

Innovation Showcase | Water Management | Saudi Arabia

2026



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Message of greeting



Mr. Christian Tippelt

Director, Markterschließungsprogramm (MEP) / Foreign Market Entry Programme
Germany Trade & Invest (GTAI), on behalf of the Federal Ministry for Economic Affairs and Energy (BMWE)

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

This visit is part of the showcase events module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Saudi Arabia and Germany.

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

Introduction



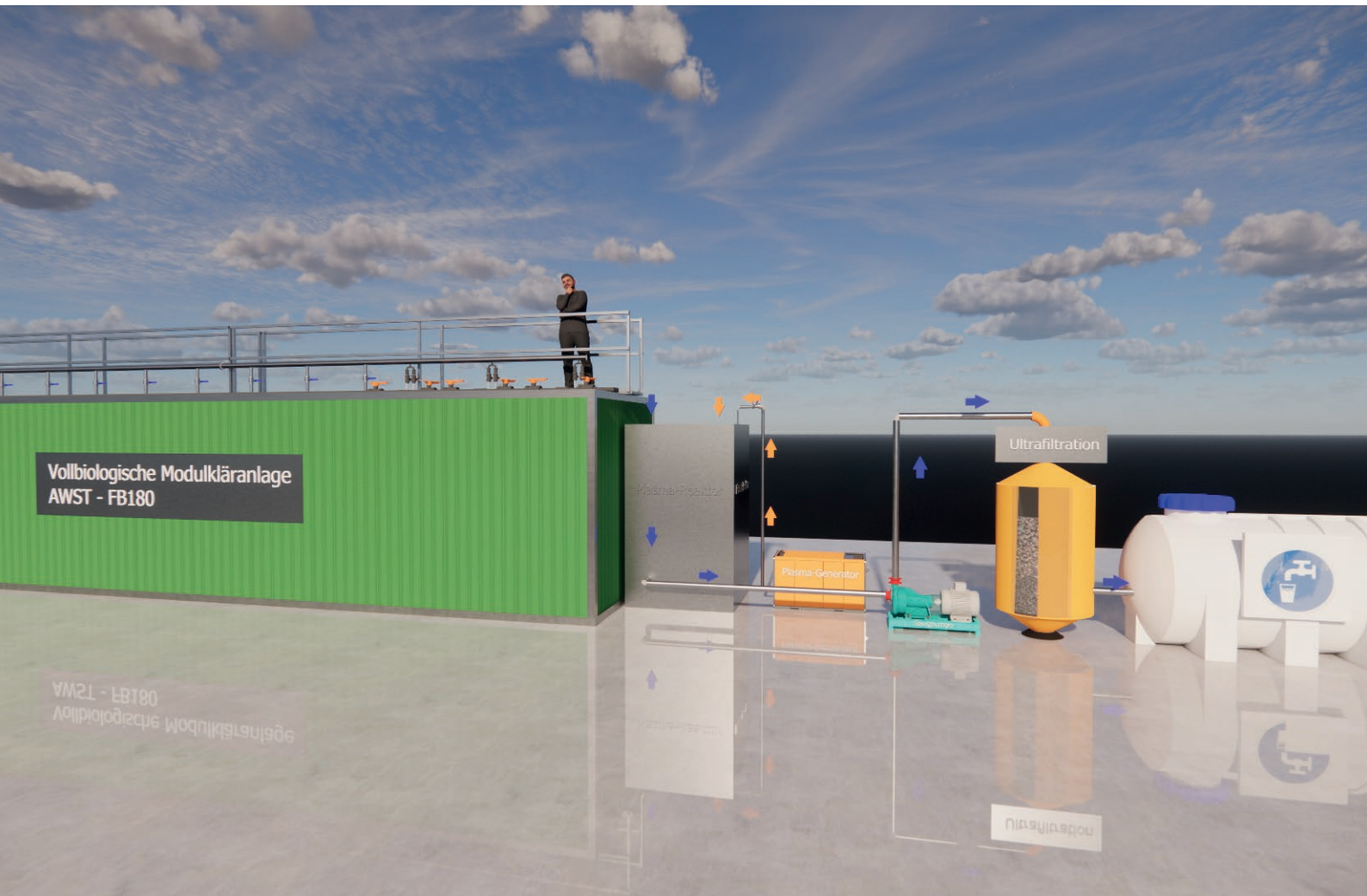
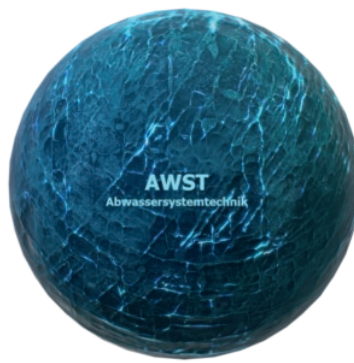
With the support of the **German Federal Ministry for Economic Affairs and Energy (BMWE)** and **Germany Trade & Invest (GTAI)**, **SBS Systems for Business Solutions**, in close cooperation with the **German-Saudi Arabian Liaison Office for Economic Affairs (GESALO)** and the **German Water Partnership**, is proud to implement the **Innovation Showcase -Water Management - Saudi Arabia**, taking place in the Kingdom from **4 to 8 October 2026**.

A group of ten leading German companies from the water and wastewater management sector is participating with the shared goal of expanding their presence in the Saudi Arabian market, building long-term partnerships, and introducing innovative, sustainable solutions to one of the region's most pressing infrastructure challenges. Under Saudi Vision 2030, water security and sustainable water management have been identified as strategic priorities, opening substantial opportunities for German expertise in decentralized wastewater treatment, industrial water recycling, desalination-adjacent technologies, digital process control and measurement instrumentation.

The project aims to strengthen both German and Saudi Arabian companies by facilitating stable, sustainable, and mutually beneficial business relationships across the entire water value chain - from treatment and reuse to monitoring and automation.

The programme features individually tailored B2B meetings with potential partners, site visits, and a dedicated presentation event that allows participants to showcase their technologies to a targeted professional audience of utilities, EPC contractors, industrial end-users and engineering firms active in the Saudi water sector.

Together, these activities aim to promote sustainable economic growth, strengthen bilateral business cooperation, and support the Kingdom's efforts to secure long-term water resource resilience.



