



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME



German Business Delegation Panama – Construction, Infrastructure and Logistics

Panama City – 20th to 24th June 2022

Company Products and Services Catalogue

In collaboration with



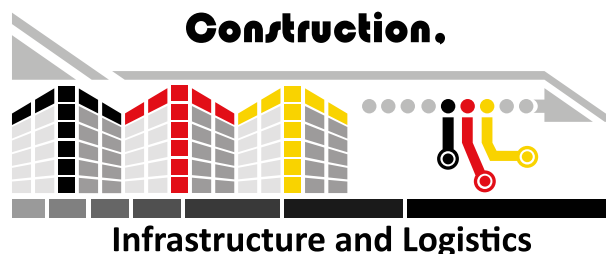
Deutsch-Panamaische
Industrie- und Handelskammer
Cámara de Comercio e Industria
Panameña Alemana

Project of



SBCS

systems for business solutions



German Companies

| | |
|---|----|
| BAUER Maschinen GmbH | 4 |
| Berthold Sichert GmbH | 6 |
| CSD Transport Software GmbH | 8 |
| Deutsche Bahn Engineering & Consulting GmbH | 10 |
| HPC Hamburg Port Consulting GmbH | 12 |
| IP500 Alliance e.V | 14 |
| Kalzip GmbH | 16 |
| Material Innovative Gesellschaft mbH | 18 |
| nxtbase technologies GmbH | 20 |
| Toni Technik Baustoffprüfsysteme GmbH | 22 |
| VEM motors GmbH | 24 |
| STRABAG / ZÜBLIN SpA | 26 |
| eft-system GmbH | 28 |

On behalf of the German Federal Ministry for Economic Affairs and Climate Action (BMWK), SBS systems for business solutions is organizing a business delegation of German companies from the field of construction, infrastructure and logistics to Panama in collaboration with the German-Central American Chamber of Commerce (AHK).

13 selected highly innovative and technologically-advanced German companies will be on a 5 day trip to Panama City to establish a Panamanian-German business dialogue.

Five days of conferences, individual business meetings and institutional and technical visits in Panama are a unique opportunity for Panamanian companies and institutions to meet the delegation in order to foster bilateral cooperation and exchange views on innovations, technologies and business opportunities.

Participation is free of charge but subject to previous registration.



The BMWK 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 “business matchmaking” module of the BMWK 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 Panama and Germany.

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

Christian Tippelt

Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Climate Action (BMWK)
Germany Trade & Invest

Panama has shown very steep economic growth in recent years. One main reason for this is the country's hub function. The Panama Canal with its ports on the Atlantic and Pacific sides, numerous free trade zones and special economic zones (the Colon Free Trade Zone is the second largest in the world after Hong Kong) as well as the Tocumen International Airport are of supranational importance. Panama is also characterised by a basic democratic order, political stability, a comparatively high level of development, an open dynamic market economy and increasing regional integration.

For more than 30 years, AHK Panama has been committed to promoting bilateral economic relations between Germany and Panama. At the same time, it brings together more than 100 members of the German Chamber

of Commerce, for whom it also organises events.

The services provided by AHK Panamá include organising delegation trips, specialist seminars and conferences, and participation in international trade fairs. The Chamber prepares reports on various sectors of the Panamanian market and provides information and advice to help companies enter the Panamanian market. The Chamber actively supports German companies and institutions that want to develop concrete activities in Panama by introducing them to suitable business partners or representatives.

The close cooperation with German and Central American business associations and public institutions enables the AHK in Panama to be close to the market and the business community.



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 more than 200 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 honoured 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 1000 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.



MASCHINEN



Summary

Specialist foundation engineering equipment from the BAUER Maschinen Group is the global benchmark in the industry.

made
in Germany



Construction • Equipment • Resources

Company profile

Specialist foundation engineering equipment from the BAUER Maschinen Group is the global benchmark in the industry. The origins of the Group's machinery design and manufacturing operations extend back to the time around 1970, when there was a lack of suitable anchor drilling and pile driving equipment on the market to support Bauer's construction activities.

Having originally intended the machines solely for in-house use, in the mid-1980s Bauer began selling them on the open market. The reasons for this were, firstly, that major construction companies were asking for Bauer equipment and, secondly, the high development cost could only be amortized by producing high volumes. Bauer utilized the opportunities offered by the market.

