- Conceptual design services for innovative products with high added value
- Technology-oriented networking aimed at high design quality
- Close cooperation between SMEs and university institutions for high design quality
- Enforce quality criteria for creative products and design services in Mecklenburg-Vorpommern

### »» YEAR OF FOUNDATION

2010

### »» NUMBER OF MEMBERS

15

### »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## E-LEARNING@MV

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### *A real association for a virtual world*

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E-LEARNING@MV is an amalgamation of around 40 companies, research, consultancy and technology transfer facilities and various educational establishments. The network was founded in 1997 as AG Telelernen and has been active since 2007 under the IT Initiative Mecklenburg-Vorpommern umbrella. The network partners deal in different but complementary ways with the improvement and optimisation of staff development, (further) education and knowledge management using digital media. From 2009 to 2011 the network has been co-financed by the Mecklenburg-Vorpommern Ministry of the Economics, Labour and Tourism and with funds from the European Social Fund (ESF). Management is located at LiNK & Virtus e. V.

### *E-Learning made in MV*

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E-Learning is an umbrella term for all forms of learning using digital information and communication technology. It is a term for self-guided study based on teaching programmes and communication and offers numerous advantages for teachers and learners. To this end, electronic media are used both for self-study and in communication between learners and teachers and/or among learners themselves. In many fields in this area, the key players in E-LEARNING@MV are ranked as market leaders and/or are regarded with their expertise as elite researchers. The common goal of all network partners is the expansion of the state of Mecklenburg-Vorpommern as a location for innovation and expertise in the field of E-Learning and the production of digital learning materials.



### *We make potential visible*

The work of the network concentrates on promoting the exchange of knowledge and the transfer of expertise within the network, initiating and supporting co-operation and collective projects within the network and making visible the potential of network partners in Germany and Europe. The association operates the internet platform [www.elearning-mv.de](http://www.elearning-mv.de), which provides extensive information on this theme. Another flagship of the collaborative work of the network is the international eLearning Baltics conference (eL.Ba) that takes place over several days each year, in 2012 for the fifth time in Rostock, and annually attracts around 150 participants from approx. 15 countries.

### **E-LEARNING@MV**

c/o LiNK & VIRTUS e. V.

Friedrich-Barnewitz-Str. 8

18119 Rostock- Warnemünde

**Contact:** Martin Hagemann

**Phone:** +49 (0) 381 - 519 61 05

**Email:** [info@link-virtus.de](mailto:info@link-virtus.de)

**Internet:** [www.elearning-mv.de](http://www.elearning-mv.de)

### **»» THEMATIC FOCUS**

- Improvement and optimization of staff development, further qualification and knowledge management using digital media

### **»» YEAR OF FOUNDATION**

1997 (workgroup distance learning)

### **»» NUMBER OF MEMBERS**

8 active and approx. 35 passive

### **»» SPHERE OF INFLUENCE**

regional	<input type="checkbox"/>
national	<input type="checkbox"/>
international	<input checked="" type="checkbox"/>

## GO-3D

# EFFICIENT PROCESS CHAINS FOR 3D COMPUTER GRAPHICS

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### *Network for 3D applications*

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The network Go-3D – efficient process chains for computer graphics was founded in 2007 and is co-financed by the Federal Ministry of Economics and Technology under the NEMO programme. Go-3D bundles the expertise of now 14 partners – research institutions and innovative enterprises. All key areas of technology are covered by experts ranging from collection and modelling of 3D data to data processing, output and interaction. Management is located at Fraunhofer Institute for Computer Graphics Research (IGD).

### *Development, adjustment and extension of 3D solutions*

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Computer graphics are designed to „breathe life into“ data and provide optimal support for users in managing their tasks. The technological expertise is an important precondition for the de-

velopment, adjustment and extension of 3D solutions. The partners' cooperation aims at enhancing the efficiency of 3D applications by improving technologies and processes. In addition, the network promotes the transfer of computer graphics technologies into innovative software products implemented in close cooperation with the Rostock University and IT enterprises in the larger Rostock region. Within the network activities, the Go 3D partners have identified various applications for 3D computer graphics and have particularly focused on four market segments under marketing considerations: e-learning; urban and terrain models; assembly and maintenance; marketing and educommerce. The network consortium works successfully in several research projects.

### *We are going 3D*

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The Go-3D network of excellence identifies new application potentials of 3D



technologies and provides a central point of contact for implementing innovative ideas. The network is strongly involved in project activities. The scientific work includes research topics such as „marker-less tracking“ or „facade reconstruction“. Highlight is the annual Go-3D conference in Rostock. Thanks to renowned keynote speakers, premium expert lectures and interesting exhibitions, the event has been able to gain international recognition. Under the headline „Computer graphics in practice“, Go-3D provides a platform for the expert exchange between scientists, software providers, developers and open-minded users having a practical approach in their work.

## Go-3D

c/o Fraunhofer IGD

Joachim-Jungius-Straße 11

18059 Rostock

**Contact:** Eva-Maria Mahnke

**Phone:** +49 (0) 381 - 402 41 52

**Email:** [info@go-3d.de](mailto:info@go-3d.de)

**Internet:** [www.go-3d.de](http://www.go-3d.de)

## »» THEMATIC FOCUS

- 3D technologies (real-time image processing in embedded applications, hardware-related graphics programming, virtual and augmented reality, simulation)
- 3D applications (3D for e-learning, 3D for urban and terrain models, 3D for assembly and maintenance, 3D for marketing and educommerce)

## »» YEAR OF FOUNDATION

2007

## »» NUMBER OF MEMBERS

14

## »» SPHERE OF INFLUENCE

regional ☐  
national ☒  
international ☐

## **HISFOOD.NET**

### **ELECTRONIC FOOD SUPPLY AND PERFORMANCE RECORD IN THE FOOD INDUSTRY**

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#### *Food production information platform*

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The open network hisfood.net founded in 2011 understands itself as electronic food supply and performance record in the food industry and consists currently of eight small and medium enterprises and one research institution located in Mecklenburg-Vorpommern. The tasks of the network management are coordinated by ATI Westmecklenburg GmbH. The development and establishment of the network was cofinanced by the Federal Ministry for Economy and Technology within the framework of „Zentrales Innovationsprogramm Mittelstand“ (ZIM – central innovation programme for SMEs).

prehensive proof of food origins and/or their ingredients. The vision of the network hisfood.net is to develop an IT-based solution that provides - in safe digital form - an uninterrupted supply and performance record in the food industry. As a result, a system is to be developed that provides a cost-efficient solution without media discontinuity for participants in the process and additionally offers an information platform for grocers and end consumers. The network's strategy primarily addresses the needs of food producers in Mecklenburg-Vorpommern and/or Germany. Based on this, further users are to be convinced of the network's service portfolio.

#### *Quality management in the food industry*

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The food production in Mecklenburg-Vorpommern represents a major industry of the federal state. Legal provisions require and consumers demand a com-

#### *Closing the gap*

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The network hisfood.net pools the competences and experiences of exemplary involved parties of the value-added chains in the food production of small





and medium-sized IT-enterprises in Mecklenburg-Vorpommern. Thematic focus of the network activities are the development of an electronic supply and performance record, automated data collection, encoded data transfer, “blind” data processing, protected data access and provision of user information. The network is open to further enterprises in the food production sector.

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**hisfood.net**

Hagenower Straße 73

19061 Schwerin

**Contact:** Sebastian Tierock

**Phone:** +49 (0) 385 - 399 37 76

**Fax:** +49 (0) 385 - 399 37 80

**Email:** [sebastian.tierock@ati-mv.de](mailto:sebastian.tierock@ati-mv.de)

**Internet:** [www.ati-mv.de](http://www.ati-mv.de)

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**»» THEMATIC FOCUS**

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- Electronic food supply and performance record
  - Automated data collection
  - Encoded data transfer
  - „Blind“ data processing
  - Protected data access
  - Provision of user information
- 

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**»» YEAR OF FOUNDATION**

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2011

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**»» NUMBER OF MEMBERS**

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8 SME, 1 research institution

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**»» SPHERE OF INFLUENCE**

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regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## IT INITIATIVE MECKLENBURG-VORPOMMERN E. V.

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### *Sector association for the IT industry*

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The IT Initiative MV e. V. was founded in January 2005 to represent the interests of the regional IT sector. Around 70 members currently belong to the sector association from companies, research facilities and institutions located in the state. With the aim of developing Mecklenburg-Vorpommern as an economic location and creating a positive climate for technology companies, the IT Initiative MV works closely together with the state Ministry of Economics. The office is located in Roggentin near Rostock. The Minister of Economics in Mecklenburg-Vorpommern is patron of the association.

### *Jobs for high-flyers*

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The regional IT sector employs around 14,500 qualified employees in over 650 companies and has developed into an important regional economic factor, which

contributes decisively to the added value of the state. The sector is characterised by many innovative, small and medium-sized companies that are often regarded as the market leader in their field and they guarantee high-qualified jobs in the state. The IT Initiative MV seeks to represent and strengthen Mecklenburg-Vorpommern as a technology location with attractive conditions for IT companies to relocate or start-up.

### *Representing the interests of our network partners*

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As a representative of the interests of regional IT companies, the IT Initiative analyses the interests of the sector and represents these in politics and in society. Companies with the same interests are brought together, organised and moderated in working groups. Furthermore, a central theme is the instigation of knowledge transfer from research fa-



cilities into companies. As an independent entity without any economic interests of its own, the IT Initiative offers services in independent project coordination.

A further important focus of the work of the association is the early support of up-and-coming talent. The IT Initiative MV, in collaboration with the state of Mecklenburg-Vorpommern, has organised an ideas competition for young IT companies in the state. The IT Future Fund (ITFF) serves to support young entrepreneurs with innovative business ideas when starting up.