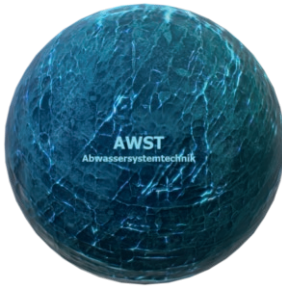
SUMMARY

Producer of control technology, as well as a designer of plant engineering solutions. First Manufacturer of wastewater plants with AI.



MADE IN
Germany

WWW.AWST-DE.DE



AWST – Abwassersystemlösungen UG



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www.awst-de.de



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Languages: German, English

COMPANY PROFILE

Founded in 2021, Abwassersystemtechnik GmbH (AWST) builds on a strong foundation of expertise. The company's founding members had already worked together for several years in both Europe and China on the development and construction of modular wastewater treatment systems, including projects carried out in collaboration with a Chinese company.

This shared experience enabled them to establish a clear vision: to optimize modular wastewater treatment solutions specifically for villages and small towns, and to deploy these systems in a sustainable, scalable, and efficient manner.

Our modular wastewater treatment technology stands out for its fully automated operation and its user-friendly remote monitoring system, accessible through a smartphone application.

REFERENCES AND EXPORT ACTIVITIES

In 2024, we began expanding our operations beyond national borders by launching our own franchise network.

This initiative has already led to successful partnerships in Poland, Croatia, Bosnia and Herzegovina, Romania, Serbia, and Ukraine.

TARGET GROUP

- Municipalities and public institutions
- Educational institutions
- Architecture and planning offices
- Public buildings and large residential properties

PRODUCTS / SERVICES

- Maximum energy efficiency through state-of-the-art technologies.
- Outstanding treatment performance with minimal resource consumption.
- Enhanced operational reliability through intelligent control systems and automation.
- Environmentally responsible discharge, allowing treated water to be safely returned directly to the natural environment.
- Standardized, modular technology that reduces both investment costs and construction time.
- Low operating costs thanks to energy-efficient treatment processes.
- Remote monitoring and expert support from AWST specialists, reducing the workload for on-site personnel.

COMPETITIVE ADVANTAGES

AWST stands for sustainable technology, reliable partnerships, and a clear vision: modern wastewater treatment solutions for communities—locally and worldwide.

IDEAL BUSINESS PARTNERS

- Local sales office, Sales partner or representative
- Municipalities
- Public institutions
- Architecture and planning offices

INNOVATION SHOWCASE | WATER MANAGEMENT | SAUDI ARABIA

Carried out by:



In collaboration with:



Delegation der Deutschen Wirtschaft
für Saudi-Arabien, Bahrain und Jemen
German-Saudi Arabian Liaison Office
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DEHOUST

ENERGY. HEAT. WATER.



Recycle Greywater for a Greener Future



SUMMARY

THE provider of decentralized service water systems: chemical-free greywater recycling, rainwater harvesting and wash bay water recycling solutions for golf courses, plus tanks (pressurized & unpressurized) made of plastic, steel & stainless steel.



MADE IN
Germany

WWW.DEHOUST.COM



COMPANY PROFILE

Dehoust has been a family-owned German manufacturer since 1958, producing at three locations in Germany. With more than 35 years of experience in decentralized service water management and over 30 years in greywater recycling, Dehoust is THE provider of decentralized service water systems. Our chemical-free GWtec® greywater recycling technology treats shower and washbasin water on-site to high-quality service water for toilet flushing, laundry, cooling tower make-up and irrigation – reducing potable water demand where it matters most. The systems are certified to NSF/ANSI 350 Class C (Type Laundry & Bathing) as well as UL 979, and our DehoustCONNECT remote monitoring platform is FCC-certified – Dehoust is already active in international markets. In addition, we manufacture thermal buffer storage tanks up to 270 m³ and large-volume single- and double-walled storage tanks made of plastic, steel and stainless steel. All systems are engineered and made in Germany – for the world.

REFERENCES AND EXPORT ACTIVITIES

Dehoust operates a national and international sales and service network. Internationally, the focus is on Europe, North & South America and the MENA countries. Dehoust is already active in international markets, with a U.S. market entry currently underway. International certifications (NSF/ANSI 350 Class C, UL 979, FCC) enable rapid deployment in export markets.

TARGET GROUP

Hotels and resorts, golf course developers and operators, real estate and giga-project developers, municipalities, industrial companies, planning offices and network operators (water & wastewater).

COMPETITIVE ADVANTAGES

Dehoust is THE provider of decentralized service water systems. More than 35 years of experience have led to a chemical-free, multi-barrier greywater recycling technology (MBR, ultrafiltration, UV) used successfully worldwide – certified to NSF/ANSI 350 Class C, UL 979 and FCC. In water-scarce regions, our systems cut potable water consumption significantly and provide proven GOtec® solutions for industrial process water applications and for recycling wash bay wastewater at golf courses. In tank technology, Dehoust is a pioneer in various manufacturing processes.

PRODUCTS / SERVICES

- GWtec® decentralized greywater recycling systems (chemical-free, NSF/ANSI 350 Class C certified) – service water for toilet flushing, laundry, cooling towers and irrigation
- GOtec® process water treatment for industrial applications and for recycling wash bay wastewater at golf courses and resorts
- Rainwater harvesting systems (RWtec®)
- Packaged break tank systems for the safe separation of drinking water
- Thermal buffer storage tanks up to 270 m³
- Storage and pressure tanks made of plastic, steel and stainless steel
- DehoustCONNECT remote monitoring platform (FCC certified)

IDEAL BUSINESS PARTNERS

Distributors and MEP contractors, hotel and resort operators, golf course developers, real estate and giga-project developers, municipalities, planning offices and network operators (water & wastewater).

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FARITEC[®]

Water Recycling Systems



SUMMARY

Customized biological industrial water treatment systems that cut freshwater use, lower costs and boost sustainability.



MADE IN
Germany

WWW.FARITEC.EU



COMPANY PROFILE

Faritec, your market leader in industrial water treatment.