Since 2001 BAUER Maschinen GmbH has been operating on the market as an independent entity within the BAUER Group. Each of the subsidiaries of BAUER Maschinen GmbH has its own profile.

Products / Services

Together with our subsidiaries we manufacture equipment and tools for specialist foundation engineering applications and mining. Customers all over the world trust in the unmatched quality and efficiency of Bauer as a global market leader in specialist foundation engineering equipment such as rotary drilling rigs, trench cutters and drilling accessories, as well as deep drilling rigs, foundation cranes, exploration and well-water drilling rigs, pile drivers, anchor drilling rigs, deep vibrators, diesel-powered hammers, hydraulic hammers and desanders. To underline our leading role in the production of ecologically and economically high-quality equipment, we have developed the "Energy-Efficient Power".

References and export activities

The BAUER Group, founded in 1790, based in Schrobenhausen, Bavaria, employs over 10,000 people and, with more than 110 subsidiaries, operates in around 70 countries.

Our Subsidiary BAUER Equipamientos de Panama was founded in 2012 and develops our equipment business in the region of Central America, The Caribbean, Venezuela, and Colombia.

Target group

We are looking for companies that are developing large infrastructure projects, where we can provide specialized equipment solutions for special foundations. We have specific solutions for each type of project, and we handle the vast majority of special foundation technologies. We can provide a complete solution that includes equipment, training for your personnel, process consulting and technical service, as well as tailor-made financial solutions.

Competitive advantages

BAUER Maschinen GmbH combines process knowhow, quality and productivity in the manufacture of the equipment. Everything is supplied from a single source and closely tuned to customer needs

With the company's roots based in specialist foundation engineering, the detailed know-how in the process technologies of specialist foundation engineering is a major asset of Bauer Maschinen. In addition to the various drilling techniques, the company also offers diaphragm wall techniques, soil mixing, ground improvement, sheet piling as well as other special techniques provided by our subsidiaries.

Ideal partner

Service, Financing and Marketing of Products. In these three directions is our interest for business partners in the region, we are looking for local partners that can help us develop our business by providing local technical service, local financing solutions and/or companies dedicated to the commercialization of heavy machinery.



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Project:

German Business Delegation
Panama
20th - 24th June 2022



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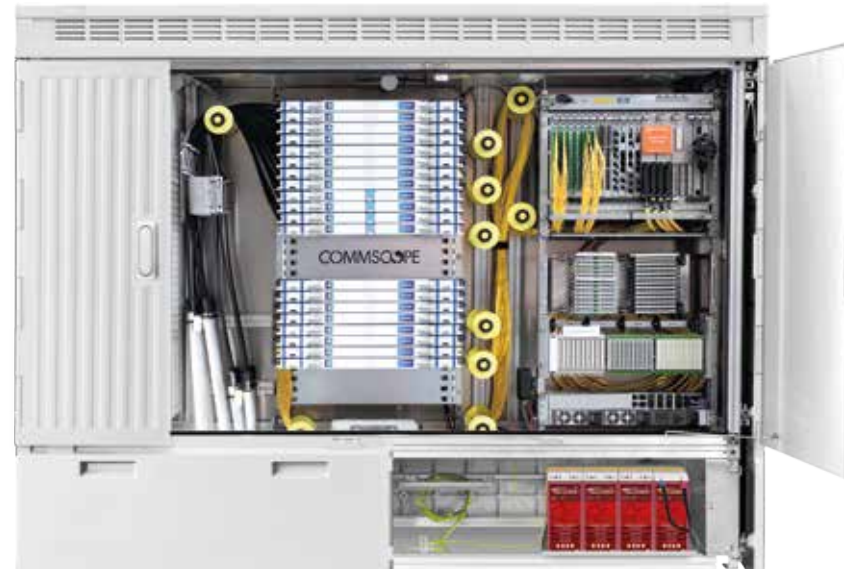
Project of:



Copper Networks



Various Broadband Networks



Fiber Optic Networks



Summary

Sichert is the trendsetter for the development of future proofed outdoor cabinets for telecommunication networks.


made
in Germany

Your partner for individualised future proofed outdoor cabinets

Company profile

Sichert is the trendsetter for the development of future proofed outdoor cabinets that are the best insurance for your network in telecommunications and transportation industries.