## IT-Initiative MV e. V.

Konrad-Zuse-Str. 1A

18184 Roggentin

**Contact:** Dr. Andreas Müller

**Phone:** +49 (0) 381 - 4031 800

**Fax:** +49 (0) 381 - 4031 999

**Email:** andreas.mueller@iti-mv.de

**Internet:** www.iti-mv.de

## »» THEMATIC FOCUS

- Location marketing
- Lobby work
- Co-operation and establishing networks
- Project coordination
- Junior expert promotion
- Support for start-ups

## »» YEAR OF FOUNDATION

2005

## »» NUMBER OF MEMBERS

70

## »» SPHERE OF INFLUENCE

- |               |                                     |
|---------------|-------------------------------------|
| regional      | <input checked="" type="checkbox"/> |
| national      | <input checked="" type="checkbox"/> |
| international | <input type="checkbox"/>            |

## SINB

# SOFTWARE-INITIATIVE NEUBRANDENBURG

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### *Software and IT company network*

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The software initiative Neubrandenburg is a network formed by software and IT-companies located in the region of the new large district Mecklenburgische Seenplatte and beyond. SINB was founded in 2009 and consists of 16 network partners and has become part of the IT-Initiative MV in 2011. Precondition for a membership is, among others, the cooperation or business relation with one of the network partners. Network management is located at Technologie-, Innovations- und Gründerzentrum Neubrandenburg GmbH (Neubrandenburg technology, innovation and start-up centre).

### *Increase gross value-added for the region*

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The network's activities of SINB are aimed at showcasing the performance portfolio of the local IT sector. The software initiative is to contribute to the continuous growth of the sector, thus keeping more value-

added in the region and the federal state. The sphere of activities is focused on the organisation and coordination of cooperation projects to pool the expertise of the network partners in products and services as well as the organisation and coordination of cross-corporate projects in order to handle large orders, balance staff shortages and identify how technological strengths can be used in an optimal way. The aims of the initiative include the increase of regional and national recognition of local IT companies in order to attract young professionals. SINB sees itself as proactive representation of interests targeted at entrepreneurship in the software industry. The network is committed to collaboration and exchange of experience with chambers, associations, alliances and public bodies.

### *Strong IT-Power in Mecklenburg-Vorpommern*

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The SINB network partners have initiated collaborative projects on the topic



Human Interface – clear user interfaces. The project is to facilitate and improve the work with existing systems and adjust such systems to state-of-the-art working conditions. A number of collaborative projects has been and/or are currently being implemented. The projects were presented to the public on different occasions particularly at the trade fair CeBIT 2011. In addition, the software initiative has put the projects SINB Campus and fitflat PRO in motion. The network consortium meets regularly for intensive exchange of experience at the SINB meetings taking place either at the Technologie-, Innovations- und Gründerzentrum Neubrandenburg (Neubrandenburg technology, innovation and start-up centre) or at the offices of one of the member companies.

**Software-Initiative Neubrandenburg**  
c/o TIG Technologie-, Innovations- und  
Gründerzentrum Neubrandenburg GmbH  
Lindenstraße 63 | 17033 Neubrandenburg  
**Contact:** Horst Kraemer  
**Phone:** +49 (0) 395 - 358 11 01  
**Email:** Horst.Kraemer@neu-tig.de  
**Internet:** www.si-nb.de

#### » THEMATIC FOCUS

- Business – networking and cooperation, new markets
- Campus – qualification, training and recruitment
- Science – initiate R&D topics
- Services – trade fairs and events, public relations

#### » YEAR OF FOUNDATION

2009

#### » NUMBER OF MEMBERS

16

#### » SPHERE OF INFLUENCE

regional ☒  
national ☒  
international ☐

## TMI

# TELEMARKETING INITIATIVE MECKLENBURG-VORPOMMERN E. V.

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### *Telecommunication node*

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The Telemarketing Initiative Mecklenburg-Vorpommern e. V. (Mecklenburg-Vorpommern telemarketing initiative, reg. assoc.) was initiated as platform for enterprises in the telecommunication sector in May 2001 and does not only act as direct service provider but primarily as interface between business and politics. TMI draws on the expertise of 58 members and 20 network partners. Today, the initiative represents about 70 percent of the service centre staff in Mecklenburg-Vorpommern.

The sector network consists of service centre enterprises, training institutions and personnel service companies, universities, business development agencies, ministries, the chambers of industry and trade, and labour offices.

### *Favourable development conditions for the industry*

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Enterprises are using increasingly service centres as direct marketing tools in their external communication. As a result, the entire sector is characterised by a high level of growth and sustainable structural change. The association supports the development of call centres and enterprises in the sector, which offer services in telemarketing, telecommunication and e-business. TMI offers a platform for knowledge transfer and exchange of experience at regional and national level and communicates the interests of the sector to a broader public. Collaborative projects of the network partners are to strengthen the qualitative and quantitative growth of the sector in the region and make a considerable contribution to the increased competitiveness of the companies at a national level.



### *We communicate with our partners*

The association makes common efforts for the positive image of the federal state, initiates projects in research and development to identify new services and products, and provides political support in the development processes of the companies. The development of new sector-related recognised occupations requiring formal training, courses of study, expert conferences and off-the-job training courses take consideration of the quality standards in the sector. TMI initiates campaign days for commuters, sector specific meetings and business and job information fairs. It leads strategy meetings with political representatives, organises joint regional exhibitions at trade fairs and participates in the national competition for apprentices of the service centre sector „Young professionals – talents in dialogue“. The association publishes the digital TMI magazine with the latest news from the sector.

## **TMI | Telemarketing Initiative Mecklenburg-Vorpommern e. V.**

Schlossgartenallee 15 | 19061 Schwerin

**Contact:** Mandy Wleczyk

**Phone:** +49 (0) 385 - 595 88 66

**Fax:** +49 (0) 385 - 595 88 68

**Email:** [wleczyk@tmi-mv.de](mailto:wleczyk@tmi-mv.de)

**Internet:** [www.tmi-mv.de](http://www.tmi-mv.de)

### **»» THEMATIC FOCUS**

- Representation of interests and network management
- Location marketing
- Promote young professionals and talent management
- Project coordination
- Cultivating contacts and exchange of experience

### **»» YEAR OF FOUNDATION**

2001

### **»» NUMBER OF MEMBERS**

58

### **»» SPHERE OF INFLUENCE**

- |               |                                     |
|---------------|-------------------------------------|
| regional      | <input checked="" type="checkbox"/> |
| national      | <input checked="" type="checkbox"/> |
| international | <input type="checkbox"/>            |

## WHITEBYTE

# SUSTAINABLE INFORMATION TECHNOLOGY FOR SMALL AND MEDIUM-SIZED ENTERPRISES

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### *Green IT technology network*

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WhiteByte® is a consortium of ten enterprises from the Westmecklenburg region which since 2011 has been dealing with the development of solutions for Green IT. The term Green IT covers all technical developments aimed at providing energy-efficient information and communication technologies.

The stakeholders of the network include MV Web GmbH & Co. KG and SKM Informatik GmbH from Schwerin. The development and establishment of the network is co-financed by the Federal Ministry of Economics and Technology within the framework of the “Zentrales Innovationsprogramm Mittelstand“ (ZIM – Central Innovation Programme for SME). Network management is coordinated by ATI Westmecklenburg GmbH.

### *Sustainable information technology for small and medium-sized enterprises*

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Nowadays, the products of the IT sector influence almost all aspects of everyday life. This also involves a continuously increasing energy demand – both in the industry and economy, and also for the private end consumer. Particularly computer centres and servers, but also computers in private homes that are increasingly left switched on, cause increasing energy costs. The concept of Green IT in enterprises can bring positive effects for the corporate image, but primarily it leads to cost advantages when implemented thanks to huge savings potential. The network WhiteByte aims to provide small and medium-sized enterprises with the opportunity to jointly develop their individual Green IT strategy and supports them in implementing their Green IT objectives. WhiteByte primarily aims at providing small and medium sized enterprises tailored Green IT solutions.





### *Pushing innovation*

There are two main approaches to interaction: on the one hand, savings can be achieved through technical improvements; on the other hand, optimisation of operational processes should be considered as this often turns out to be very efficient. As a general rule, there is no universal solution available. Usually, a tailored combination based on the two approaches proves to be particularly successful. In order to provide technical support in the implementation of a Green IT strategy, the network has developed products and service offers and will continue to do so in the future. For instance, one of the network partners is to establish an energy-efficient computer centre in 2012. In addition, energy management retrofit solutions are already available today for server systems.

### **WhiteByte**

ATI Westmecklenburg GmbH  
Hagenower Str. 73 | 19061 Schwerin

**Contact:** Andreas Schmidt

**Phone:** +49 (0) 385 - 399 37 70

**Fax:** +49 (0) 385 - 399 37 80

**Email:** [info@ati-mv.de](mailto:info@ati-mv.de)

**Internet:** [www.whitebyte.eu](http://www.whitebyte.eu)

### »» THEMATIC FOCUS

- Green IT solutions for small and medium-sized enterprises

### »» YEAR OF FOUNDATION

2009

### »» NUMBER OF MEMBERS

10

### »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

»» **LIFE SCIENCE**



## BIOCON VALLEY®- INITIATIVE

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### *Initiative for life sciences and health care management*

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As central contact point and service provider for life sciences, biotechnology and health care management in the northeast of Germany, BioCon Valley® cross-links the expertise of enterprises and research institutions in the fields of biology, medicine, medical devices and pharmacy. The initiative was born out of Germany's BioRegio competition in 1996.

The network is strongly supported by the Mecklenburg-Vorpommern Ministry of Economics, Labour and Tourism. The BioCon Valley® Initiative has been organised as BioCon Valley® GmbH (company) and BioCon Valley® Mecklenburg-Vorpommern e. V. (association) since 2001. The association is shareholder of the company; the initiative maintains offices in Greifswald and Rostock.

### *Leading life science and health care region*

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The aim of BioCon Valley® is to commercialise advanced life sciences, i.e. support biotechnologies, biomedical and medical technologies. As a result, premium jobs are to be created and saved. At the same time, Mecklenburg-Vorpommern is to be promoted as attractive location for life sciences and health care management. The vision of BioCon Valley® is to develop the Baltic Sea region into Europe's leading life science and health care region. This aim is to be achieved through close cooperation with strategic partners, such as ScanBalt - the Baltic life science alliance.

### *We inform, cross-link, initiate and promote*

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BioCon Valley® renders public relations aimed at applying advanced biotechnologies and promoting the health care management in the region. It represents

## BioCon Valley®

stakeholders and potentials of the location Mecklenburg-Vorpommern at national and international conferences and trade fairs. The initiative issues the health care management and life science business directory which provides an excellent overview of the entire sector. The network provides cooperation partners in business and science, organises sector specific meetings (BioCon Valley®-Treff and Healthcare Marketplace) as regional platform for its stakeholders. The alliance initiates and manages cooperation projects, such as the collaborative project „NEMO Aqua-Tech“, „Lupine growth core“ or currently „HI-CARE- alliance aimed at developing effective, standardized, and transferrable intervention measures to efficiently battle the spread of multi-resistant bacteria“, which was selected as German model region for health care management. On behalf of the state government, BioCon Valley® organises the annual national sector-specific conference health care management in Rostock, the major event of the sector.