For over 25 years, FARITEC has stood for intelligent water treatment at the highest level. As a market leader in the biological treatment of industrial water, we develop sustainable, efficient, and customized solutions – particularly for vehicle washing, industry, and commerce.

Founded by Prof. Dr. M. Fariwar and now led by Sasan Fariwar, we combine scientific expertise with practical experience. Our innovative systems make it possible to save up to 95% of fresh water, which conserves resources, reduces costs, and protects the environment.

With headquarters in Mainz and projects throughout Germany and Europe, we are a reliable partner for companies that prioritize quality, sustainability, and technological progress.

REFERENCES AND EXPORT ACTIVITIES

Proven references include BMW and leading car wash operators across Germany and Europe. FARITEC combines a strong domestic track record with growing international export activities in sustainable water treatment.

TARGET GROUP

- Vehicle wash and car wash operators (commercial and self-service)
- Industrial and commercial facilities with high freshwater consumption and wastewater treatment needs
- Fleet operators and logistics companies requiring on-site water recycling

COMPETITIVE ADVANTAGES

FARITEC combines over 25 years of experience in biological industrial water treatment with science-driven, field-proven engineering. Its patented technology, certified by the German building authority, enables up to 95% freshwater savings while delivering treated water meeting EU bathing water quality standards for reuse across washing applications. Compact and scalable systems can be seamlessly integrated into both existing and new installations.

IDEAL BUSINESS PARTNERS

- Operators and investors in vehicle wash facilities and fleet washing infrastructure in Saudi Arabia
- Industrial and commercial facility operators seeking to reduce freshwater consumption and treatment costs
- Local distributors/system integrators for water recycling and treatment technology in water-scarce environments

PRODUCTS / SERVICES

- Biological industrial wastewater treatment systems (bioreactor process) for oil-containing wastewater
- ASC filtration systems (fine filtration down to 20 µm) with hydrocarbon absorption
- Reverse osmosis, water softening, and UV disinfection systems
- Rainwater harvesting and reuse systems for industrial applications
- Patented fixed-bed reactor technology, certified under German building authority approval (Z-83.1-17) for hydrocarbon-containing wastewater
- Compact, containerized water treatment solutions ("Faritec Container") for on-site deployment

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The FlowChief Platform for Water and Wastewater Utilities

All solutions in one flexible software –
Open. Web-native. Safe. Future-proof.



SUMMARY

Solutions for the visualization, analysis and monitoring of machines, plants and processes for the sectors water, energy and industry.




MADE IN
Germany

WWW.FLOWCHIEF.DE



COMPANY PROFILE

As an innovation leader for software products in the field of process control technology, energy management and remote control technology, we provide solutions from a single source and have been ensuring the success of our customers across all industries and worldwide for 25 years. Controlling a process plant via a web browser was unimaginable for many before the turn of the millennium, but for us it was a vision. Since then, we have successfully used the latest web technologies and, based on many years of experience and development, offer the most consistent web-enabled process control and energy management system. In addition to being independent of manufacturers and hardware, our products stand out from the market through standardization and openness and combine enormous possibilities with investment protection and security.

PRODUCTS / SERVICES

- Process Control Technology (SCADA): Intuitive monitoring and control of complex facilities
- Telecontrol Technology: Secure connection of distributed remote assets
- Operational Data Management: Seamless documentation and analysis
- Energy Management (EnMS): ISO 50001-compliant optimization of your resources
- SCADA or specific IoT platform as a Service (SaaS)
- Platform as a Service (PaaS)
- Battery-powered data loggers for remote data collection

REFERENCES AND EXPORT ACTIVITIES

Schott, SKF, Frankfurt Water (Mainova), EBS (CH), Süwag, Infraser Höchst, Huber Technology, Zeppelin Power Systems and many thousand more customers.

TARGET GROUP

Water and Wastewater utilities, Power/Energy Transmission and Distribution utilities, Oil&Gas, any process oriented companies (for example: Chemical plants, Glas, Cement, Steel, Aluminium, etc.), Building Management Services, Cooling & Heating utilities, Automation companies.

COMPETITIVE ADVANTAGES

Complete integration of OPC UA standards; One-For-All: Visualization, operational historian, reporting, alerting, maintenance and energy management; Highly scalable: HMI – SCADA – Cloud Service; Industry-neutral and independent; Efficient and simple engineering; Total multi-client capability; Easy operation, as central SCADA-system or as private cloud service.

IDEAL BUSINESS PARTNERS

Companies from Automation area, offering IT-oriented Engineering services for: Water and Wastewater utilities, Power/Energy Transmission and Distribution utilities, Energy Management and monitoring for Industrial companies and other big energy consumers. Ideally Experience with SCADA and Energy Management Systems, different measuring and controlling equipment, communication and telemetry.

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More Information



We are also on



www.frankenplastik.de



Marking Systems

**MADE IN
GERMANY**

Pointing the way from the start

Marking systems and information signs
for municipalities and public utilities.





Franken Plastik GmbH



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Germany

www.frankenplastik.de



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Languages: German, English

COMPANY PROFILE

Franken Plastik was founded in 1957 and is based in the heart of the Nuremberg-Fürth-Erlangen metropolitan area in the north of Bavaria. At the headquarters in Fürth, around 45 employees at the 4000 m² facility take care of the manufacturing, sales and administration of our groundbreaking identification marking solutions for public utilities, power supply companies and industrial enterprises. Our expert team of field sales representatives in Germany and our wide network of sales partners in other countries ensure that Franken Plastik can deliver an extensive range of services at local sites. We offer you personal service as an expert partner, and that is the key to our continuing success story. As we look back to our history, we see that it was the invention of our flexible signage system that first facilitated the on-site display and exchange of important information about buried valves in a fast, secure and convenient way. The system has been continuously developed since that time, and today it sets the standard worldwide. For example, we now offer the FP Smart Work & Task system for easy digitalisation of information systems.

