



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME



Quelle: Premium Aerotec

Indo-German Aerospace Project

2020 - 2022

Company Products and Services Catalogue

In collaboration with



Indo-German Chamber of Commerce
Deutsch-Indische Handelskammer
Mumbai • Delhi • Kolkata • Chennai
Bengaluru • Pune • Düsseldorf

Project of

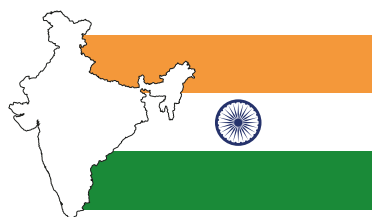


SBS

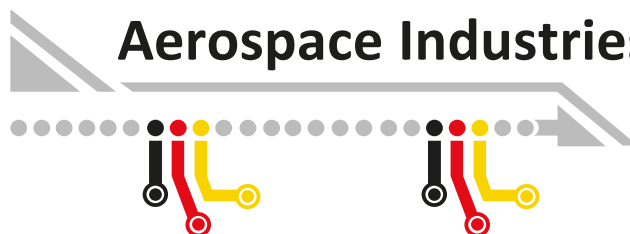
systems for business solutions

INDO-GERMAN PROJECT

**2020
-2022**



Aerospace Industries



A large market and a highly competitive workforce – these are the key competitive advantages that induce the global aerospace industry to increasingly shift its attention to the rising giant India. Withstanding the tectonic shifts caused by the global pandemic COVID-19, India continues to promise massive growth and ever-increasing importance for the industry. In order to enable Indo-German collaboration, the Federal Ministry for Economic Affairs and Climate Action (BMWK) has established the Indo-German Aerospace Project 2020-2023, which, over the course of two years, offers an array of events that bring both countries closer together.

This project is realized on behalf of the BMWK by the German consulting company SBS systems for business solutions in collaboration with the Indo-German Chamber of Commerce (IGCC) and the steady support of the German Aerospace Industries Association (BDLI).

With this project the BMWK is supporting primarily small-to-medium sized German companies of the aerospace industry in their effort to export German technology to the world. A particular focus will be on Airports, Airlines, OEMs, Tier 1-2 Suppliers as well as MRO services.

The project aims to provide German players first-hand insights in business practices in India and the Indian aerospace industry and foster further business collaborations.

German Companies

3D ICOM GmbH & Co.KG	4
Aljo Aluminium-Bau Jonuscheit GmbH	6
arivus GmbH	8
ASF Engineering GmbH	10
FlexiCAM GmbH	12
IMA Materialforschung und Anwendungstechnik GmbH	14
Lufthansa Consulting GmbH	16
SACS Aerospace GmbH	18
SkyFive AG	20

Dear Participant,

It is my pleasure to welcome you to our 'aviation industry matchmaking mission' to India! This mission is part of a multi-year project from the Economic Affairs Ministry's Market Entry Programme, which is to enable the aviation supply industry, in particular, to successfully venture into the Indian market.

Generating almost €40 billion in turnover and employing more than 100,000 workers, the German aviation sector plays a key role in creating economic value and securing quality jobs in Germany. The key to this success is a strong and competitive supply industry, characterised by a large number of highly specialised and innovative SMEs. They benefit from Germany's robust manufacturing environment, highly skilled workforce and an excellent network of university and non-university research establishments.

In order to be able to continue their diversification and internationalisation efforts, our suppliers must be fit for the markets of the future. In view of the massive challenges posed by climate change, this is more important than ever. The decarbonisation of the aviation sector can only succeed through global cooperation. India, whose successful aviation industry is witnessing dynamic growth, is among the most interesting partners to work with.

Our project is to make a contribution to building stable and enduring business relations between German companies and partners from India's aviation sector, creating a win-win situation for German-Indian collaboration.

It is my pleasure to wish you all a very successful matchmaking mission!



Dr. Anna Christmann

Dr Anna Christmann

Federal Government Coordinator of German Aerospace Policy



We – the BDLI (German Aerospace Industries Association) – are the voice of the German aerospace industry. We represent all industry segments and company sizes from engineering service providers to medium-sized suppliers and international system manufacturers. In particular, the BDLI helps its members to establish promising international business contacts. For years, the BDLI has been cooperating to this end with the Market Development Program launched by the Federal Ministry for Economic Affairs and Energy.

India is a fast-developing state, and represents a market which the German aerospace industry can ill afford to ignore: India promises to be a dynamic air transport market in decades to come. The state is also a source of well-qualified and committed workers and engineers. And last but not least: India is keen to boost its industrial base in the aerospace sector.