### BioCon Valley® GmbH

Walther-Rathenau-Str. 49a

17489 Greifswald

**Contact:** Dr. Heinrich Cuypers

**Phone:** +49 (0) 3834 - 515 300

**Fax:** +49 (0) 3834 - 515 102

**Email:** [info@bcv.org](mailto:info@bcv.org)

**Internet:** [www.bcv.org](http://www.bcv.org)

### » THEMATIC FOCUS

- Commercialise advanced life-science technologies
- Acquisition and management of projects on demand
- Promoting the state as attractive location for life science and the health care management

### » YEAR OF FOUNDATION

2001

### » NUMBER OF MEMBERS

165 organised in BioCon Valley® Mecklenburg-Vorpommern e. V.

### » SPHERE OF INFLUENCE

regional ☒  
national ☒  
international ☐

## ZIK-FUNGENE CENTRE OF EXCELLENCE – FUNCTIONAL GENOMICS

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### *Interfaculty research centre with global reach*

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The centre of excellence – functional genomics (ZIK-FunGene) is an interfaculty research centre at Greifswald's Ernst-Moritz-Arndt University. It was founded in 2004 and is aimed at transferring microbiology-related proteome expertise to the Faculty of Medicine. The ZIK-FunGene is divided into three core areas: microbiology, pathogenomics and molecular medicine. The ZIK-FunGene is co-financed by the Federal Ministry of Education and Research within the innovation initiative for the new Laender „Unternehmen Region“ (company and region).

### *Interfaces between science and business*

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The ZIK-FunGene deals with functional genomics, especially pathogenic microorganisms and microorganisms suitable for industrial purposes. A major discipline is

the proteomics that allows to researching the entirety of all proteins – key players in all vital processes- formed in a living cell. The proteome expertise of ZIK-FunGene is to be provided to academic and industrial partners for the solution of their issues. Therefore, COAST-FunGene (Centre of Applied Science/ Technology) was established as transfer platform in microbiology as one of the core areas. Pathogenomics is to be developed into the European Centre for Pathogenomics and molecular medicine will deal with the proteome expertise for the „Personalized Proteomics“ within the GANI\_MED alliance (Greifswald Approach to Individualised Medicine).

### *Understanding molecular causes of infectious diseases*

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The microbiological workgroup has a systems biology approach that is to lead to a comprehensive understanding of the phys-



iology of bacterial growth using proteome analysis. Pathogenomics is investigating infection processes caused by bacteria. The findings in functional genomics are used to improve the understanding and battle against bacteria-related and battle bacterial infectious diseases. The third pillar is dealing with functional genomics in molecular medicine. The aim is to identify pathogenic proteins. Through the close cooperation with the GANI\_MED project, we hope to improve the efficacy of treatments using advanced diagnosis procedures and to increase the use of new, individual therapies.

Ernst-Moritz-Arndt-Universität Greifswald  
F.-L.-Jahn-Straße 15 | 17487 Greifswald

**Contact:** Prof. Dr. Michael Hecker

**Phone:** +49 (0) 3834 - 86 42 00

**Fax:** +49 (0) 3834 - 86 42 02

**Email:** [hecker@uni-greifswald.de](mailto:hecker@uni-greifswald.de)

**Internet:** [www.functional-genomics.uni-greifswald.de](http://www.functional-genomics.uni-greifswald.de)

## »» THEMATIC FOCUS

- Functional genomics
- Proteomics
- Transcriptomics
- Pathogenomics
- Molecular medicine

## »» YEAR OF FOUNDATION

2004

## »» NUMBER OF MEMBERS

no information available

## »» SPHERE OF INFLUENCE

- |               |                                     |
|---------------|-------------------------------------|
| regional      | <input type="checkbox"/>            |
| national      | <input type="checkbox"/>            |
| international | <input checked="" type="checkbox"/> |

## SCANBALT BIOREGION

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### *Network of networks in the Baltic region*

The ScanBalt BioRegion cross-links the life science industry in the Baltic Sea region and consists of regional and national networks established in business, research and public bodies. ScanBalt's sphere of influence includes eleven countries with 85 mill people, more than 60 universities, about 2,550 life science enterprises, slightly more than 1,000 science institutes and about 240 hospitals and clinics. Founded as non-profit organisation according to Danish law in 2004, ScanBalt fmba is committed to the cross-linking of research, development and training related to the Baltic life science industry. The initiative is coordinated by the secretariat in Copenhagen/Denmark. In addition, contact points in all member countries have been established.

### *Cross-sector reference projects*

Being a coordination and business match-making platform, ScanBalt acts as interface between the various networks and is service provider for stakeholders in business, science and administration („triple helix“). The aim is to advance cross-sector and cross-border reference projects in the Baltic health care region and to strengthen collaborations in biochemistry, biotechnology and biomedicine. An exemplary project is the flagship project „Baltic Sea Health Region“ within the framework of the EU Baltic strategy. Since 2009, ScanBalt has, together with the Lithuanian biotechnology association and BioCon Valley®, taken the lead of the flagship project. The project works on a development concept for a “Baltic model region for health care management“ that represents the framework for numerous regional activities in life sciences and health care management and is also defining cornerstones for the upcoming EU funding period.





### *We are always one step ahead*

The regional and national networks form the basis of ScanBalt's coordination activities. A total of 15 projects have already been implemented under the roof of the alliance. Major projects include ScanBalt Academy, Nordic-Baltic Expats Forum or the project ScanBalt Campus. Future key issues are also to be found in health care management, e.g. the issues of health care tourism, healthy ageing and telemedicine projects in regions with low population density were discussed at the recent event of the annually organised ScanBalt Forum.

## ScanBalt BioRegion

c/o BioCon Valley® GmbH

Walter-Rathenau-Str. 49a | 17489 Greifswald

**Contact:** Dr. Wolfgang Blank

**Phone:** +49 (0) 3834 - 515 300

**Fax:** +49 (0) 3834 - 515 102

**Email:** [info@bcv.org](mailto:info@bcv.org)

**Internet:** [www.scanbalt.org](http://www.scanbalt.org)

## »» THEMATIC FOCUS

- Life science and health care management network in Northern Europe
- Support and strengthen international cooperation
- Coordinate important issues of regional development at a European level

## »» YEAR OF FOUNDATION

2002

## »» NUMBER OF MEMBERS

67

## »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input type="checkbox"/>
international	<input checked="" type="checkbox"/>

## VERNETZTE GESUNDHEIT E. V.

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### *Health network*

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The association Vernetzte Gesundheit e. V. (Cross-linked health, reg. association) was established in the Hanseatic city of Greifswald in 2004 and consists of 44 network partners. The founder members elected the medical scientist and entrepreneur Prof. Dr. Dietmar Enderlein (MEDIG-REIF Company Group) as chairman of the board.

The Greifswald-based chairman is currently supported by the deputy chairwoman Dr. Jutta Herold, managing director of MEDIGREIF Inselklinikum Heringsdorf. Co-chairs include the mayor of the Hanseatic city of Greifswald, the deputy medical director of the Greifswald university hospital and the managing director of the business consultancy Unternehmensberatung der Wirtschaft mbH.

### *Health industry as a driving force for regional development*

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The health industry is part of the most promising growth sectors with enormous potential for the future of Mecklenburg-Vorpommern. Vernetzte Gesundheit e. V. (Cross-linked health, reg. association) aims to provide a common platform for stakeholders in the region's health industry, more efficiently cross-linking their premium offers and promoting them beyond the state's borders. The topics of health and the health industry should be highlighted and promoted as major components of the value added chain, and chances and potentials for growth should be recognized. Future plans include a closer cross-linking of high-ranking initiatives in the health industry with other sectors, for instance, tourism, food and sport, thus providing mutual assistance and an exchange of experience as well as developing projects by exploiting synergies.



### *Expertise in health*

Vernetzte Gesundheit e. V. (Cross-linked health, reg. association) is at the cutting edge in terms of knowledge and organisation for establishing cooperation, best practice and expertise. The network provides mutual assistance and also manages a job portal. The marketing platform with a common corporate image gives an advantage in the market and strengthens the region's profile. It initiates and supports (pilot) projects through the acquisition of funds or provides assistance in the evaluation of such projects. Current network projects include the "Adipositas-Netzwerk Mecklenburg-Vorpommern" (Mecklenburg-Vorpommern obesity network), the NEMO network "InnoPräventionNet" and the initiative „Modellregion Gesundheitswirtschaft Vorpommern“ (Vorpommern health industry model region).

### **Vernetzte Gesundheit e. V.**

Pappelallee 1 | 17489 Greifswald

**Contact:** Mario Schuldt

**Phone:** +49 (0) 3834 - 872 635

**Fax:** +49 (0) 3834 - 872 634

**Email:** [info@vernetztegesundheit.de](mailto:info@vernetztegesundheit.de)

**Internet:** [www.vernetztegesundheit.de](http://www.vernetztegesundheit.de)

### **»» THEMATIC FOCUS**

- Bringing together the individual stakeholders of Mecklenburg-Vorpommern's health industry
- Efficient networking and marketing of premium offers provided by the stakeholders of the sector

### **»» YEAR OF FOUNDATION**

2004

### **»» NUMBER OF MEMBERS**

44

### **»» SPHERE OF INFLUENCE**

regional	<input checked="" type="checkbox"/>
national	<input type="checkbox"/>
international	<input type="checkbox"/>

# »» MARITIME INDUSTRY



## MARICONET

### MARITIME COOPERATION NETWORK

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#### *Network and web-based cooperation platform*

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MariCoNet was established as cooperation network for maritime suppliers in 2002. MariCoNet consists of a network and an associated web-based platform. The network is formed by 30 members: regional enterprises with core competences in the maritime industry. Network management is located at the Fraunhofer Application Centre Large Structures in Production Engineering Rostock. The network is co-financed as research project by the European Union.

#### *Cooperation projects for maritime system products*

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It is intended to strengthen the innovation strength and competitiveness of the region through network co-operations between various stakeholders from suppliers and maritime service providers. The focus is set

on the initiation and management of cooperation projects in the field of maritime system products. The overall objective includes the setting of preconditions to generate virtual units in a maritime cooperation network for the system product „ship“ and to set up an interactive web-based cooperation platform. The MariCoNet web platform is the central presentation and work environment for MariCoNet. On the one hand, information from the network operations, such as the user and membership terms and, on the other hand, enterprise profiles and product descriptions are provided. Therefore, the web platform is divided into a public area, to which all public web users can access, and a protected internal area, to which authorized web users of MariCoNet can access.