PRODUCTS / SERVICES

- Signage and marking systems for buried pipelines and fittings (gas, water, hydrants)
- Industrial and plant identification systems, including for power plant construction (KKS-compliant labelling)
- RFID-based marking and identification technology
- Thermo-UV signs, continuous plug-in signs (plastic or with metal carrier), pipeline marking with foils
- FP Smart Work & Task – digital solution for maintenance and inspection processes on pipeline networks
- Custom-engineered signage solutions, including planning, production, and on-site installation

REFERENCES AND EXPORT ACTIVITIES

Water utilities and water/wastewater treatment operators
• Municipal utilities (Stadtwerke) and public infrastructure operators
• Energy supply companies and power plant operators
• Industrial and plant construction (EPC) contractors

TARGET GROUP

Water utilities and water/wastewater treatment operators
• Municipal utilities (Stadtwerke) and public infrastructure operators
• Energy supply companies and power plant operators
• Industrial and plant construction (EPC) contractors.

COMPETITIVE ADVANTAGES

With over 65 years of experience, having been founded in 1957, the company specializes in signage and identification systems. It combines in-house manufacturing with its own injection-moulding facilities in Germany, ensuring “Made in Germany” quality. The company is ISO 9001 and SCC* certified and holds an EcoVadis Silver rating (Top 15%, October 2025). Its proprietary RFID-supported identification technology is specifically designed for harsh industrial and outdoor environments and has been tested across all climate zones worldwide. The company offers a comprehensive full-service solution, including consulting, custom fabrication, mounting hardware, on-site installation based on P&ID/R&I schemes, and maintenance.

IDEAL BUSINESS PARTNERS

- Saudi water and wastewater treatment plant operators and EPC contractors
- Distributors/agents for industrial marking and identification products in the Saudi water and utilities sector
- Engineering and infrastructure companies involved in pipeline network construction and maintenance

INNOVATION SHOWCASE | WATER MANAGEMENT | SAUDI ARABIA

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SUMMARY

Global provider of water and waste water solutions, helping industries reduce, recover, and reuse water with sustainable technologies.



MADE IN
Germany

WWW.GRADIANT.COM



Gradiant Germany GmbH



Ruppmannstrasse 33b
70565 Stuttgart
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www.gradiant.com



Mr. Thomas Schmidt - Director Sales & Process
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Mobile: +49 172 9783652
Languages: German, English

COMPANY PROFILE

Gradiant is a global leader in advanced water and wastewater treatment solutions, helping industries secure reliable and sustainable water resources while reducing environmental impact. We design, engineer, manufacture, build and operate complete water treatment systems tailored to each customer's needs, combining proven process expertise with proprietary technologies and digital innovation. Our portfolio spans process water, ultrapure water, wastewater treatment, desalination, water reuse and resource recovery. We support mission-critical industries including semiconductors, AI data centers, oil & gas and petrochemicals with end-to-end solutions, from concept engineering and EPC delivery to AI-powered optimization and lifecycle services.

PRODUCTS / SERVICES

Gradiant provides complete industrial water and wastewater solutions, from raw water treatment to ultrapure water (UPW), process water, desalination, cooling water, boiler feed water, water reuse and resource recovery. Our technologies include biological treatment, membrane filtration (MF, UF, NF, RO), ion exchange, EDI, PFAS treatment, specialty chemicals, digital water management and AI-powered SmartOps™ optimization. We support customers with engineering, manufacturing, commissioning, plant modernization, aftermarket services and long-term operational performance.

REFERENCES AND EXPORT ACTIVITIES

Gradiant delivers projects across Europe, the Middle East, Asia-Pacific and the Americas. With solutions operating in more than 90 countries, we have extensive experience delivering complex international projects for industrial water, ultrapure water, desalination, water reuse and wastewater treatment.

TARGET GROUP

Gradiant partners with industrial companies, utilities, municipalities, EPC contractors, engineering firms and project developers seeking reliable, sustainable water solutions for critical industrial and infrastructure projects.

COMPETITIVE ADVANTAGES

Proprietary technologies, global engineering expertise and decades of industrial experience enable Gradiant to solve complex water challenges. Our integrated approach combines advanced treatment, AI-driven optimization and lifecycle support to maximize reliability, efficiency and long-term value.

IDEAL BUSINESS PARTNERS

We seek partnerships with industrial end users, municipalities, EPC contractors, engineering consultants, technology providers and local partners developing sustainable water infrastructure. Our focus includes semiconductors, desalination, oil & gas, petrochemicals, AI data centers, green hydrogen and other strategic industrial sectors.