Of course, the global coronavirus pandemic has had a serious impact on the aerospace industry, but we are sure that the current situation will eventually pass and the economic drivers of the Indian aerospace market will prevail. Those who take the opportunity now to tap new opportunities will be well placed to succeed after the crisis.

In this respect, the Indo-German Aerospace Project comes at just the right time; this is underlined not least by the fact that its participants comprise a considerable number of mostly small and medium-sized enterprises with a strong degree of personal commitment.

The BDLI would like to thank the Federal Ministry for Economic Affairs and Climate Action for selecting the aerospace industry and India to be part of a new type of market development projects. We are confident that the approach will maximize the level of success achievable by the participants. In particular, the lengthy run time of the project will give the aerospace industry room to set seed and grow in India, where strong personal relationships are indispensable.

The BDLI is happy to support the ongoing project with words and deeds, and I wish all the participants every success!



Dr. Stefan Berndes

Dr. Stefan Berndes

Head of AirTransport, Equipment and Materials

3D ICOM

TECHNOLOGIES

INNOVATIVE COMPOSITE MANUFACTURING



Summary

We are specialists in the production of composite components and have extensive technology and know-how in the manufacture of lightweight components with high strength and dimensional stability in CFRP and GFRP. For the aviation and automotive industry we develop for the field of structure and interior design.

made in Germany

AIRBUS SUPPLIER
PRODUCTION OF COMPOSITE PARTS
EXPERIENCE ON AEROSPACE STRUCTURES
CABIN COMPONENTS AND ASSEMBLIES
MEMBER OF SPACE™ AERO

<https://www.3d-icom.com/>

Company profile

3D ICOM is an innovative company with many years of experience for processing fiber composite components.

We develop and manufacture customer-specific solutions for lightweight products and components and assemblies with over 130 employees at two locations:

- CFRP components
- GRP sandwich structures
- Hybrid components
- Vacuum infusion with RTM and VAP

for aviation as well as interdisciplinary projects in train and ship industry as well as mechanical engineering.

Products / Services

We produce monolithic and sandwich components made of GFK and CFK as laminate and as crush-core parts. Further processing includes milling and painting. For the aviation, train and automotive industry we develop and produce serial as well as prototyping and serve in the field of structure and interior design as well as jigs and tools made of metal or fiber plastics.

For the benefit of our customers, we work with universities on research projects such as

- New production methods
- Use of recycled material
- Hybrid material parts
- Integration of fasteners into the component geometry
- Digitalization of production.

References and export activities

Components produced at 3D ICOM are delivered all over the world. Some of our customers are AIDC (TAIWAN), Pilatus (Swiss and USA), FACC (Austria), Airbus Group (Europe), Collins Aerospace (USA) and Diehl Group (Europe).

Target group

3D ICOM customers are mainly in the aviation industry for lightweight components with high strength and dimensional stability in CFK and GFK, vacuum infusion with RTM and VAP. Customers with interest in monolithic and sandwich components made of GFK and CFK as laminate and as crush-core parts are served as well.

Competitive advantages

3D ICOM is well-established for fiber-based, customer-specific solutions for monolithic and sandwich components made of GFK and CFK. The proximity to our customers is a big advantage as well as the certificate DIN EN ISO9100/9001.

Purpose of participation in the project

3D ICOM aims with the project participation to elaborate market opportunities for new customers either in India or in Germany.

3D ICOM GmbH & Co.KG

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Languages: German, English, French, Finnish

Project of



aljo



LIGHTWEIGHT.SOLUTIONS.WORLDWIDE



Summary

Supplier of aluminum components and structural assemblies for all major OEMs and sub-tiers in the aviation and space business.

 made in Germany



Company profile

Aljo has stood for customer-related, innovative and leading aluminum processing for 50 years. The family-owned company has 284 employees at its location in northern Germany.

Aljo is organized under three separate divisions to best serve three of today's most specialized and dynamic industries:

- Aerospace
- Automotive
- Marine

Products / Services

Aljo offers a high level of technical expertise. From individual parts to series production, we are a reliable partner for aluminum products in the aerospace industry. Our range of services includes everything from production planning to material procurement to assembly.

We manufacture a wide range of machined or sheet metal formed aluminium components, welded parts and assemblies for our clients. We produce prototypes, pre-series models, individual parts as well as small and large series.