#### *We laid the foundation*

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The fundamental communication, information and management systems which



are required for collaboration purposes have been developed and evaluated in selected examples within MariCoNet. The solutions developed in the projects have been successfully applied in follow-up projects. For instance, the cooperation between project partners in many maritime research projects is based on the solutions developed by MariCoNet. A few examples of projects with maritime approach are: POLAR, SIDECOLL, IMAP, MAPRO. Furthermore, there is the option to apply developed structures for cooperation networks outside the maritime industry as well.

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## **MariCoNet**

c/o Fraunhofer-Anwendungszentrum  
Albert-Einsteinstraße 30 | 18059 Rostock

**Contact:** Prof. Dr.-Ing. M.-C. Wanner

**Phone:** +49 (0) 381 - 496 82 10

**Fax:** +49 (0) 381 - 496 82 12

**Email:** martin-christoph.wanner@hro.ipa.fraunhofer.de

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## **»» THEMATIC FOCUS**

Set-up a cooperation network for SMEs involved in the maritime industry of Mecklenburg-Vorpommern. An interactive web-based cooperation forms the basis of the network

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## **»» YEAR OF FOUNDATION**

2002

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## **»» NUMBER OF MEMBERS**

30

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## **»» SPHERE OF INFLUENCE**

regional	<input checked="" type="checkbox"/>
national	<input type="checkbox"/>
international	<input type="checkbox"/>

## MAZA MV E. V. COOPERATIVE ALLIANCE OF MARITIME SUPPLIERS IN MECKLENBURG-VORPOMMERN

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### *Cooperation network in the maritime industry*

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MAZA MV e. V. is a cooperative alliance of maritime suppliers, outfitters and service providers in Mecklenburg-Vorpommern. Currently, 22 SMEs involved in industrial production of the maritime industry are working together in a performance-based way. The member companies employ about 1,300 people and have an annual turnover of approximately 200 mill Euro. MAZA emerged from an initiative consisting of enterprises that have been already collaborating since 2004. The network is co-financed by the Ministry of Economics, Labour and Tourism with funds from the European Social Fund.

### *Strong partners in a strong region*

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The member companies prefer cross-linked cooperative action in implementing projects and plans for the maritime

industry. Priority is given to the pre-production services and extensive investments to safeguard the companies' future potential beyond the maritime industry sector. In addition, the cooperative alliance is strongly committed to sustainable economic conditions and financial support by the state and the federal government provided in favour of Mecklenburg-Vorpommern's SMEs involved in industrial production. MAZA is to shape the future of maritime SMEs in Mecklenburg-Vorpommern in a sustainable and effective way.

### *We connect strong partners*

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The network management is primarily focused on public relations, communication, promoting knowledge transfer and organising workshops targeted at initiating solution-based network projects. In order to involve other companies and scientific and technical institutions, the workshops are open to the public. In ad-





dition, a close cooperation is intended with partners from other networks. The task is to connect the strengths of individual small and medium member companies in a profitable way while maintaining high flexibility. Simultaneously, the network is to back up temporary staff, technical or financial shortages of individual partners. Currently, MAZA's activities include an inter-corporate employment security, training and qualification management and sustainable relationships with shipyards.

## Kooperationsverbund MAZA M-V

Zum Kühlhaus 5

18069 Rostock

**Contact:** Antje Abert

**Phone:** +49 (0) 173 - 628 85 66

**Fax:** +49 (0) 381 - 811 22 87

**Email:** [info@maza-mv.de](mailto:info@maza-mv.de)

**Internet:** [www.maza-mv.de](http://www.maza-mv.de)

## »» THEMATIC FOCUS

- Cross-link exchange of information and experience
- Best practice transfer
- Organise workshops
- Inter-corporate staff management
- Organise joint exhibitions at trade fairs

## »» YEAR OF FOUNDATION

2008

## »» NUMBER OF MEMBERS

22

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## MARITIME SAFETY ASSISTANCE ROSTOCK

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### *Research and industry alliance in Rostock*

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Maritime Safety Assistance Rostock is a network of eleven enterprises, training and research institutions which have been successfully collaborating since 2001. Their common aim is the development and marketing of assistance systems for safe sea shipping. Simultaneously, Rostock is positioned as renowned region of solutions related to ship's safety. Competencies of the partners ensure a systematic approach to the complex problem of ship's safety aimed at identifying solutions for planning, training, safe operation and hazard control. The network is co-financed by the Federal Ministry of Education and Research under the programme „Innovative regional growth cores“. Network management is located at MarineSoft GmbH.

### *Safe shipping needs competent crews*

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Up to 80 percent of sea accidents are caused by human factors – this is where the assistance systems for safe sea shipping become relevant. The market introduction phase for the products is scheduled until 2014. All partners of the network intend to achieve technological leadership in the field of assistance systems. The network is to achieve solid positions in the key markets of the partner consortium: market leadership with ship and fleet management solutions at European shipping companies; establish Rostock as leading European centre for maritime remote support and training; occupy an innovative niche position in the European shipbuilding supply market with special solutions for nautical assistance and automatic hazard control; target the future market Asia.



### *We supply the technology*

The range of technology development is focused on three major topics: firstly, an integrated ship and fleet management system, including functions for maintenance and full support within the set of rules of the International Maritime Organization. Secondly, a maritime e-service portal, which covers the hardware development for the ship safety as well as training and qualification - to be established as Maritime E-Campus and Remote Consulting Centre in Rostock. This sphere of activity covers the ship's automation, primarily in the field of fire fighting. The objective is to research and develop the technologies for automated fire fighting and manoeuvre support under rough sea and operating conditions.

## Maritime Safety Assistance

c/o MarineSoft GmbH

F.-Barnewitz-Str. 2

18119 Rostock Warnemünde

**Contact:** Dr. Harro Kucharzewski

**Phone:** +49 (0) 381 - 128 350

**Email:** [info@marinesoft.de](mailto:info@marinesoft.de)

**Internet:** [www.marinesoft.de](http://www.marinesoft.de)

## »» THEMATIC FOCUS

- Technology platform for safe ship operation
- Condition-based manoeuvre advice
- Maritime training platform

## »» YEAR OF FOUNDATION

2001

## »» NUMBER OF MEMBERS

11

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input type="checkbox"/>
international	<input type="checkbox"/>

# »» MECHANICAL AND ELECTRICAL ENGINEERING



## COMPONET COMPOUND TECHNIQUE NETWORK

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### *An alliance to strengthen compound techniques used in construction*

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COMPONET is a network consisting of metal construction and plant manufacturers, R&D institutions, suppliers and service providers and supports the interdisciplinary collaboration of enterprises with most diverse expertise, capacities and resources for the practical application of compound technology. The network, in which 16 partners are collaborating, was founded in 2009. Management is located at CIM-Technologie-Zentrum Wismar e. V. (technology centre Wismar, reg. assoc.).

### *Innovation through compounds*

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The strategic aim of the R&D-based network COMPONET is the development of compound (laminates) construction techniques and applications in the processing industry and in engineering and their use in innovative products.

The interdisciplinary collaboration of enterprises in the open network is to support the development and management of R&D projects in compound construction techniques, the diversification of application options of compound construction techniques, the development of new technological excellence within the enterprises and the use of synergy effects.

### *We research and develop*

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The compound construction technique is mainly used in structural elements that need to be vibration- reducing and light such as in wind turbine installations, base frame constructions for micro-processing machinery and systems, in structural light construction and in resource-efficient engineering constructions. Furthermore, geometrically complex structural elements can be manufactured cost-efficiently using compound construction techniques. The



COMPONET network partners initiate and implement relevant projects. They render practical services in the field of project development, optimisation and manufacture. Practical applications include simulation methods for the development of structural compound elements.

## COMPONET

CIM-Technologie-Zentrum Wismar e. V.  
Alter Holzhafen 17a | 23966 Wismar

**Contact:** Eckhard Mazewitsch

**Phone:** +49 (0) 3841 - 223 35 18

**Fax:** +49 (0) 3841 - 223 35 19

**Email:** mazewitsch@cim-wismar.de

**Internet:** www.compo-net.de

## »» THEMATIC FOCUS

- Compound techniques
- Multi material applications
- Light construction

## »» YEAR OF FOUNDATION

2009

## »» NUMBER OF MEMBERS

16

## »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## EMV

# ELECTROMOBILITY IN MECKLENBURG-VORPOMMERN

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### *Technology-based electromobility network*

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To promote the networking concept in the field of electromobility in Mecklenburg-Vorpommern, ATI Küste GmbH founded the technology-based network Electromobility in Mecklenburg-Vorpommern in cooperation with partners from science, business and relevant institutions. The common vision – to initiate and advance electromobility projects in Mecklenburg-Vorpommern – currently unites 25 enterprises and institutions. Network management is coordinated by ATI Küste GmbH. The Mecklenburg-Vorpommern Ministry of Economics, Labour and Tourism supports the project with funds from the European Social Fund (ESF).

### *Investments in a future-oriented field of technology*

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The primary aim is to support enterprises and research institutions from Meck-

lenburg-Vorpommern, thus helping them to profit from the added value of electromobility in research, development and production. This future-oriented field of technology can create highly-qualified jobs. At the same time, it is able to make a considerable contribution to the reduction of CO<sub>2</sub> emissions in inner cities and sensitive tourist areas as well as increasing the share of renewable energies in a consistent way.

### *Promoting electric drive*

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The activities of the network focus primarily on cross-linking regional, national and international experts in the field of electromobility and coordinating the related technology transfer. EMV supports Mecklenburg-Vorpommern's efforts to protect the climate. It develops projects in the following fields: grid and charging infrastructure for e-vehicles in the automotive industry; charging infrastructure and bicycle garages or parking





spaces for electric bicycles and pedelecs – associated with using renewable energies; e-vehicles primarily used in tourism; and small e-vehicles, for instance electric scooters and electric drives for small watercraft. The EMV initiatives are also aimed at raising public awareness and organising training in this field.