INNOVATION SHOWCASE | WATER MANAGEMENT | SAUDI ARABIA

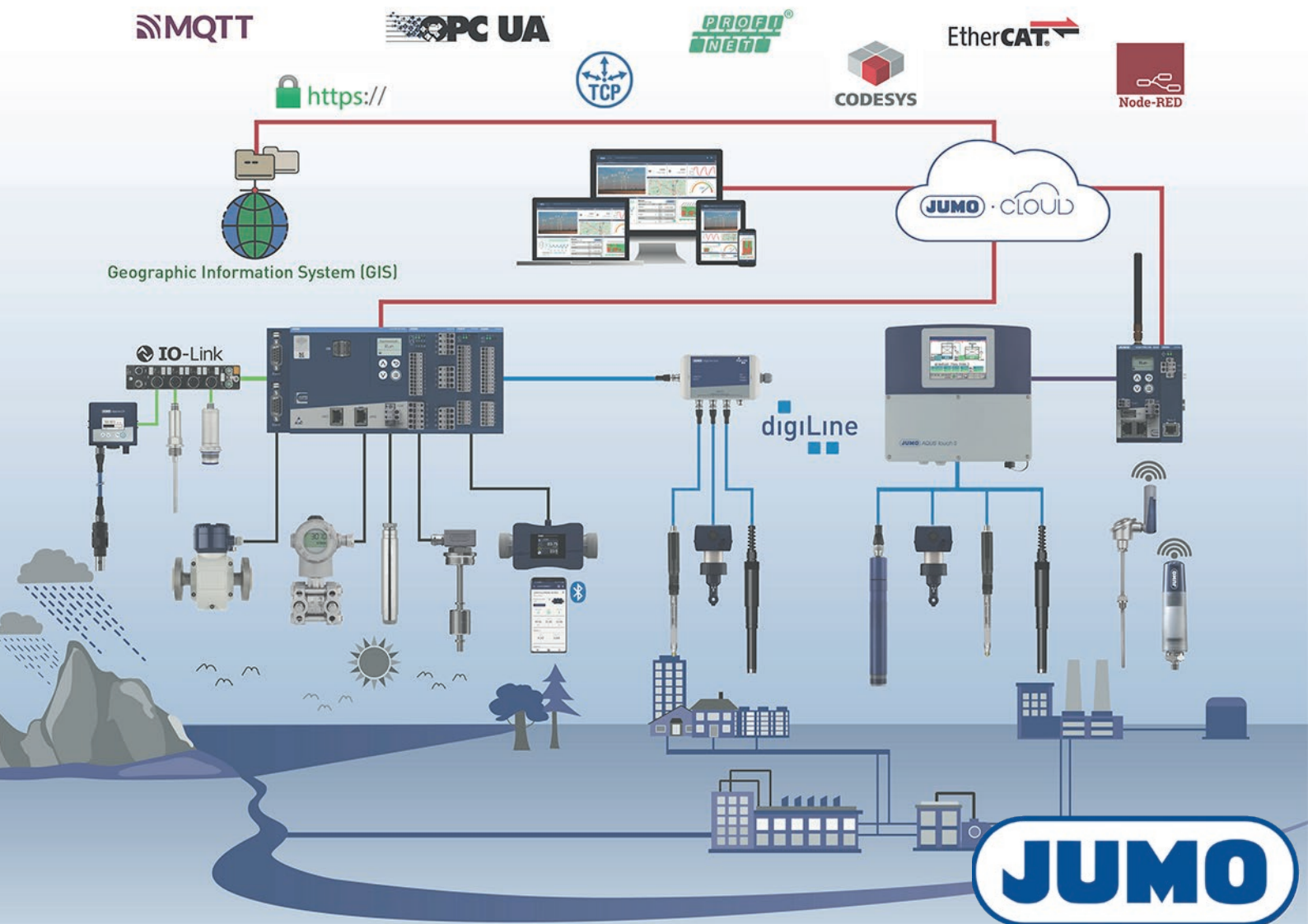
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SUMMARY

Global provider of automation systems for industries that design, build, maintain, and optimize machinery.



MADE IN
Germany

WWW.JUMO.GROUP



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www.jumo.group



Mr. Mustafa Yilmazer
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Languages: German, English, Turkish

COMPANY PROFILE

JUMO is a customer-focused, solution-oriented family-owned company and a global leader in industrial temperature measurement technology. For more than 75 years, the company has been committed to understanding customer needs and delivering the right solution for every application. JUMO specializes in meeting individual requirements quickly and flexibly. Its comprehensive product portfolio includes components and systems for virtually every industry involved in the design, construction, maintenance, and optimization of machines and industrial plants. JUMO provides the entire measurement chain—from sensor to cloud—from a single source. Thanks to its exceptionally high level of vertical integration, the company delivers premium “Made in Germany” quality at every stage of production.

REFERENCES AND EXPORT ACTIVITIES

JUMO products and solutions are used worldwide in industrial and municipal water treatment applications, including desalination, process water and wastewater treatment projects.

TARGET GROUP

JUMO – the reliable partner for plant engineering in the water and wastewater sector: pure and ultrapure water systems, industrial water treatment plants, pharmaceutical water systems, cooling systems, cooling tower technology, municipal water suppliers, seawater desalination plants, engineering offices, and other applications.

COMPETITIVE ADVANTAGES

As a high-tech company, JUMO stands out for its particularly high level of innovation, above-average vertical integration, and extensive range of products and systems.

PRODUCTS / SERVICES

JUMO is a leading provider of systems and solutions for sensor and industrial automation technology. Its portfolio includes components for temperature, liquid analysis, pressure, level, flow, and humidity measurement, as well as products for data acquisition, monitoring, control, and automation. These technologies are integrated into complete solutions for the water and wastewater industry.

IDEAL BUSINESS PARTNERS

EPC contractors, system integrators, water treatment plant builders, consulting engineers, utilities, industrial end users, and technology partners active in water and wastewater projects.