Some examples:

- A400M Loadmaster Workstation
- A320 air conditioning mixer unit
- A320 engine pylon components
- A320 cargo floor components
- A350 air ducts
- A320 & A350 wing tip assemblies
- Galileo satellite structures
- Ariane 6 subassemblies

References and export activities

Space OEMs:

- Ariane Group, OHB, Airbus DS

Aviation OEMs:

- Airbus, Boeing

Aviation sub-tiers:

- FACC, DIEHL, Telair, Hutchinson, Premium Aerotec

Target group

Aviation AND Space industry:

- Component and sub-assembly manufacturers

Competitive advantages

Aljo is a medium-sized, family-run company with flat hierarchies and short decision-making paths.

With over 25 years of experience as a supplier of aluminium components and assemblies we offer complete solutions with a high manufacturing depth. On top we have many special processes approvals for the aerospace industry.

Besides our global customers in the Aerospace industry we have existing business relations with India in the marine sector.

Purpose of participation in the project

Looking for new customers for aluminium structures and assemblies in the aviation and space sector.

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Project of



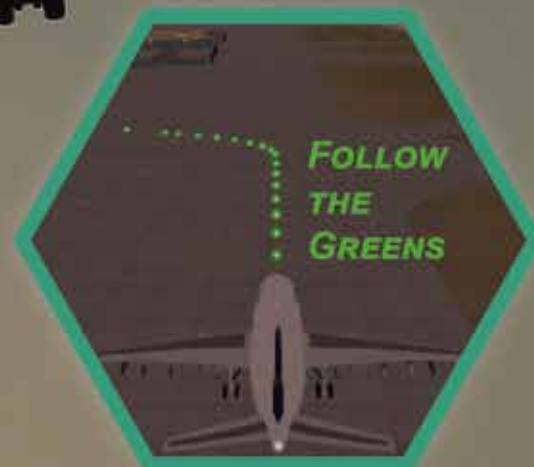


Smart Aviation

Navigation
Surveillance
Multilateration
Airfield Lighting



L-BAND RADIO



INTELLIGENT LIGHT

Summary

Worldwide "Best in Class" for Multilateration-
and Airfield Lighting Solutions:
ALISA[®] (Advanced Lighting Surveillance System
for Airfields)
AMLR[®] (Adaptive Multichannel L-band Radio)

Wherever electricity is, ..
..there is communication



made
in Germany

Company profile

The arivus GmbH was founded in 2007. The main activities are innovative research and development, efficient design, manufacturing and testing of electronic components, devices and system solutions in conjunction with customer requirements and their applications. The goal is to integrate robust, interference-resistant and intelligent communication technologies. For this purpose arivus holds a license of the necessary IPs and basic technologies consisting of dedicated microchips (example: DLC®-3, ...) with its associated hardware and software. arivus uses these platforms from different areas as System on Chip solutions (SoC).

Products / Services

Smart Aviation:

- Smart Airfield and Surveillance ALiSA® (Advanced Lighting Surveillance System for Airfields)
- Smart WAM / SAM: Wide and Short Area Multilateration AMLR® (Adaptive Multichannel L-band Radio)

R&D:

- Information Theory, Time Synchronization, Encryption- and Automation Technologies
- Communication (Power Line, RF- L-BAND, -Bluetooth®, ...)
- Chip-, Hardware-, Software-, System Design

Smart City Technologies:

- Smart Lighting (Individual Lamp Control of Street-, Interior- and Emergency Lighting)
- Smart Metering (Electricity-, Water- and Gas Meters, as well as Heat Cost Allocators)
- Smart Industry, Smart Home (Multi-Utility)
- Smart Grid, Smart Control (Grid Quality and -Management)
- Smart Electro Mobility (Charging Station for E-Vehicles)
- HOMX (Hybrid Optical Measurement up to 1 Megavolt)

References and export activities

Aviation Technology:

- worldwide more than 200 airports are equipped with ALiSA® individual light control systems (~400k devices in the field).
- worldwide (USA, Australia) distributed over the whole continent more than 3000 AMLR® Ground Stations for Multilateration (SSR, ADS-B, UAT, LDACS) are installed. (Continuous operation without interruption 24/7 the whole year)

Target group

- System integrators in the area of airfield lighting
- Manufacturers of airfield lighting equipment
- Distributors in the area of airfield lighting
- System integrators in the area of Multilateration
- Manufacturers of Multilateration equipment
- Distributors in the area of Multilateration