With more than 400,000 cabinets globally deployed, Sichert is the market leading supplier and specialist for cross connection cabinets, active and passive cabinets, POP cabinets, fibre optic distribution cabinets, street side 5G small cells, Wifi hotspots and associated hardware. Sichert is leading the way with the deployment of fibre optic and 5G networks for the infrastructure of future smart cities. The business segments of Sichert are all industries that have a need to deploy and effectively communicate with their various systems. The wide product range covers all existing communication medias from traditional classic copper networks trough to complex fiber optic matrix networks.

Products / Services

"The stuff dreams are made of"

The specially developed and 100% recyclable polycarbonate stands for longevity, strength and future proof reliability. 50+ years' lifespan and weather resistant, Sichert street cabinets are stronger, more flexible and better than all other available products on the market.

References and export activities

International Sales still represents a small part of the company revenue. At the moment exporting into 20 different countries, mainly in Europe. Now starting business in Latin America and Africa.

Target group

Sichert would like to meet suitable local companies that would like to join a longterm partnership with Sichert in terms of Sales, Marketing, Logistics , Assembly and R&D aswell as the responsible people of the Outdoor Plant ares of the big Telecom Operators and ISPs in Panama.

Competitive advantages

Sichert is the only company in the world that offers a complete portfolio of high quality outdoor cabinets made of polycarbonate.

Ideal partner

Sichert is looking for longterm partnerships with local companies that want to collaborate Sichert in Sales, Marketing, Logistics , Assembly and R&D.



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Project:

German Business Delegation
Panama
20th - 24th June **2022**



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Project of:



TransWarePRO®
(Transport-Management-System)

**Implement Logistic 4.0
with modules**



logistik software

**TransWare
PRO**

Summary

Logistics 4.0 is real. Optimize your processes and resources by integrating the CSD modules into your solutions.


made
in Germany



Company profile

CSD – since 1995 a sought-after partner for Supply Chain Management Software. CSD offers unique software solutions for all company sizes and requirements, ranging from small forwarding companies to multinational corporations, port terminals, logistics networks, industry and trade including e-commerce, rail freight transport and combined freight transport. The success of CSD is based on their pioneering innovations in logistics 4.0, knowledge about supply chains and IT knowhow. With this cross-functional expertise, CSD offers an effective package of functions and exceed the highest standards of quality.

Transport planning with sustainable reduction in costs. Powerful solutions for comprehensive and consistent order processing combined with state of the art methods and easy to use intuitive user interfaces for forwarding and logistics services. Structured planning and consistent optimization on strategic, tactical and operational level, leads to a significant reduction of transport cost.

Products / Services

Across all transport routes (land, sea, barge, air), CSD offers the necessary modules to carry out all transport and logistics processes in one system. All modules can be connected to existing software systems or external systems such as temperature sensors, scales, scanners, cameras, gateways, ...

The essential modules for our customers are:

- Contact Management
- Quotation management with pre-calculation/post-calculation
- Contract management
- Order management with billing, credit notes and third-party invoice control
- Strategic route planning for trucks and trains
- Automatic reporting
- Creditworthiness and anti-terrorist list check
- Container management and depot administration
- Terminal administration and control
- Automatic dispositions with T&T
- Document Management
- Claims Processing

References and export activities

Example 1: Daily transport optimization of 450,000 shipments in a network of 19 locations on 13,000 truck tours. 850 external service providers are commissioned and billed with their mixed fleet of 4750 vehicles.

Example 2: Handling and optimization of all processes of a state railway organisation from CRM, contracts, terminal and train scheduling and control to the commissioning of external service providers.

Target group

Shippers, forwarders and transporters in the areas:

- package
- general cargo
- partial and full loads
- container traffic

with

- trucks
- trains
- sea and
- air carrier

Competitive advantages

With the modules of the CSD you can implement “your” digitization project very quickly. This starts with automated route planning and processes for B2C businesses and ends with online temperature checks of the goods/containers.