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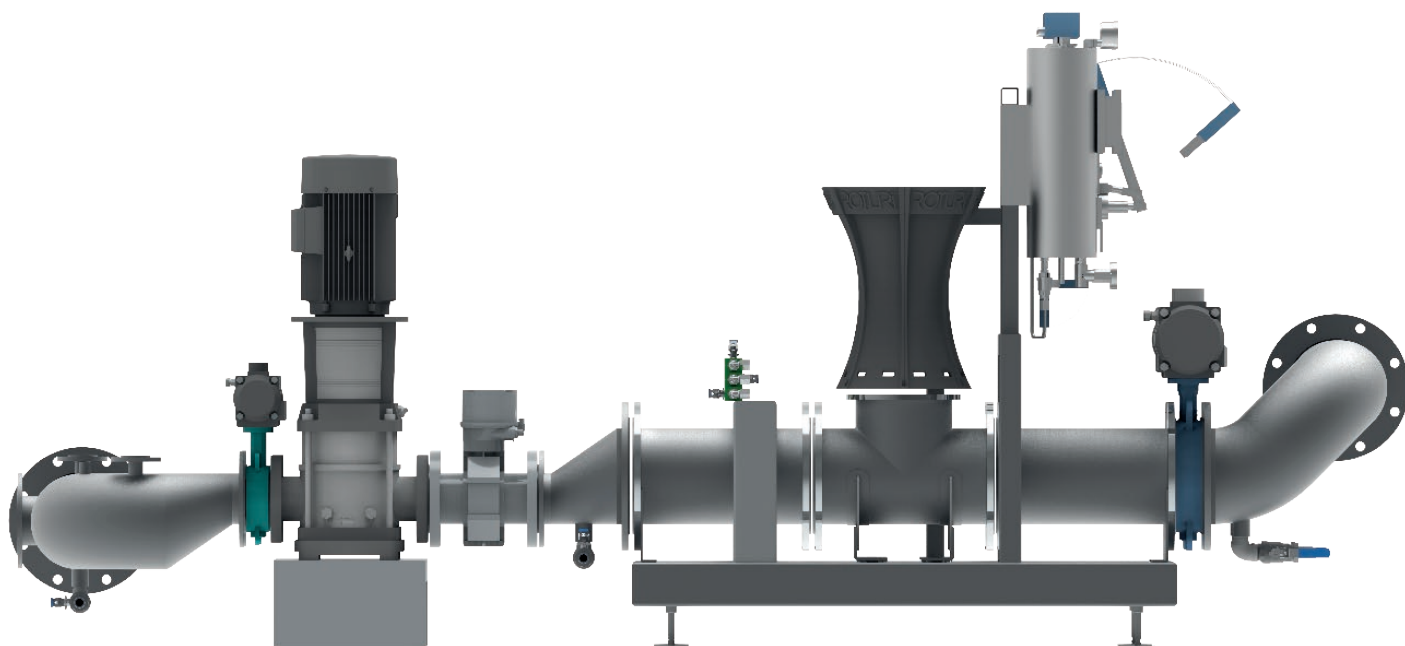
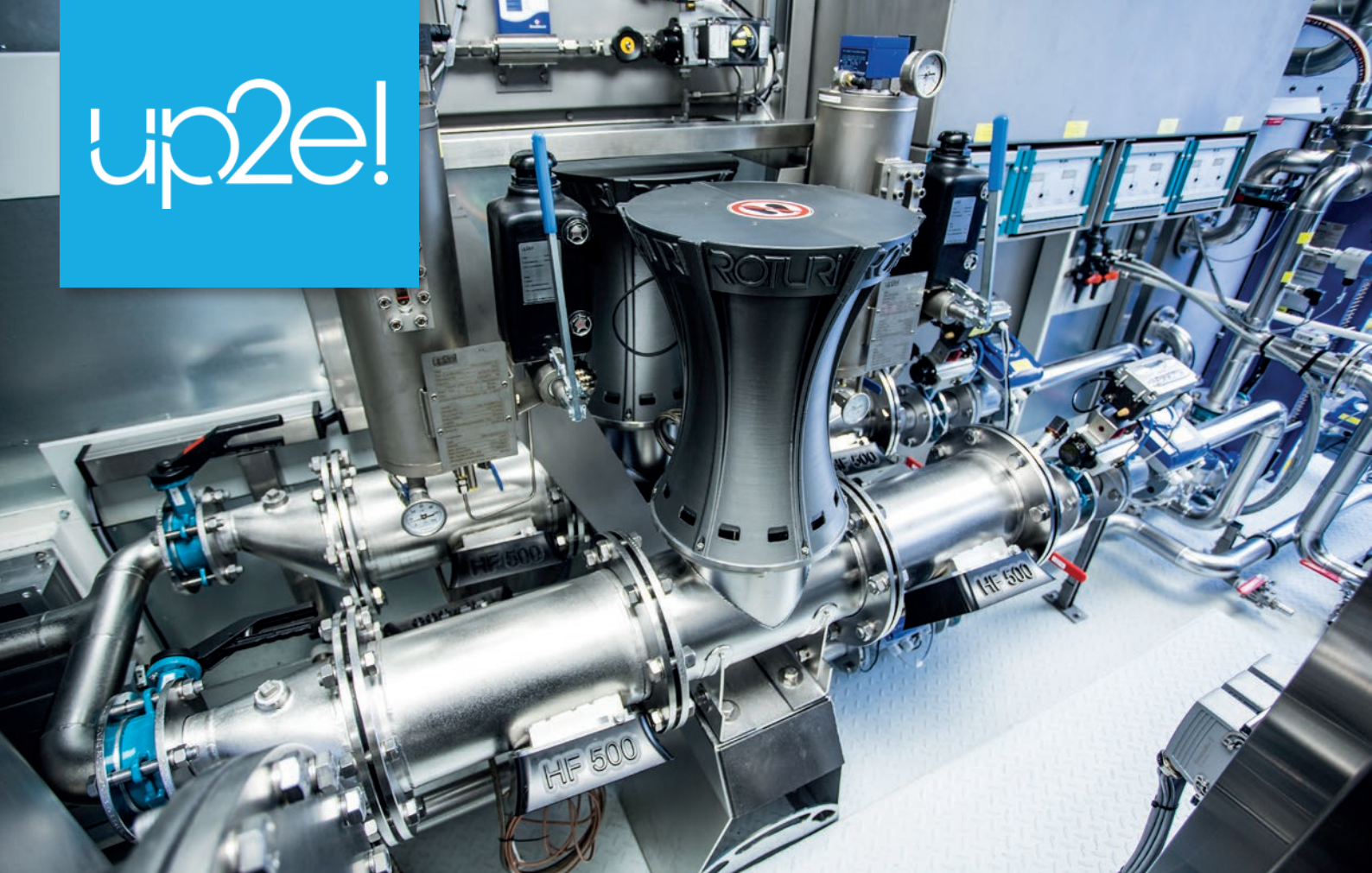
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SUMMARY

up2e! Better solutions through better dissolution We make ozone as effective as possible. The effect of ozone and other gases is mainly influenced by the gas mass transfer rates. Our Roturi allows to use less ozone while remaining or even improving the treatment results.



MADE IN
Germany

WWW.UP2E.COM



up2e! GmbH



Johannes-Bayer-Straße 3
86641 Rain
Germany
www.up2e.com



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Phone: +49 15173068842
Languages: German, English

COMPANY PROFILE

up2e! – We are all about water and ozone!

up2e! is a technology and solution provider with the experience and know-how to design ozone solutions of any size or complexity based on our unique and proprietary gas mass transfer device – the Roturi®. We tailor ozone treatment, based on your needs, business and individual situation!

Our focus rests on Oil & Gas applications, industrial and municipal wastewater treatment, water reuse, water treatment and groundwater/river water treatment to supply drinking water as well as Aquaculture and Food & Beverage Industry.

Your solution will be tailored to your individual needs. In addition to a small footprint and, if desired, mobile design, our systems are characterized by high technical and commercial efficiency. You benefit from the possibility of up-front laboratory analysis, on-site test runs with our pilot plants and thus the certainty that your plant will deliver the required treatment results, based on technically and commercially optimized engineering and design.