## emv – Elektromobilität in Mecklenburg-Vorpommern

Schonenfahrerstraße 5 | 18057 Rostock

**Contact:** Dr. Gerhard Buttkewitz

**Phone:** +49 (0) 381 - 128 87 30

**Fax:** +49 (0) 381 - 128 87 11

**Email:** [info@em-mv.de](mailto:info@em-mv.de)

**Internet:** [www.em-mv.de](http://www.em-mv.de)

### » THEMATIC FOCUS

- Project development in electromobility
- Promoting collaboration between science and business
- Supporting climate protection in the state of Mecklenburg-Vorpommern
- Training and public relations work

### » YEAR OF FOUNDATION

2011

### » NUMBER OF MEMBERS

25

### » SPHERE OF INFLUENCE

- |               |                                     |
|---------------|-------------------------------------|
| regional      | <input checked="" type="checkbox"/> |
| national      | <input type="checkbox"/>            |
| international | <input type="checkbox"/>            |

## KOMETAN

# CONSTRUCTIVE METAL AND PLANT MANUFACTURING

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### *Metal and plant manufacturing association*

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KOMETAN is a network of machinery and plant engineers, guidance and automation engineers, R&D facilities, suppliers and engineering service providers, which promotes the interdisciplinary collaboration of companies with the most varied expertise, capacities and resources. Since 2004, 14 companies have been working together as network partners. Management is located at the CIM-Technologie-Zentrum Wismar e. V. (Wismar CIM Technology Centre). The initiative was supported in the foundation phase by the Federal Ministry for the Economy and Technology within the framework of the “Network Management Ost (NEMO)” promotional competition.

### *Development of materials and applications*

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KOMETAN is a cooperative association of legally and economically independ-

ent companies from machinery and plant manufacturing. Through the merging of technological, technical, staffing and infrastructural expertise, the companies are in a position to react quickly and efficiently to a broad spectrum of market requirements in machinery and plant manufacturing. The work of the network is oriented towards research and development. Here the focus lies on the collaborative development of new materials and their applications in the fields of regenerative energy applications and generation plant as well as in the areas of modular parts and system components. Added value services are to be developed around particular products.

### *We provide research and assembly services*

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Besides research and development projects, the cooperative focus of the network concentrates primarily on constructive investigations, simulations and



load calculations for plant manufacturing. Assembly services are provided in fields including constructive steelwork, container and fixture construction, vehicle construction and components and in the field of locking and security systems. In this way, network partners from KOMETAN can offer metal working technologies such as laser cutting, welding, bonding, sheet metal processing, processing of special steels and aluminium and surface treatments. KOMETAN service features include the compilation of multimedia presentations on machinery and plant and the generation of 3D simulations for sales promotions.

## KOMETAN

CIM-Technologie-Zentrum Wismar e. V.  
Alter Holzhafen 17a | 23966 Wismar

**Contact:** Eckhard Mazewitsch

**Phone:** +49 (0) 3841 - 223 35 18

**Fax:** +49 (0) 3841 - 223 35 19

**Email:** mazewitsch@cim-wismar.de

**Internet:** [www.kometan.de](http://www.kometan.de)

## »» THEMATIC FOCUS

- Constructive metal and plant manufacturing

## »» YEAR OF FOUNDATION

2004

## »» NUMBER OF MEMBERS

14

## »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## MEDIFER

### MEDIZIN- UND FERTIGUNGSTECHNIK

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#### *Medical and production engineering*

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MEDIFER - Wismar medical and production engineering - is a network that since 2006 has united eleven engineering companies, technical service providers and R&D facilities from the fields of medical technology and special engineering. It promotes the interdisciplinary collaboration of companies with the most varied expertise, capacities and resources. Management of MEDIFER is located at the CIM-Technologie-Zentrum Wismar e. V. (Wismar CIM Technology Centre). The initiative was supported in the foundation phase by the Federal Ministry for the Economy and Technology within the framework of the "Network Management Ost (NEMO)" promotional competition.

#### *Technology platform for regional medical technology*

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The objective of the association lies in merging the differing expertise of the

network partners into a technology platform. This should lead to the development of new products and the application of innovative production processes in the sectors of medical technology and production engineering. The aim here is to improve the quality of medical engineering products and to increase the production efficiency when they are manufactured. The technology platform enables medical technology producers to concentrate on their core competencies and production processes. The engineering solutions for the production of medical engineering products are provided by the engineering companies. Because of these consistent engineering modularisation concepts the network partners in MEDIFER achieve maximum production efficiency and excellent production flexibility. We provide research and production services.



### *Collaborative implementation*

The companies connected by MEDIFER develop special machinery collaboratively for the production of medical engineering products. They develop and produce micromachining technology and micromachining systems as well as micro parts, components and products for medical technology and analysis. Furthermore, MEDIFER undertakes metrological tasks, the conversion and automation of production plant, constructive investigations, bespoke constructions and consultancy for innovation management.

**MEDIFER** | Medizin- und Fertigungstechnik  
CIM-Technologie-Zentrum Wismar e. V.  
Alter Holzhafen 17a | 23966 Wismar  
**Contact:** Eckhard Mazewitsch  
**Phone:** +49 (0) 3841 - 223 35 18  
**Fax:** +49 (0) 3841 - 223 35 19  
**Email:** mazewitsch@cim-wismar.de  
**Internet:** www.medifer.de

### »» THEMATIC FOCUS

- Production facilities for medical devices

### »» YEAR OF FOUNDATION

2006

### »» NUMBER OF MEMBERS

11

### »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## MIKROSOM

### SPECIAL ENGINEERING FOR MICROMACHINING

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#### *Machinery development network for micromachining*

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MIKROSOM is a network of machinery and plant engineers, guidance and automation engineers, R&D facilities, suppliers and service providers, which concentrates the interdisciplinary collaboration of companies with the most varied expertise, capacities and resources.

The network was founded in 2011 with 14 network partners and was initially co-financed for one year within the framework of Zentrales Innovationsprogramm Mittelstand (ZIM – Central Innovation Programme for SME) – Networking module. Management is located at the CIM-Technologie-Zentrum Wismar e. V. (Wismar CIM Technology Centre).

#### *Efficient production processes in micromachining*

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The strategic objective of the network lies in the creation of an engineering base for new equipment and production processes in micromachining by means of targeted research and development. The aim of MIKROSOM is to structure the manufacture of this special machinery efficiently by exploiting synergy effects.

#### *We develop the engineering base*

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MIKROSOM's network works collectively to develop micromachining technology for standard and special materials (application development) and make use of them. The network develops and produces special machinery and machinery components for different micromachining processes as well as facilities for micro assembly, parts handling and quality assurance. The key players



in the network develop plant for material coating and surface finishing, as well as micromachining related products and services. Furthermore, they play an active part in the development of automated and technical guidance solutions for the production of micro components.

**MIKROSOM** | Sondermaschinen für  
die Mikrobearbeitung  
CIM-Technologie-Zentrum Wismar e. V.  
Alter Holzhafen 17a | 23966 Wismar  
**Contact:** Eckhard Mazewitsch  
**Phone:** +49 (0) 3841 - 223 35 18  
**Fax:** +49 (0) 3841 - 223 35 19  
**Email:** mazewitsch@cim-wismar.de

#### »» THEMATIC FOCUS

- Development and production of machinery for micromachining

#### »» YEAR OF FOUNDATION

2011

#### »» NUMBER OF MEMBERS

14

#### »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## PROSIT

# PROCESS RELIABILITY AND TECHNOLOGY DEVELOPMENT IN THE FOOD INDUSTRY

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### *Food industry network*

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The network PROSIT – process reliability and technology development in the food industry – is a network from the engineering sector, food companies and R&D institutions. It promotes the interdisciplinary cooperation of enterprises with most various competences, capacities and resources. Since 2007, a total of 14 enterprises has been working as partners in the network.

Management is located at CIM-Technologie-Zentrum Wismar e. V. (CIM technology centre Wismar, reg. assoc.) The foundation phase of the initiative was co-financed by the Federal Ministry of Economics and Technology within the framework of the development competition „Netzwerkmanagement-Ost“(NEMO – network management East).

### *Technical service providers in the food industry*

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The network PROSIT pools network partners with their competences aimed at developing and implementing innovative technologies for technical process reliability in the food industry. It is the objective to improve product quality and production efficiency. These objectives are achieved by the network PROSIT through providing technical and technological support in optimising processing flows and by developing and implementing relevant solutions for improvement. Further activities to achieve the objectives include the automation of process control and monitoring procedures in product quality assurance, the development and implementation of energy-saving technologies and procedures as well as the increase of the process reliability through innovative machinery diagnostics systems.





### *We develop technology*

The technological service providers in the PROSIT network dispose of a number of special technical competences that include remote diagnosis and maintenance solutions, sensor technology, image data processing technologies or DNA analysis applications. These competences are used in the collaboratively developed technical spheres of activity, such as in process reliability (engineering-related and facility-related), maintenance, improvements in productivity, energy use and quality assurance and product safety in the food processing companies.

## PROSIT

CIM-Technologie-Zentrum Wismar e. V.  
Alter Holzhafen 17a | 23966 Wismar

**Contact:** Eckhard Mazewitsch

**Phone:** +49 (0) 3841 - 223 35 18

**Fax:** +49 (0) 3841 - 223 35 19

**Email:** mazewitsch@cim-wismar.de

**Internet:** www.prosit-net.de

## »» THEMATIC FOCUS

- Process reliability and technology development in the food industry

## »» YEAR OF FOUNDATION

2007

## »» NUMBER OF MEMBERS

14

## »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## SOMANET

### SONDERMASCHINENBAU-NETZWERK

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#### *Development network for special machinery*

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SOMANET is a network of special machinery manufacturers, suppliers, service providers in the field of engineering, marketing companies and R&D institutions. It supports the interdisciplinary cooperation of companies with the most diverse expertise, capacities and resources. Founded in 2002, it now has eight member companies. Management is located at the CIM-Technologie-Zentrum Wismar e. V. (Wismar CIM Technology Centre). The start-up phase was supported financially by the Federal Ministry for Economics and Technology within the framework of „Netzwerkmanagement-Ost“ (NEMO – network management East).

#### *Development of innovative machinery components*

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The network initiates and coordinates the development and manufacture of

innovative special machinery. The co-operation of various partners enhances the profiling of each individual network member, thus enabling them to act as system providers on the market. The expertise of the network partners is aligned respectively and ranges from engineering services via the production of special machinery to marketing and communication activities.