Competitive advantages

- robust communication solutions for smart systems
- using of own innovative technology platforms (IPs, chips, HW, SW, systems, simulation and analysis)
-> System on Chip (SoC): DLC-3AD Low-Cost Micro Controller
- Integration and adaption of existing infrastructure
Project ROI: 2-3 years; Savings: invest >30%, operation >30%

Purpose of participation in the project

Searching for strategic partners in the areas of:

- Sales & Marketing
- System integrators for airports

Searching for cooperation in the areas of:

- Sales
- System integration
- Manufacturing Partner
- R&D for software applications (GUI)

arivus GmbH

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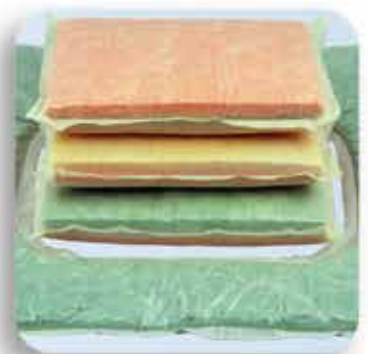
Project of



Heat+Noise Insulation

ASF Engineering GmbH

Aircraft Safety Belts



MAINTENANCE ORGANISATION FOR GENERAL AVIATION & AIRLINER

Belt Maintenance - Heat and Noise Insulation - Sound Measurements

Frequency Analysis - Special constructions

Summary

Design Office for Aircraft Parts and Producer and Maintenance Company for Aircraft Seat Belts and Harnesses.

made
in Germany

www.asf-safetybelts.de
www.asf-engineering.de

Company profile

ASF Engineering GmbH since 2008 is Partner of the Aircraft Industry by Designing Insulation for Heat and Noise Control.

Very special Insulation is produced by ASF or special Partners with great Plants for textile Industry.

In 2014 ASF acquired the machines plants and the Know-how of a Seat Belts and Harnesses Company.

Target group

Our products are used in Aeroplane and Helicopter Industry.

These Customers are Aircraft Producers, Aircraft Maintenance Companies, Airlines and as well Aircraft Pilots and Owners.

Competitive advantages

In Europe we maintain all Safety Belts of all OEM for all Aircraft with statically tested Seats under our brand „ASF SafetyBelts“. In future also for all dynamically testes Seats.

Products / Services

ASF is a Design Office and Producer of:

- Aircraft Pilot Seat Belts and Harnesses
- Special Heat and Noise Insulation of Aircraft Body
- Vibration Reduction
- Soundreduction

Purpose of participation in the project

The Goal of our Company is to provide the following indian Aircraft INDUSTRY and other Parties with:

- Indian Aircraft Producers with Aircraft Seat Belts and Harnesses and Special Seat Belts and Harnesses
- Indian Airlines with Seat Belts and Harnesses
- Indian General Aviation (GA) with Seat Belts and Harnesses
- To maintain Aircraft Seat Belts for Indian Airlines and GA.

References and export activities

German Army, european Airlines, european Maintenance Companies, General Aviation (GA), Aircraft Producers and there Importers.

European Pilots and Aircraft Owners. Both of all european Countries.

ASF Engineering GmbH

ASF SafetyBelts (Branch)
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ASF Engineering GmbH

www.asf-safetybelts.de - www.asf-engineering.de

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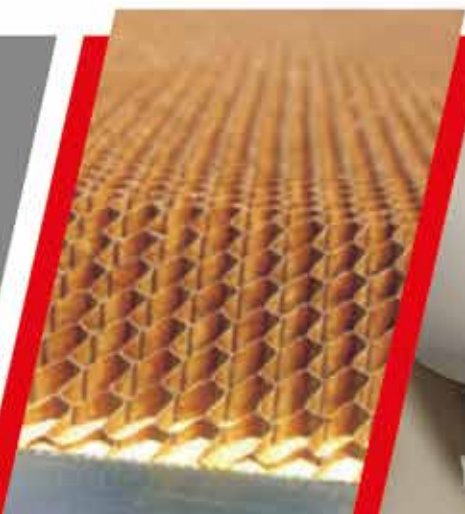
Languages: German, Englisch

Project of





CNC CUTTING SOLUTIONS FOR AEROSPACE APPLICATIONS



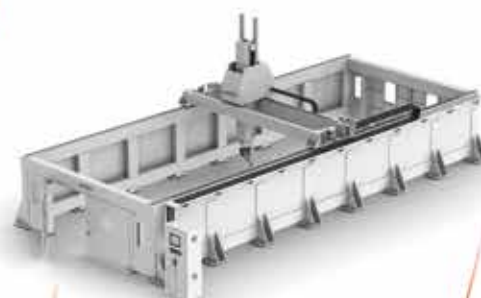
FlexiCAM Ultimate



FlexiCAM Ultimate



FlexiCAM Xtreme



FlexiCAM Piranha

Summary

With constant innovations to the product line and commitment to high quality products with an excellent price-performance ratio, FlexiCAM has become a worldwide industry leader in state-of-the-art 3-, 4- and 5-axis CNC machining centers for the aerospace sector.

made
in Germany



Company profile

With constant innovations to the product line and commitment to high quality products with an excellent price-performance ratio, FlexiCAM has become a worldwide industry leader in 3-, 4- and 5-axis CNC machining centers.