PRODUCTS / SERVICES

Our Roturi® is a uniquely designed inline gas-mass-transfer-device, suitable for re-equipping as well as for integration in existing operations. Due to its specific shape and form, the Roturi® creates a large reaction surface right at the point of gas injection. A finely dispersed ozone dissolution and thus highly efficient gas transfer is accomplished.

Low energy demands are achieved since the gas transfer with the Roturi® does not need the creation of velocity and pressure differences but operates in the main piping system and flow. For many applications this allows to operate with no or only small basins or tanks as the need for retention time is drastically reduced and, in many cases, completely eliminated.

REFERENCES AND EXPORT ACTIVITIES

Petrochemical plant: Saudi Arabia • Spent Caustic : Saudi Arabia • Food Industry: Spain and Netherlands • Pharmaceutical industry: Germany • Aquaculture: Norway • Aquaculture: Japan • Service provider Oil & Gas: Canada

TARGET GROUP

- Industrial and Municipal Wastewater Treatment
- Oil & Gas Industry
- Pharmaceutical Industry
- Chemical Industry
- Aquaculture
- Food & Beverage

COMPETITIVE ADVANTAGES

- Inline system
- Works at ambient pressure and temperature (safe operation)
- Adjustable to varying wastewater profiles and streams
- Easy to retrofit
- Modular – Scalable – Reliable

IDEAL BUSINESS PARTNERS

- Technology Partners
- Engineering & Consulting Partners
- System Integrators
- Water Treatment Companies
- Wastewater Treatment Specialists
- Industrial Partners
- Research & Innovation Partners
- Investment & Financing Partner

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SUMMARY

VGS provides innovative and sustainable water treatment and disinfections solutions for industrial and municipal applications.



MADE IN
Germany

WWW.VISIONGREENSOLUTIONS.COM



COMPANY PROFILE

Vision Green Solutions (VGS) is innovation leader in safe and sustainable water treatment and disinfection solutions. With focus on industrial and municipal applications VGS offers its clients customised solutions of hardware, software and service. The individual value chains of our clients and their specific requirements provides the basis for our integrated solutions. With organisations in Europe and South Africa and technology partners in Egypt and Kenya, VGS supports its customers in the entire EMEA region with technical services. Global network partners e.g. in building infrastructure solutions and farming systems give access to dynamically growing trends in resource efficiency and food safety.

PRODUCTS / SERVICES

As basis of our solutions we use Hypochlorous Acid (HOCl), an natural and highly effective disinfectant. HOCl is produced only from salt and water, making it safe to handle, environmentally friendly and outstandingly cost-efficient.

With our generator series proton-IQ® SECURO, with patented electrochemical activation technology, we enable our customers to produce HOCl on-site, on-time and on-demand, at their premises and integrated into existing equipment and infrastructure.

proton-IQ® SECURO generators can also make use of wasteful by-products e.g. from desalination or reverse osmosis processes and use those to produce disinfectant, further optimizing environmental and financial efficiency.

Our automation software proton-IQ® CONNECT measures multiple quality parameters of the treated environment and adjusts the treatment application accordingly. This ensures reliable and transparent process quality at all times, according to our mission "Hygiene as a Service".

REFERENCES AND EXPORT ACTIVITIES

Vision Green Solutions has live installations in multiple industries in Europe, Subshara and North Africa. With municipal water and wastewater projects in South Africa and global brands in food & beverage as clients, Vision Green Solutions is currently expanding its business activities into the Middle East.

TARGET GROUP

- Municipalities
- Food & Beverage companies
- Agri-processing companies
- Water treatment technology suppliers
- Engineering consultants
- Water & Sanitation Associations

COMPETITIVE ADVANTAGES

Our unique software solution proton-IQ(R) CONNECT as open monitoring and control platform for full automation and quality control of our client's value chain. Customer-individual quality parameters are used to ensure reliable process quality at all times. Remote access, customized notifications and individual reporting options provide full transparency at all stages of the value chain.

IDEAL BUSINESS PARTNERS

- Municipal Water and Sanitations Managers
- Production Managers at Food & Beverage producers
- Project Managers at Engineering Firms

INNOVATION SHOWCASE | WATER MANAGEMENT | SAUDI ARABIA

Carried out by:



In collaboration with:



Delegation der Deutschen Wirtschaft
für Saudi-Arabien, Bahrain und Jemen
German-Saudi Arabian Liaison Office
for Economic Affairs (GESALO)
مكتب الاتصال الألماني السعودي للشؤون الاقتصادية

VEGA



SUMMARY

Manufacturer and distributor for level, point level, pressure measurement and signal conditioning instruments for different industry sectors.

WWW.VEGA.COM





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www.vega.com



Mr. Jürgen Skowaisa - *Product Manager
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Languages: German, English

COMPANY PROFILE

VEGA Grieshaber KG is a family-owned company in its third generation and a global leader in the field of level, point level, pressure measurement and signal conditioning instruments. The company employs more than 2,600 people worldwide, including 1,300 at its headquarters in Schiltach, Southwest Germany. Solutions for demanding measurement tasks have been developed here for more than 60 years. VEGA is active in more than 80 countries with a global network of subsidiaries and sales partners. The company and its products hold all necessary certificates and approvals for worldwide use, ensuring the highest standards in terms of technical safety as well as the quality of products and services. In the Middle East, VEGA is represented by its subsidiary VEGA Instruments SA (Pty) Ltd., based in Dubai. With more than 40 employees, the company provides a strong network of technical sales and service support, including dedicated activities in Saudi Arabia.

REFERENCES AND EXPORT ACTIVITIES

VEGA is active in over 80 countries with a global network of subsidiaries and sales partners. The manufacturing is located in Germany, as well as partly in the USA, China and India for the local market. As a global player, VEGA is preferred supplier for many big international companies in all kind of industries. With an export share of nearly 80 % of our products, VEGA is worldwide at home.

TARGET GROUP

End-user, local operators, engineering companies, plant manufacturers, EPCs and distributors of all kind of industries. In Saudi Arabia our main business is the chemical and petrochemical industry. Today and in the future, we see a growing opportunity in the water and recycling market.

PRODUCTS / SERVICES

VEGA supplies measurement technology for level, point level and pressure – perfectly adapted to the requirements of the process industry, such as water and wastewater, chemicals, recycling as well as other industrial sectors.