This ensures that the network is able to cover the entire range of the value added chain as regards special machinery manufacture. Currently, the major projects include the development of special machinery modules, the use of innovative compounds and the visualisation of machinery flow operations and technologies. Activities in the area of research and development for innovative machinery components are the main focus of the network.



### *Research development, production and supply*

At the beginning, there is always a detailed task set by the customer, from which SOMANET develops and manufactures special machinery. Based on an already developed prototype or existing machinery, the network partners take over the production of a respective series. Within this framework, the network organises all necessary activities from manufacture via assembly to commissioning and/ or function testing and delivery. Besides innovation management, design investigations, order design and consultancy on design, concepts and detailed solutions also form part of the SOMANET portfolio. In compliance with prepared design records, metal sheets, standard and high-grade steels or non-ferrous and special alloys are machined using advanced CNC-controlled processing machinery.

**SOMANET** | Sondermaschinenbau-Netzwerk  
CIM e. V. Wismar

Alter Holzhafen 17a | 23966 Wismar

**Contact:** Eckhard Mazewitsch

**Phone:** +49 (0) 3841 - 223 35 18

**Fax:** +49 (0) 3841 - 223 35 19

**Email:** mazewitsch@cim-wismar.de

**Internet:** www.somanet.de

### » THEMATIC FOCUS

- Development and manufacture of special machinery and components

### » YEAR OF FOUNDATION

2002

### » NUMBER OF MEMBERS

8 enterprises

### » SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>

## »» **OTHER INDUSTRIES AND CROSS-SECTOR NETWORKS**



## AQUATECH VEREIN ZUR FÖRDERUNG MODERNER VERFAHREN IN DER AQUAKULTUR E. V.

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### *Promoting aquaculture*

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AquaTech – Verein zur Förderung moderner Verfahren in der Aquakultur e. V. (association for promoting advanced methods in aquaculture) is an alliance of aquaculture experts consisting of facility operators, suppliers and service providers. Supported by BioCon Valley®, the association was founded in 2007 as a result of the NEMO initiative (network management East) managed by the Federal Ministry of Economics. AquaTech is closely cooperating with various research institutions in Mecklenburg-Vorpommern. In addition to companies from Mecklenburg-Vorpommern, partners from Schleswig-Holstein, Sachsen-Anhalt and Brandenburg are represented in the network.

### *Sustainable fishfarming*

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Aquaculture is the farming of fishes and other „seafood“ (e. g. algae or clams) under controlled conditions. Against the

background of consumer demands for sourcing controls and ecological compatibility, this method of farming has gained increasing interest over the recent years. Meanwhile, about 50% of all products offered worldwide come from aquaculture facilities. The association is committed to make a considerable contribution in developing a sustainable regional aquaculture – based on advanced methods. As a result, competitive, i. e. high-performance and weather-resistant, aquaculture facility technologies are to be developed, implemented and brought into the market. The production and marketing of the African catfish farmed in closed recirculating systems combined with suitable waste heat utilisation concepts using biogas facilities has led to the development of an emerging industry. Thanks to several scientific institutions, political support in the state and the emerging industry itself, there is sufficient potential to develop new aquaculture sectors.



### *We foster knowledge transfer and training*

The association is involved in national and international aquaculture projects aimed at strengthening the industry in the region. In 2009, the network organised the „AQUALLIANCE – new approaches in sustainable aquaculture“ – one of Germany’s largest aquaculture conferences with national and international experts. The network’s public relations work provides information on potentials in aquaculture and refers specifically to the regional development. Members of the association are involved in university teaching within the master’s programme „aquaculture“ of the Rostock University, thus ensuring the qualification of young academics required for the industry.

## **AquaTech**

c/o BioCon Valley° GmbH

Schillingallee 68 | 18057 Rostock

**Contact:** Frank Neudörfer

**Phone:** +49 (0) 381 - 252 95 13 0

**Fax:** +49 (0) 381 - 252 95 13 13

**Email:** fn@bcv.org

**Internet:** [www.nemo-aquatech.de](http://www.nemo-aquatech.de)

## »» THEMATIC FOCUS

- Inform about advanced aquaculture methods
- Organise events
- Cooperate in national and international projects
- Support the development of sustainable aquaculture production in Mecklenburg-Vorpommern

## »» YEAR OF FOUNDATION

2007

## »» NUMBER OF MEMBERS

10

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input type="checkbox"/>
international	<input type="checkbox"/>

## BALTICNET-PLASMATEC E. V.

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### *International network for plasma technologies*

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The internationally operating network BalticNet-PlasmaTec e. V. (BNPT) is one of the largest plasma technology clusters in northern Europe. The network was awarded the „Bronze Label of Cluster Management Excellence“ and is member of the initiative “Germany’s competence networks” coordinated by the Federal Ministry of Economics (BMWi). The network is committed to international technology-based and market-oriented cooperation. For this purpose, the network, founded in 2006, fulfils coordinating tasks in the initiation and implementation of common cross-border activities. It provides a platform for cooperation between academics, public bodies, private businesses and individuals. Currently, the BalticNet-PlasmaTec network consists of 47 members and is meanwhile not only operating in the Baltic region, Scandinavia and Poland but also maintains contacts to other regions such as Russia and India.

### *Cooperation of science, research and business*

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Today, plasma technology has become a cross-sector and key technology used in many different industry sectors. Forecasts predict many plasma-based innovations, especially in the field of micro- and nanotechnologies, biotechnology, medicine and environment. The network supports existing and initiates new collaborations between universities, the industry, SMEs, public bodies and other significant representatives in the field of plasma technology. BalticNet-PlasmaTec is committed to enhance the general knowledge about plasma technology and to bundle the existing potentials in knowledge, funds and human resources. Special focus of the expert work is put on interdisciplinary applications of various plasma technologies, particularly in the fields of: plasma & bio, plasma & environment and vacuum technologies as well as plasma & marketing, plasma & education.





### *Global reach*

The activities of the network can be divided into three fields: technology, marketing and training. Technology initiates and coordinates BNPT projects (acquisition and management) and is point-of-contact for research, development and business. Targeted common R&D marketing activities are aimed at promoting the strengths of Germany's university and non-university research institutions, R&D networks and research-intensive enterprises at an international level. A further focus is the business match-making between innovative enterprises and research institutions in the fields of metal processing, medical devices and environmental protection. BalticNet-PlasmaTec initiates national and international training and further qualification courses, provides doctoral candidates and internships and organises the exchange of experts.

### **BalticNet-PlasmaTec e. V.**

Brandteichstraße 20

17489 Greifswald

**Contact:** Alexander Schwock

**Phone:** +49 (0) 3834 - 550 102

**Fax:** +49 (0) 3834 - 550 110

**Email:** [bnpt@balticnet-plasmatec.org](mailto:bnpt@balticnet-plasmatec.org)

**Internet:** [www.balticnet-plasmatec.org](http://www.balticnet-plasmatec.org)

### **»» THEMATIC FOCUS**

Special focus of the expert work is put on interdisciplinary applications of various plasma technologies, particularly in the fields of: plasma & bio, plasma & environment and vacuum technologies as well as plasma & marketing, plasma & education

### **»» YEAR OF FOUNDATION**

2006

### **»» NUMBER OF MEMBERS**

47

### **»» SPHERE OF INFLUENCE**

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## ENVIMV E. V. MECKLENBURG-VORPOMMERN ENVIRONMENTAL ENGINEERING NETWORK

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### *Alliance for environmental engineering and environmental protection*

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enviMV stands for environmental protection and the federal state Mecklenburg-Vorpommern. In its function as an environmental technology network, the project pools the expertise of related enterprises and institutions. Since its foundation in 2008, the network has found 21 partners from business, research and public institutions. Core themes of its activities are in the Arab region and Eastern Europe, Southeast Asia and Latin America. Major fields of business include environmental engineering, particularly the waste and recycling industry, and renewable energies. The network is co-financed by the Mecklenburg-Vorpommern Ministry of Economics, Labour and Tourism. The association enviMV e. V. coordinates the network and functions as transfer centre.

### *System solutions for the environmental engineering sector*

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The alliance is aimed at the common marketing of individual products, technologies and services based on full-scope and customised solutions for the public utility and recycling industries in emerging and developing countries. Marketing focuses on the sustainable development of the public utility and recycling industries committed to positive social effects in the target countries.

The partner consortium consists mainly of small and medium enterprise from the environment sector based in Mecklenburg-Vorpommern. Special attention is given to projects and the combination of various utility and waste sectors, such as the waste and material flow economy as well as renewable energies using the energy potential of waste.



### *Networked thinking*

Apart from consultancy and engineering services, expertise in machinery and plant construction and the training of specialists, the operators of advanced facilities round off the portfolio of the network. enviMV sees itself as platform and interface that supports the marketing of system solutions. Common activities help the partners to develop new markets. Such activities include attractive joint network presentations at international trade fairs, such as at the ENTSORGA ENTECO in Cologne in 2009 and IFAT ENTSORGA in Munich in 2010, specialist workshops in target countries, such as Poland and Brazil and meetings with international delegations that are especially interested in technological excellence made in Germany.

## **enviMV e. V. - Umwelttechnologienetzwerk aus Mecklenburg-Vorpommern**

Petridamm 26/27 | 18146 Rostock

**Contact:** Carmen Braun

**Phone:** +49 (0) 381 - 637 12 33

**Fax:** +49 (0) 381 - 637 12 43

**Email:** [info@envimv.de](mailto:info@envimv.de)

**Internet:** [www.envimv.de](http://www.envimv.de)

### **»» THEMATIC FOCUS**

Turnkey and customized system solutions for the public utility and waste sector (renewable energies, water supply, sewage treatment, waste industry) in emerging and developing countries

### **»» YEAR OF FOUNDATION**

2008

### **»» NUMBER OF MEMBERS**

21 enterprises and institutions

### **»» SPHERE OF INFLUENCE**

regional	<input type="checkbox"/>
national	<input type="checkbox"/>
international	<input checked="" type="checkbox"/>

## HCN

### HIGH COMPETENCE NETWORK E. V.

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#### *Cross-sector network of excellence*

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The association High Competence Network – HCN e. V. emerged from the regional research association Holz Cluster Nord (northern timber cluster) in 2008. The research association has been able to establish an efficient network management in the Wismar region and beyond. HCN e. V. has continued these efforts under the guiding idea of cross-sector networking and innovative knowledge transfer. Consequently, the association cross-links stakeholders from the forest and timber industry, regional development, logistics, information and communication technology, research & development, and project management.