With numerous offices and technology centers all over the world (including India and United Arab Emirates), FlexiCAM offers pre- and post-sale technical consultancy, customer coaching, a prompt and qualified after-sales support and fast supply of spare parts.

Products / Services

FlexiCAM offers state-of-the-art 3-, 4- and 5-axis CNC machining centers for the aerospace sector, such as:

- Processing of Stacked Aluminum Sheets with Automatic Removal of Bridges or Tags (Stacking / Detagging Option)
 - High-Speed-Cutting of Small Parts from Sheet Materials (such as Aluminum, Copper, Plastics or Composites) using the Vilmill™ Vacuum Clamping Technology
 - High-Speed-Machining of Aluminum Structural Components
 - Machining Titanium Parts
 - Machining Composite Sandwich Panel and Honeycomb Core Materials (Nomex)
 - Trimming, Drilling and Cutting of Advanced Composite Parts
 - Machining Aluminum Extrusions
 - Manufacturing of Patterns, Molds, Jigs and Prototypes
 - Acoustic Drilling
- and many more...

References and export activities

Worldwide reference in aerospace or other applications are available upon request.

Aerospace references in India include :

TAL Manufacturing Solutions Ltd
Mahindra Aerostructures Pvt. Ltd.
TATA Sikorsky Aerospace Ltd
Tata Advance Material
Space Applications Centre (ISRO)
BEML Limited / Aerospace Division
SEC Industries Pvt Ltd,
Lakshmi Machine Works Limited
GOWRA AEROSPACE TECHNOLOGIES PVT. LTD.
and many more.

Target group

FlexiCAM has organized its sales activities as direct sales as well as through a worldwide partner network depending on the complexity of the product.

FlexiCAM is looking for partners who have local knowledge and experience and who are ready to work with FlexiCAM to develop and market customer specific CNC router solutions.

Competitive advantages

FlexiCAM offers a large range of CNC routers and options especially for aerospace, ship building, car / trucks / RV / caravan manufacturing, wall cladding & facades etc. Customer specific machines can be developed and delivered in a short time frame and with an excellent price-performance ratio by using the existing portfolio and expertise.

Purpose of participation in the project

To explore potential international business opportunities, to meet potential buyers and to create a network of sales partners, agents and/or distributors.

In general our interest is related to all projects, where standard products are not usable or special modifications are required for an optimized solution.

FlexiCAM GmbH

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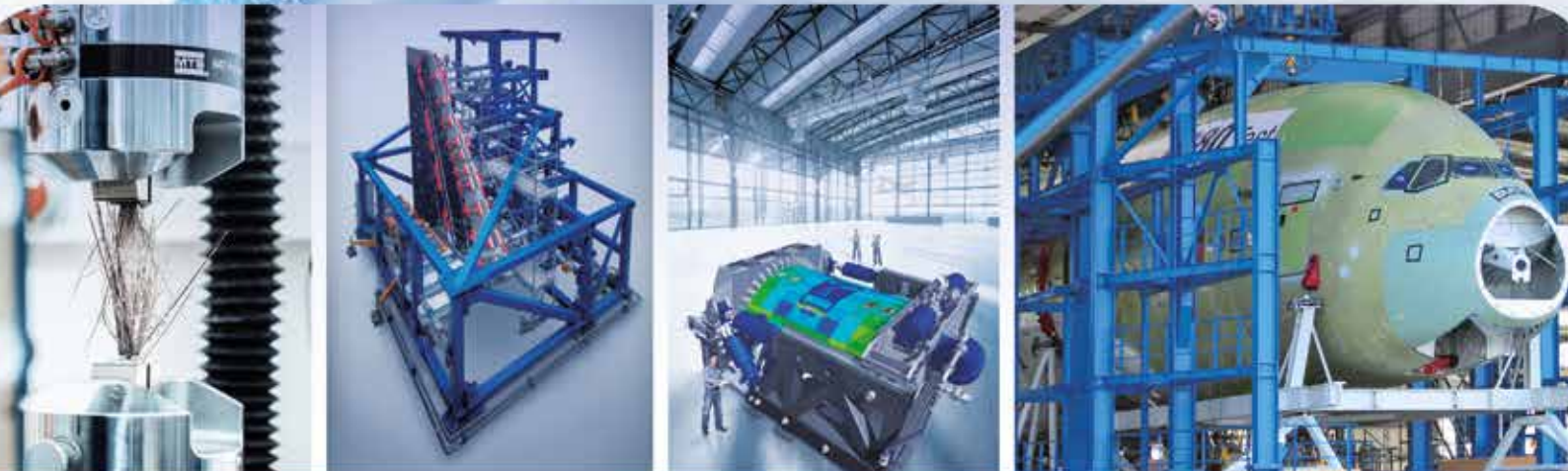
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Languages: English, German, Hindi, Tamil