Ideal partner

The CSD is looking for a partner who uses the CSD modules for its projects. There are no direct customer target groups for modules. An ideal partner would be a software and/or consulting company in the logistics and transport market.



logistik software

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Project:

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Panama
20th - 24th June 2022



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MITTELSTAND
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Project of:



SBS

systems for business solutions



DB Engineering & Consulting

Railways for the world of tomorrow.

Summary

Engineering, Consulting and
Operation Experts.


made
in Germany



Company profile

Deutsche Bahn's expertise is in high demand all around the world. DB Engineering & Consulting offers that knowledge – starting with an idea and continuing all the way to operations. For you, that translates to excellent consulting services, design and realization of infrastructure and mobility projects in Germany and worldwide.

Our specialists and generalists across all engineering disciplines develop and implement solutions which meet our customers' needs and connect people and markets around the world – from Germany, Australia and South Africa to the United Arab Emirates, China and Brazil. By offering sustainable solutions, we help ensure the future success of economic regions and make an important contribution to environmental protection, thereby shaping the world of tomorrow.

Products / Services

- Design
- Construction Supervision
- Consulting
- Project Management
- Testing and Commissioning
- Environmental & Geo Services

References and export activities

Experience gained from thousands of projects worldwide: there is nothing too complex for us.

Target group

Railway Projects

Competitive advantages

DB E&C is mainly seen in the market as a very strong and experienced operator.

The ability to accompany all project phases incl. operation is a strong USP and unique in the local market.

Ideal partner

Government, PPP projects.



Engineering & Consulting

Part of DB E.C.O. Group

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Project:

German Business Delegation
Panama
20th - 24th June **2022**



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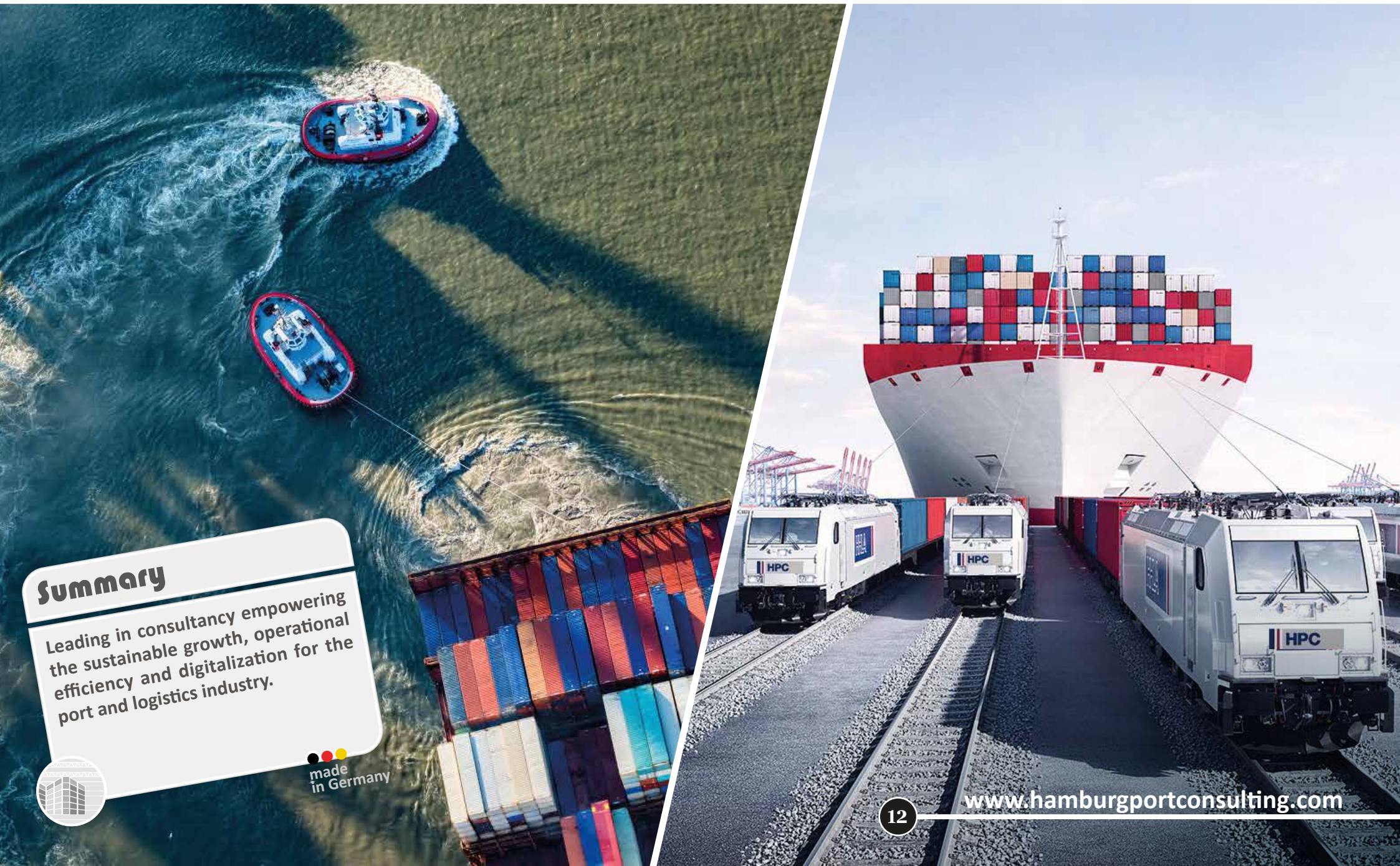
**MITTELSTAND
GLOBAL**
FOREIGN MARKET
ENTRY PROGRAMME