The products are designed for the highest industrial standards and quality to fulfill the requirements of hard industrial conditions. Our product specialist on site has high technical repetition and are able to recommend the best technical solution. Local service technicians can solve even challenging demands.

COMPETITIVE ADVANTAGES

VEGA develops innovative measurement technology that is easy to use and offers maximum safety and reliability. VEGA is the market leader in radar measurement technology and offers unique products for the water and wastewater and recycling industry.

IDEAL BUSINESS PARTNERS

End-user of water and wastewater plants, local operators, engineering companies for the water industry, machine and plant manufacturers, EPCs, integrators and distributors.

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Project executor

SBS systems for business solutions



SBS systems for business solutions is a 1999 established private consulting agency, with two decades of experience in the planning, development and implementation of international projects. Moreover, the company offers services such as workshops, events and individually organized B2B-meetings, as well as individual strategies for market entries and assistance for the coordination of international teams for the German-speaking and Italian market.

Since 2006, SBS has been organizing hundreds of internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental institutions. In addition, SBS has been honored by the Italian Ministry of Economic Development with the title of “Temporary Export Manager”. A highly-skilled team of project managers with multinational backgrounds, based in Berlin and Rome, is sensitized for the topic of cultural differences and therefore knows how to approach difficult cultural issues. In fact, SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for their clients. Thanks to a strong partner network and more than 600 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.

Project executor

German-Saudi Arabian Liaison Office for Economic Affairs (GESALO)



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The German-Saudi Arabian Liaison Office for Economic Affairs (GESALO) is part of the worldwide network of German Chambers of Commerce Abroad (AHK) with 150 locations in 93 countries. Founded in 1978, GESALO is the official representative of German industry and commerce in Saudi Arabia, Bahrain and Yemen, with offices in Riyadh, Jeddah and Dammam. For more than 45 years, GESALO has supported German companies - in particular small and medium-sized enterprises - in entering and expanding their business in the region, acting as a trusted bridge between German and Saudi Arabian business communities and government institutions. Based on a resolution of the German Bundestag, GESALO is, like all AHKs, pro rata supported by the Federal Ministry for Economic Affairs and Energy.

In collaboration with



German Water
Partnership



SBS

systems for business solutions

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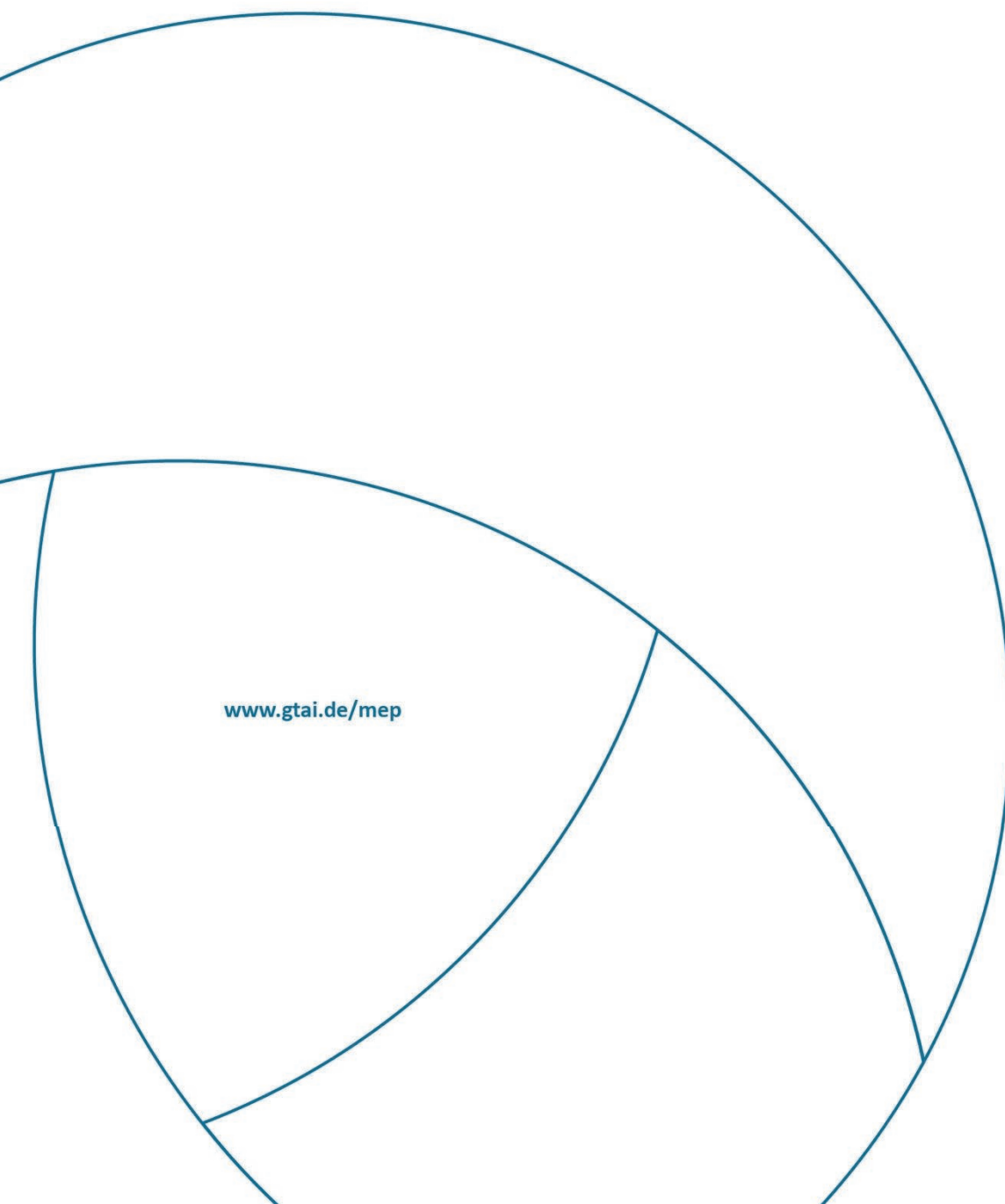
sbsbusiness.eu

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Business success through cross-culture thinking



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