Project of





FULL SERVICE TEST CENTER FOR THE AEROSPACE INDUSTRY

Summary

The number one address for structural and material testing in the aerospace industry


made
in Germany

www.ima-dresden.de

Company profile

IMA Dresden is an internationally recognised and accredited partner of the aviation industry and supports the development departments of manufacturers and suppliers throughout the entire development of a product in order to verify its durability, function, and safety.

Irrespective of whether for verification of service life or for the approval of the aircraft component, all tests are executed at IMA Dresden in compliance with the relevant quality standards and the requirements of the approval or permission regulations.

- Founded in 1993
- 230 employees
- 2 locations in Dresden, Germany
- annual turnover 2019: 25 million EUR

Products / Services

- Test and development center for manufacturers/OEMs and the entire supply industry
- Tests according to standards, approval tests and experimental investigations of products and technologies for the aviation, plastics and metal industries
- Test laboratories accredited by DAkkS according to DIN EN ISO 17025 and flexible accreditation allows to modify and further develop or rework testing procedures
- Data management systems for material data, test results, calculation data and approval data

Testing of landing gear systems, tail units, wings, aircraft doors, engine components, aircraft interiors, fuselage panels, complete aircrafts (full-scale), materials, joints, and much more.

Non-destructive testing, simulation and strength assessment, damage analysis, materialography, NDT trainings, systems for test and laboratory data.

References and export activities

- Approval tests for Airbus A340, A380, A350 and many others
- Material qualifications, outgoing goods inspections, development projects, central data management systems
- successful cooperation with a large number of European and non-European aerospace companies (Airbus, Boeing, Rolls-Royce Deutschland, Rolls-Royce UK, Premium Aerotec, Lufthansa Technik, Diehl, Embraer and much more).

Target group

- Manufacturers/developers of aircraft and helicopters as well as supply industry (OEM, Tier 1 to 3)
- material manufacturers and suppliers who use/provide composites, plastics and metals - aerospace and military.

Competitive advantages

- Aviation-related testing from the material level through to full-scale testing in one house
- Extensive experience in test and certification projects of large international aerospace programs for OEMs
- NADCAP accreditation materials testing (metallic and non-metallic materials)

Purpose of participation in the project

- Extend network
- Strengthening of foreign business / development of the Indian market
- Winning new customers and partners in India
- Making IMA known as a full service test center on the Indian market

IMA Materialforschung und Anwendungstechnik GmbH

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www.ima-dresden.de

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Project of





Lufthansa Consulting



Our functional
expertise spans
all areas of the
aviation industry

Summary

One of the leading management consultancies in the aviation industry, which is dedicated to assist international clients from the aviation sector and related industries.

made
in Germany

For our clients, we are:

Strategic Advisers, Implementation
Managers, Skilled Specialists,
Interim Executives

www.LHConsulting.com

Company profile

Lufthansa Consulting is one of the leading management consultancies in the aviation industry, which is dedicated to assist international clients from the aviation sector and related industries to successfully meet the challenges of the future. Since 1988 the company has provided services and solutions to the air transportation industry worldwide and is an independent subsidiary of the Lufthansa Group. In over 30 years Lufthansa Consulting has carried out more than 3,500 successful projects. The experts are constantly developing and exploring innovative and digital ideas and concepts. They identify improvement potentials quickly and offer customized consulting solutions including know-how transfer and implementation.