#### *Solid network for strong stakeholders*

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It is the overall aim of HCN e. V. to strengthen the potentials available in education, research and thus enhance the innovation strengths of regional enterprises

and pool their strategic orientation in collaborative projects. The interdisciplinary local, regional and national collaboration of enterprises, institutions from research and science is aimed at enhancing the expertise and ensuring a solid positioning of the network. HCN e. V. sees itself as innovative and essential driving force that initiates and implements projects at a regional, national and European level. The pooling of individual forces, various enterprises and institutions from research and science increase the excellence and sustainability of projects.

#### *Sustainable promotion of science and research*

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The capabilities of the association are primarily focused on project development, where, based on an idea, a joint project with competent partners, funding, project management and sustainable implementation of the results is ensured. The HCN e. V. acts as Europe-



an-wide initiator, partner or coordinator of various projects, for instance the EU project „Hardwoods are good - supporting entrepreneurs of the forestry hardwood chain in the South Baltic Region“ or the project „WoodApps“ within the framework of the joint EU call of ERA-NET Bioenergy and the WoodWisdom-Net Research Programme. In addition, HCN e. V. is official partner in the EU project „RegioPower“, which aims at setting up a model for a regional produce exchange for wooden biomass. The association supports with these activities projects that deal with application-oriented issues at community, regional, nationwide and European level. It promotes the collaboration of young academics in the area of regional business by supporting study and engineer papers or diploma theses and research topics. Furthermore, HCN e. V. supports the development collaborations in science and research under the aspect of sustainability.

## High Competence Network e. V.

Poeler Straße 85a

23970 Wismar

**Contact:** Martin Müller

**Phone:** +49 (0) 3841 - 460 013

**Fax:** +49 (0) 3841 - 460 014

**Email:** [info@hcn-group.de](mailto:info@hcn-group.de)

**Internet:** [www.hcn-group.de](http://www.hcn-group.de)

## »» THEMATIC FOCUS

- Forest and timber industry
- Regional development
- Logistics
- ICT
- Research & development
- Project management

## »» YEAR OF FOUNDATION

2008

## »» NUMBER OF MEMBERS

no information available

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## LOG-IN MV

# LOGISTIKINITIATIVE MECKLENBURG-VORPOMMERN E. V.

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### *Driving force for logistics innovations*

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Log-in MV considers itself to be an important instrument for the sustainable strengthening of the logistics sector both within Mecklenburg-Vorpommern and beyond its borders. The management board of Log-in MV is made up of five board members; its chairman is Michael Kremp, Managing Director of Seehafen Wismar GmbH. Operational management is carried out by a network manager and a project assistant in the offices of the logistics initiative headquartered in Schwerin. Since its founding in 2008 the network has gained 90 members. Among these are haulage firms, ports, chambers and associations, institutions, universities, logistics services providers and consultancy firms. Log-in MV is a member of the Arbeitsgemeinschaft Logistik-Initiativen Deutschlands (German logistics initiatives work group).

### *Strengthening Mecklenburg-Vorpommern as a logistics hub*

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The central theme of the Logistics Initiative is to enable cooperation between companies, facilities, associations, chambers, politics and science in the field of logistics. Aims include the networking of partners, the support of members in the composition and maintenance of business and customer relations and the qualification and placement of qualified employees. Its central concern is to position Mecklenburg-Vorpommern solidly and sustainably as a logistics hub for eastern European transport and as a bridge for European North-South transport.

### *We do a great deal for our network partners*

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Log-in MV develops events tailored to the sector and takes part in congresses and sector trade fairs such as for example transport logistic, the BalticFuture trade fair,



TransRussia, Deutscher Logistik-Kongress (German Logistics Congress) and Lieferantentag Mecklenburg-Vorpommern (Mecklenburg-Vorpommern Suppliers Day). The network serves to maintain and increase contacts in both a national and international environment and supports close collaboration with other logistics initiatives, chambers and associations. It operates an internet portal as an important information and communication platform, publishes a monthly newsletter and compiles informative material, flyers and brochures. In years gone by, high-quality events have taken place, for example regular informal logistics meetings. The work done by the “School– Initial Training– Qualification” working group is another key aspect. The Branchenkonferenz Logistikwirtschaft Mecklenburg-Vorpommern (Mecklenburg-Vorpommern Logistics Industry Sector Conference), which has taken place annually since 2009, has become established as the primary logistics event in Mecklenburg-Vorpommern.

## Log-in MV | Logistikininitiative MV e. V.

Schlossgartenallee 15

19061 Schwerin

**Contact:** Karin Kinzel

**Phone:** +49 (0) 385 - 59 225 39

**Fax:** +49 (0) 385 - 59 225 22

**Email:** [info@log-in-mv.net](mailto:info@log-in-mv.net)

**Internet:** [www.log-in-mv.net](http://www.log-in-mv.net)

## »» THEMATIC FOCUS

- Common marketing of the logistics location Mecklenburg-Vorpommern
- Support services for the qualification of workforce
- Set up a comprehensive information platform
- Involvement in national and international co-operation platforms

## »» YEAR OF FOUNDATION

2008

## »» NUMBER OF MEMBERS

90

## »» SPHERE OF INFLUENCE

regional	<input type="checkbox"/>
national	<input type="checkbox"/>
international	<input checked="" type="checkbox"/>

## NILA

# INNOVATIVE LASER APPLICATION NETWORK

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### *Alliance of laser technology companies*

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NILA - the innovative laser application network – has cross-linked the expertise and performance of its eight involved enterprises since 2003 and paved the way for the laser-assisted manufacture ranging from medical stents to laser-welded steel girders. The network office is located at the Rostock Lasertechnologie- und Transferzentrum Rostock (LTTZ – laser technology and transfer centre). The centre is excellently equipped with laser facilities having rated outputs of up to 16,000 Watt and is provided with CNC-controlled and manual beam guidance systems, mechanical workshops, 2d- and 3d measurement technique, metallography labs and various material testing units.

### *Service provider for laser-assisted manufacture*

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The activities of NILA are targeted at promoting the advantages of laser-assisted

manufacture, precision engineering, electronic technology, steel construction and shipbuilding, material engineering and welding. The focus is put on laser-assisted manufacture ranging from micro and macro processing, product and technology development, prototype construction, testing, manufacture, quality assurance and training. The involved network partners are to develop and market new products, procedures and services at a national level based on collaborative research and development projects with universities and institutions of higher education.

### *Accuracy down to a billionth of a meter*

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The network partners offer, apart from laser cutting, welding, labelling and laser surface treatment, also pre- and post-production processes such as machining and product qualification. NILA supports its small and medium network partners in concrete laser technology applications. The network enables the





manufacture of small and large series, prototype and sample production, including consultancy and qualification in materials, welding and laser technology. The client can rely on laser experts who have a holistic approach to the product and support the client in a proactive way. The alliance of companies is able to perform 3D laser processing with structural sizes covering nano- to metre ranges. The comprehensive portfolio addresses many different applications and ranges from cutting innovative microimplants to welding steel structures with welding depths of 20 mm.

## Netzwerk innovativer Laser-Anwender

c/o SLV M-V GmbH

Alter Hafen Süd 4 | 18069 Rostock

**Contact:** Katja Hübscher

**Phone:** +49 (0) 381 - 811 50 02

**Fax:** +49 (0) 381 - 811 50 99

**Email:** office@litz.de

**Internet:** www.litz.de

## » THEMATIC FOCUS

- National manufacture, service and research centre in medical devices, precision engineering, electronic technology, steel construction and shipbuilding, materials technology and welding
- Laser-assisted manufacture ranging from micro to macro processing; product and technology development
- Prototype construction, testing, manufacture, quality assurance and training

## » YEAR OF FOUNDATION

2003

## » NUMBER OF MEMBERS

8

## » SPHERE OF INFLUENCE

regional ☐  
 national ☒  
 international ☐

## NORKUN

### NORTH GERMAN PLASTICS NETWORK

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#### *Networking of the plastics sector*

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The technology oriented network NORKUN is an association with 105 members. Because of the universal use of plastic in all areas of life, the spectrum of network members is very broad. So for example plastics handlers, education and research facilities, vehicle construction companies, medical technology, packaging technology, the construction industry, wind energy plant and other renewable energy generators are represented in the association.

#### *Regional value creation chains for plastic products*

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NORKUN pools the potential of the plastics industry. It aims to develop and support regional value creation chains for plastics and plastic products with high ecological standards, as well as their applications, and to promote industrial relocations and start-ups. NORKUN has

set itself the target of initiating and supporting collaborations for the research, development and implementation of technological innovations right from raw material (in particular bio plastics) through to end product, leading them onto the market and thus supporting small and medium-sized companies. Further targets are the promotion of exports as well as gaining, training and ensuring the loyalty of qualified employees.

#### *We represent our sector*

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NORKUN offers training, seminars and conferences at special rates for members, and initiates and coordinates educational work experience placements and joint projects for research and business. The North German plastics network NORKUN currently plays an active role in the “FANI Technologies - Food and Nutrition Innovative Technologies” network and the Polish plastics cluster RCITT in the Westpommern region.



Furthermore there is close collaboration with regional plastics networks throughout Germany. NORKUN is also an associated member of Plastics Europe Germany e. V.

The network acts as an intermediary for research, laboratory and technical training capacities and references for small and medium-sized companies and promotes up-and-coming talent for this sector within schools, technical colleges and universities. It performs lobbying work - which is why NORKUN maintains close contact with politics and associations - and it ensures a competent public image for the entire sector. The network organises presences at trade fairs, for example at the FAKUMA specialist trade fair for plastic and other specialist trade fairs.

## Norddeutsches Kunststoffnetzwerk

SAZ Schwerin

Ziegeleiweg 7

19057 Schwerin

**Contact:** Wolfgang Weigt

**Phone:** +49 (0) 385 - 480 257

**Email:** weigt@sazev.de

**Internet:** [www.norkun-saz.de](http://www.norkun-saz.de)

## »» THEMATIC FOCUS

- Fibre-reinforced plastics
- Injection moulding
- Extrusion
- Compounding
- Bio plastics
- Laminating
- Training and qualification

## »» YEAR OF FOUNDATION

2010

## »» NUMBER OF MEMBERS

105

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input checked="" type="checkbox"/>

## OPTONOVIS

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### *Specialist network for image processing, sensor technology and spectroscopy*

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Founded in 2008, the OPTONOVIS network pools technological expertise and applied knowledge particularly from the fields of industrial image processing, sensor technology and spectroscopy.