Watch the Lufthansa Consulting Image Video on YouTube!
https://youtu.be/KRTZzRD64_I

Products / Services

Lufthansa Consulting offers a wide range of services and innovative solutions tailored to their clients and founded on in-depth methodological expertise:

Strategy Management, Innovation Management, Project Management, Benchmarking, Change Management, Organizational Development, Process Analysis and Optimization, Cost Management, Business Planning, Advanced Analytics.

Our functional expertise in our Competence Centers spans all areas of the aviation industry:

Flight Operations, Safety Management, Organization, Strategy, Finance, Network, Fleet Management, Sales, Revenue Management, Customer Experience, Product, Marketing, Airport Operations, Ground Handling, Air Cargo, Logistics, Maintenance, Engineering.

References and export activities

Selection of worldwide projects:

- Customer Satisfaction Improvement plan for an airline in India: Identified performance improvement potentials along the service chain at all customer touch-points.
- Air Service Development and successful launching of new routes for an international airport in Australasia: Established best-in-class air service development concept with quantified, airline-equivalent market potential analyses.

Especially in the recovery phase after the COVID-19 crisis the right strategy for e. g. airlines' Customer Management or for airports' Air Service Development based on profound forecast analyses matters.

Target group

Lufthansa Consulting's experts are dedicated to assist aviation specific client groups: airlines, airports and aviation authorities as well as related industries such as ground handling companies, cargo terminal operators and aircraft manufacturers. We also provide specialist support for governments, financial institutions, investors and non-aviation industries. Dedicated regional representatives work closely with our clients throughout the world.

Competitive advantages

Our clients from the Lufthansa Group and international clients from airline and airport related industries trust our distinctive specialist expertise combined with profound methodological know-how. As a consultancy within the Lufthansa Group, we know the challenges faced by airlines, airports and investors. Our interdisciplinary project approach and longstanding worldwide experience creates added value for clients. Our solutions go beyond strategic and operational consulting, as Lufthansa Consulting also executes the implementation of identified measures. Award: first place in the competition "Best of Consulting" of German business news magazine WirtschaftsWoche in the category "Competitive Strategy".

Purpose of participation in the project

Establish a stable and sustainable business relation with partners from the aviation industry in India and identify project opportunities and possible tenders for consulting services. Collaborate to airlines, airports, related companies and decision makers in the Indian aviation sector.

Lufthansa Consulting GmbH

FRA W/A

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Languages: English, German

Project of





AEROSTRUCTURE

INTERIORS

STANDARD

HARDWARE



Summary

Our vision is to shape the mobility of tomorrow – today. To do this, we keep constant pace with current trends. Innovation and vision coupled with know-how and experience allow us to meet customer requirements and implement them in line with the highest standards.

made
in Germany

Company profile

SACS Aerospace GmbH deals with innovative solutions for the aviation industry every day. Pioneering engineering, the very latest in manufacturing technologies and effective supply-chain management permit precision at the highest level. A team of experts in the fields of aerostructure, interiors and standard hardware ensures specialized knowledge and expertise.

Products / Services

SACS has divided its product portfolio into 3 segments:

AEROSTRUCTURE

Fairings (structural), flanges, brackets, assy flanges, bolts, storage boxes, fairings (cockpit), ventilation ports, plunger & catcher assies, adapters.

INTERIORS

Cabin table mechanisms, pilot tables, foot rests, wrist rests, tablet holders, cup holders, door mechanisms, toilet mechanisms, air grills.

STANDARD HARDWARE

Tie rods, latches, inserts, hinges, brackets, screws, locking rings, nuts, washers, studs, bushings, shock mounts, receptacles, quarter turners, floating nuts, split pins, threaded bolts.

References and export activities

More than 23,000 cargo and passenger aircraft are on the move each day – SACS Aerospace lifts off here with the big players in the aviation industry. Whether commercial aviation or business jets – with our three division's aerostructure, interiors and standard hardware, we can offer our customers a wide range of components.

COMMERCIAL AVIATION

AIRBUS, BOEING, COMAC, SUCHOI, IRKUT, ATR

BUSINESS AVIATION

BOMBARDIER, EMBRAER, DASSAULT, DAHER, PILATUS

HELICOPTERS & MILITARY

AIRBUS HELICOPTER, BOEING HELICOPTER, KOPTER

FIGHTER AIRCRAFT

EUROFIGHTER, DASSAULT

Target group

SACS's target group are OEM's in the commercial and military sector as well as strategic low cost supply chain partners for products and services.

Competitive advantages

As one of the leading production and development companies in the aviation industry, we stand out thanks to our core competencies – engineering, quality and manufacturing (EQM) – and thus give our customers a crucial competitive advantage in a keenly fought market.

- Engineering: We develop your competitive advantage through innovative solutions.
- Quality: We guarantee the highest quality standards through state-of-the-art processes.
- Manufacturing: We produce at the highest precision using the latest manufacturing technologies.

Purpose of participation in the project

- To win new business and establish long term partnerships
- To develop low cost sources for products and services
- Networking on a national and international level

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Project of



Summary

Broadband services for the aviation industry: we create cellular networks in the sky, to which aircrafts connect with the means of an ultra-compact terminal under the belly. This disruptive approach delivers high speed data services at a minimum cost, enabling higher operational efficiency, service differentiation, and ancillary revenue generation.

made in Germany

Company profile

SkyFive was created in 2019 as a spin-off from telecommunications giant Nokia, with the objective of forming an agile company entirely focused on serving the aviation industry with disruptive broadband services. The company's Air-to-Ground (A2G) solution is the result of 9 years of Research & Development in Bell Labs, Alcatel-Lucent, and then Nokia. SkyFive is home to the team that deployed the European Aviation Network, world's largest A2G network to date, and relies on a unique set of competences from the telecommunications and aviation industries. The company is headquartered on the campus of its strategic partner Airbus in Munich, Germany.

Products / Services

SkyFive is a provider of Inflight Connectivity services, based on its unique Air-to-Ground (A2G) solution, with which aircraft are connected from the ground up rather than from a satellite 36.000 kilometers away. This disruptive approach enables delivering high-speed data services at a minimum total cost of ownership for airlines.

The aircraft modifications are minimal, thanks to the small size and low complexity of the A2G terminal mounted under the belly. The terminal establishes a high-throughput-low-latency data pipe to a purpose-built cellular network with sky-pointing antennas on the ground.

SkyFive delivers its Inflight Connectivity services from a Global Service Operations Center. The company also provides a range of capabilities around aircraft solution design, STC, and retrofits, which are performed with the help of its international DO and MRO partners.

References and export activities

The SkyFive A2G solution is in commercial operations in 35 European countries, covering the entire airspace of the continent. Several European airlines have installed the A2G terminal on hundreds of Airbus A320-family aircraft to date. SkyFive is also active in the Middle East and Asia-Pacific regions, including deployments in Saudi-Arabia and New Zealand, and further countries that remain to be disclosed. In 2020, SkyFive and Airbus announced their strategic collaboration for the Chinese market.

Target group

Our primary target group is airlines (Chief Commercial / Experience / Digitization Officers and their staff) and other aircraft operators, including public safety authorities, who are looking to enhance aerial mission effectiveness with real-time video streaming and other data-heavy use cases.

Furthermore, we are looking to engage with representatives from aviation and telecommunications regulatory bodies.

Competitive advantages

A2G outperforms any satellite service in data throughput, transmission latency, and cost per bit by at least one order of magnitude. The A2G architecture is based on open standards, which brings an end to vertically integrated systems and enables choice of aircraft terminals. The small size of the terminal allows fitting it also on regional jets and turboprops.

Purpose of participation in the project

SkyFive is looking to provide broadband services to airlines in India. With a very high share of domestic traffic, high-density air routes, intense competition, and strong RPK growth, A2G is an ideal technology for the challenging needs of the Indian aviation market. As a first step, we are looking to deploy the service for a busy city pair, together with a lead airline that has a profound digitization strategy and is keen to become a leader in air travel experience.

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Project of





Indo-German Chamber of Commerce
Deutsch-Indische Handelskammer
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Incorporated in 1956, the Indo-German Chamber of Commerce (IGCC) or AHK Indien is the primary contact for Indian and German companies who want to start doing business with the other country. We are a membership-based organization that offers advice and services to members, collaborates on Indo-German cooperation initiatives and functions as the voice of the Indo-German business community at a political and institutional level, internationally and within both countries. Under the brand DEinternational the Indo-German Chamber of Commerce offers single window business solutions for companies planning to do business with India or Germany. The Market Entry Service is our core service and is supported by Business Advisory, Taxation & Legal Services and Recruitment. Other important services include Market Research, Business Partner Search, Company Formation and Event Management. The IGCC extends complete support, tailored to the needs of small and medium-sized companies. Furthermore, IGCC offers events and other platforms to advertise and market products and services offered by these companies to effectively support their market penetration and growth in India. In addition to this one of the important offerings in the service portfolio of the IGCC has been organising business delegations to India to both countries across various industry sectors, most of them on behalf of various German ministries and other German governmental institutions.



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.

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