With its content-specific business areas of Gas Analysis, Automation Engineering and Services, OPTONOVIS is arranged flexibly and structured so that the expertise and services of the 14 highly specialised network partners from Mecklenburg-Vorpommern complement each other perfectly.

Following three years of financial support from the “Network Management Ost (NEMO)” programme of the Federal Ministry for Economy and Technology, the network has been self-financing since March 2011. OPTONOVIS is coordinated by the Greifswalder neoplas GmbH.

### *Customised scope of services*

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The economy is just like a laser: concentrating resources saves energy. And the OPTONOVIS network arose from this idea. The strengths of the association are individual system solutions and comprehensive services for complex measurement, testing and automation tasks in industry and research. Optical measurement techniques open up new entrepreneurial opportunities. So for example highly specialised sensors or laser-based measurement systems provide greater efficiency, reliability and speed. With the help of modern optical measurement processes, industrial production processes can be structured more efficiently, pollution loads in the air recorded or chemical processes better understood.

### *Systematic solutions*

---

OPTONOVIS offers customer-specific system solutions in the fields of metrol-

ogy, inspection technology, automation and special machinery engineering. Through collaboration with sought-after specialists, the network can provide other companies with suitable overall concepts to prepare them for growing challenges. Automated procedures enable quicker and highly precise production processes, optical sensors and image processing systems check and sort products automatically and initiate corrections in the process, optical spectrometers and electrochemical gas sensors help to optimise processes wherever a high degree of reliability, safety and speed is required. Furthermore, the service package from OPTONOVIS ranges from the development of customer-specific software for metrology and image processing through the serial production of individual electronic components and devices to CNC metal working.

**OPTONOVIS** | c/o neoplas GmbH

Walther-Rathenau-Str. 49a

17489 Greifswald

**Contact:** Dr. Peter Scheffler

**Phone:** +49 (0) 3834 - 515 202

**Fax:** +49 (0) 3834 - 515 201

**Email:** [scheffler@optonovis.net](mailto:scheffler@optonovis.net)

**Internet:** [www.optonovis.net](http://www.optonovis.net)

## »» THEMATIC FOCUS

- Automation engineering
- Serial processing of images
- Gas analysis (spectroscopy, sensors)
- Customized software development
- Serial production of individual electronic components
- Metal working, tool production

## »» YEAR OF FOUNDATION

2008

## »» NUMBER OF MEMBERS

14

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input type="checkbox"/>
international	<input type="checkbox"/>

## SENSORIKNETZ M-V

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### *Alliance for measurement and control systems*

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SensorikNetz M-V is an alliance of enterprises and research institutions in the field of sensor and measurement technology. The alliance was founded in April 2008 and since then has gained 14 members from Rostock, Neubrandenburg, Schwerin and Greifswald. The network management is the responsibility of Technologiezentrum Warnemünde e. V. (Warnemünde Technology Centre reg. association). SensorikNetz M-V is an associated member of AMA – the professional association of sensor technology in Germany. Until 2011, the network alliance was co-financed by the Ministry of Economics, Labour and Tourism MV and additionally funded by the European Social Fund.

### *The future of sensor technology*

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Mecklenburg-Vorpommern has a number of established enterprises that develop and produce innovative sensor technology. The

network alliance sees itself as stakeholder for those who deal with technological measurement systems used in the most diverse applications throughout the entire value added chain. The individual fields of development in the enterprises can benefit from each other rather than being competitors as is the case in other industries. SensorikNetz M-V provides an overview of the expertise and portfolio of individual enterprises and research institutions. SensorikNetz M-V initiates research and development projects with companies and research institutions throughout Mecklenburg-Vorpommern. With this pooling of expertise, the path for new solutions and products can be provided. At the same time, the potential of “the future of sensor technology” can be communicated to a broader public. Enterprises involved in sensor technology have been a major driving force for innovations in the region for years. The strategic aim is to position Mecklenburg-Vorpommern as an attractive location for all branches of sensor technology.



### *Bespoke support for our network partners*

SensorikNetz M-V provides communication structures which strengthen the sector and enhance its performance and competitiveness. It implements a common marketing strategy, ensures a common visual corporate design / presentation and supports the establishment of collaborations and research alliances. The network organises joint participation in exhibitions and promotes the settlement of new enterprises involved in sensor technology both inside and outside Mecklenburg-Vorpommern. SensorikNetz M-V organises specific workshops and tailored specialist events for its network partners. It supports technology transfer via study works (working groups?) and staff exchange projects. The network's strategic focus for the future is to expand the circle of members to include measurement and automation technology, thus improving the synergies between developers and users.

### **SensorikNetz M-V**

Technologiezentrum Warnemünde

Friedrich-Barnewitz-Str. 3 | 18119 Rostock

**Contact:** Bernd Jaudzims

**Phone:** +49 (0) 381 - 519 61 32

**Email:** bernd.jaudzims@sensorik-mv.de

**Internet:** www.sensorik-mv.de

### **»» THEMATIC FOCUS**

- Collaborative marketing
- Organisation of specific workshops
- Coordination of technology transfer
- Organisation of joint participations in exhibitions
- Pooling of patent and market searches, staff training

### **»» YEAR OF FOUNDATION**

2008

### **»» NUMBER OF MEMBERS**

14

### **»» SPHERE OF INFLUENCE**

- |               |                                     |
|---------------|-------------------------------------|
| regional      | <input checked="" type="checkbox"/> |
| national      | <input checked="" type="checkbox"/> |
| international | <input type="checkbox"/>            |

## VWT – ASSOCIATION OF DEFENSE TECHNOLOGY MECKLENBURG-VORPOMMERN, REG. ASSOC.

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### *Association of defense and security technology*

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The Verband Wehrtechnik Mecklenburg-Vorpommern e. V. (association of defence technology Mecklenburg-Vorpommern, reg. assoc.) is a consortium of enterprises in Mecklenburg-Vorpommern, which are involved in defense and security technology and individuals, who promote and support the aims of the association. The association was founded in 2009 and has 19 members.

### *Economic significance of the industry sector*

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The objective of the association is to connect and support all common interests of its members in the field of defence and security technology. In addition, security-related political requirements should be proactively addressed to political and public representatives. The Verband Wehrtechnik Mecklenburg-Vorpommern

e. V. (association of defence technology Mecklenburg-Vorpommern, reg. assoc.) sees itself as platform for the communication, argumentation and maintenance of contacts of all involved partners. It represents the interests towards members of the parliament of the state and the federal government and towards representatives of the Bundeswehr (German army), the ministries and other authorities from business, politics and science. In addition, the association wants to emphasize the economic and technical significance of the industry sector.

### *We represent advanced defence technology*

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The key issues of the association's activities include the maintenance and establishment of contacts with political bodies, businesses, science, Bundeswehr (German army) and NATO partners as well as the establishment and maintenance of contacts with other networks and asso-





ciations, primarily in Northern Germany. The association organises network meetings, workshops, lectures, plant tours and trade fair visits. It initiates and implements common projects in the field of defence and security technology. Further tasks include the issue of a thematic newsletter. The public relations work of the Verband Wehrtechnik Mecklenburg-Vorpommern e. V. (association of defence technology Mecklenburg-Vorpommern, reg. assoc.) is targeted to illustrate and present the economic and technological excellence of the defence and security technology sector in Mecklenburg-Vorpommern.

## Verband Wehrtechnik

### Mecklenburg-Vorpommern e. V.

Schloss Groß Miltzow

17349 Groß Miltzow

**Contact:** Alexander von Groß

**Phone:** +49 (0) 3967 - 461 78 12

**Fax:** +49 (0) 3967 - 461 78 29

**Email:** vongrossa@fww-gmbh.de

## »» THEMATIC FOCUS

- Connect and support all common interests in the field of defense and security policy
- Emphasize the economic and technical significance of the industry sector
- Joint platform for communication and argumentation

## »» YEAR OF FOUNDATION

2009

## »» NUMBER OF MEMBERS

19

## »» SPHERE OF INFLUENCE

regional	<input checked="" type="checkbox"/>
national	<input checked="" type="checkbox"/>
international	<input type="checkbox"/>



Ministerium für Wirtschaft,  
Bau und Tourismus

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*Ministry for the Economy, Construction  
and Tourism Mecklenburg-Vorpommern*

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Public relations

Johannes-Stelling-Str. 14 | 19053 Schwerin

**Phone:** +49 (385) 588 50 07

**Fax:** +49 (385) 588 58 79

**Email:** [presse@wm.mv-regierung.de](mailto:presse@wm.mv-regierung.de)

**www.regierung-mv.de**

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*Invest in Mecklenburg-Vorpommern GmbH*

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Michael Sturm

Managing Director

Schlossgartenallee 15 | 19061 Schwerin

**Phone:** +49 (385) 592 25 10

**Fax:** +49 (385) 592 25 22

**Email:** [sturm@invest-in-mv.de](mailto:sturm@invest-in-mv.de)

**www.invest-in-mv.de**

**www.investguide-mv.de**

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Die IHKs  
in Mecklenburg-Vorpommern

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*Chamber of Industry and Commerce  
Neubrandenburg*

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Ralf Pfoth

Area Manager for General Affairs

Katharinenstr. 48 | 17033 Neubrandenburg

**Phone:** +49 (395) 559 72 00

**Fax:** +49 (395) 559 75 12

**Email:** [pfoth@neubrandenburg.ihk.de](mailto:pfoth@neubrandenburg.ihk.de)

**www.neubrandenburg.ihk.de**

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*Chamber of Ind. and Commerce Rostock*

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Dr. Christine Grünewald

Managing Director for Innovation, Envi-  
ronment, Transport, Maritime Industry

E.-Barlach-Str. 1-3 | 18055 Rostock

**Phone:** +49 (381) 338 100

**Fax:** +49 (381) 338 109

**Email:** [gruenewald@rostock.ihk.de](mailto:gruenewald@rostock.ihk.de)

**www.rostock.ihk24.de**

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*Chamber of Ind. and Commerce Schwerin*

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Angela Preuß

Area Manager Regional Economic Policy,  
International Affairs

Graf-Schack-Allee 12 | 19053 Schwerin

**Phone:** +49 (385) 510 32 01

**Fax:** +49 (385) 510 39 99

**Email:** [preuss@schwerin.ihk.de](mailto:preuss@schwerin.ihk.de)

**www.ihkzuschwerin.de**

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