Project of:



SBS
systems for business solutions





Summary

Leading in consultancy empowering the sustainable growth, operational efficiency and digitalization for the port and logistics industry.


made
in Germany

Company profile

HPC Hamburg Port Consulting is a logistics consultancy specialising in consulting services for ports, terminals and hinterland transport in the excellence areas of operations, markets and profitability, digitalisation, asset management and sustainability. Since its foundation in 1976, the Hamburg-based consultancy has carried out more than 1,700 projects in 130 countries on six continents, covering the entire development cycle of port projects. HPC employs around 100 technical experts with a background as terminal operators, software engineers, logistics managers, transport economists and mathematicians. As a subsidiary of Hamburger Hafen- und Logistikgesellschaft (HHLA), HPC has its roots in port handling of containers, general cargo and multipurpose freight as well as hinterland traffic.

Products / Services

HPC offers consulting services for the entire life cycle of a cargo handling facility. Operations, markets + profitability, digitalisation, asset management and sustainability are the focus of our consulting activities, which we are constantly developing.

References and export activities

HPC has provided a number of projects for the different sectors and regions on the website:

<https://www.hamburgportconsulting.com/de/projekte/nordamerika>

For further references, please enquire at:

info@hpc-hamburg.de

Target group

Benefit from our advisory services:

Port authorities, operators of sea and inland terminals, Rail and network operators, Rail terminal operators, Logistics service providers, Shipping companies, Ministries/authorities, Banks, Private investors, International institutions.

Competitive advantages

Clients value our proven port expertise, the efficiency and reliability with which we master projects, as well as the fact that HPC can deliver comprehensive consulting services from planning to operational implementation with overall responsibility if required.

We turn concepts into reality! Gladly also for you.

Ideal partner

Whether in the role of investor, operator, manager or technology manufacturer: our customers and partners are made up of a wide range of private and public actors who make a decisive contribution to a functioning maritime supply chain. They are all united by their willingness to create the conditions for the sustainable further development of the smooth and efficient flow of goods.



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Language: Spanish, English



Supported by:



Project of:



Safety & Security:

- Smoke Detection
- Intrusion
- Access Control
- Emergency Evacuation

Smart Handhelds & Wearables:

- Company Bagdes
- Bracelets
- Asset Tracking / Tags
- SmartPhones & Tablets

SmartCity / Grid:

- Infrastructure Monitoring
- StreetLight Solutions
- Asset Location
- Disaster Monitoring

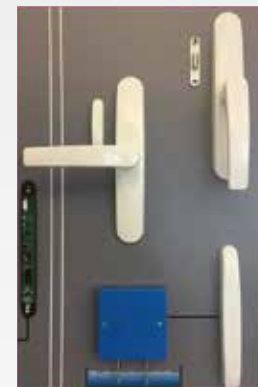
SmartFacilities & Home:

- Building Automation
- Energy Efficiency
- Home Automation
- SmartMeters

Summary

IP500® Alliance – an international association for an open, secure, vendor-neutral wireless platform for commercial, industrial buildings.

 made in Germany



Company profile

The IP500® Alliance was founded by OEMs and system manufacturers to establish a standardized and reliable open, meshed, wireless sensor and actuator network – mainly for large commercial and operational building and process automation applications. The association also offers solutions for wireless communication between safety-related building automation components. They are manufacturers and developers of complex digital ecosystems that automatically communicate with each other through sensors. These sensors create a mesh network that can automatically respond to environmental conditions. This is a unique technology which was until now not available in this form. The IP500® Alliance helps to achieve more sustainable environments, save energy and resources, increase security and comfort. In Retrofit and FTTP environments up to 70% energy and installation cost savings.

Products / Services

IP500 provides solutions. The world around us is becoming more interconnected. We need innovative and sustainable technological solutions in every aspect of our economy. Industrial Internet of Things (IoT) requires a regulated technological ecosystem whereby machine to machine dialogue is secure, robust, energy efficient and fast.

References and export activities

IP500 Alliance has 60+ major industry leaders, like Microchip, BKS, Honeywell. IP500 business activities extend from Europe to North and South America to the Middle East to India, Japan and worldwide.

Target group

System Integrators, project Planers / owner of Smart City, Smart Mobility, Smart Campus, Smart Building projects.

Competitive advantages

‘Best-in-class’ performance in real objects (robustness, speed, latency, redundancy). Conforms with EN/VdS security regulations. Highest security at all levels. Lowest cost of ownership, based on high scalability.

Ideal partner

Companies taking advantage of low power wireless communication technologies. In areas of access control, energy management, lighting, industrial self-driving robots that have to pass through secured doors, (emergency) lighting, building automation. Smart City. Industrial IoT. Fire, safety and security companies.



IP500 Alliance

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ip500.org

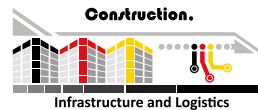
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Project:

German Business Delegation
Panama
20th - 24th June **2022**



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and Climate Action



MITTELSTAND
GLOBAL
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ENTRY PROGRAMME

Project of:



SBS
systems for business solutions





Summary

Leading supplier of aluminium building envelopes.



made in Germany



Company profile

Kalzip is one of the leading suppliers of aluminium building envelopes. We have been producing roof and facade systems on state-of-the-art roll forming machines since 1968. To date, more than 100 million square metres of Kalzip profiled sheets have been installed worldwide. With international sales offices and a global fleet of mobile production units, Kalzip is represented in almost all parts of the world. Collaborating with Kalzip also means being able to draw on many years of experience and resource to ensure your ideas are turned into reality. For more than 50 years Kalzip has remained at the very forefront of architectural design, constantly pushing the boundaries of creative potential. The experience gained over many years, together with our highly-specialised technical expertise, guarantees the ultimate in quality and reliability – right down to the very last detail.

Products / Services

Kalzip® Roof systems

Flexible, weather-resistant, easy-to-install roof system. With its extensive system components and accessories, Kalzip is a complete solution for building envelopes.

Kalzip® Facade Systems

Can be combined with traditional materials, such as glass or wood, offer various shapes and surfaces and colours to open up unlimited design possibilities.

Kalzip® Foldable Aluminium

Ideal material for traditional roofing and facade techniques. Almost any shape can be formed. FalZinc, TitanSilver, Bronze AL40 and Ultra Dark blend harmoniously. The pre-weathered surfaces retain their appearance and protect buildings against the elements.

References and export activities

After 50 years, Kalzip is proud of its long history and its involvement in numerous buildings, such as:

“Stadio delle Alpi” in Turin; “Barajas Airport” in Madrid (232,000 square metres of Kalzip profiled sheets); “King Abdullah Airport” (roof area of 350,000 square metres) Kalzip gained worldwide attention in 2016 when the sarcophagus for the damaged Chernobyl nuclear produced in stainless steel.

We have references in Peru, Brazil, Panama, Mexico, with some of the most representative constructions of the 21st century in these countries.

Target group

- New institutional clients, bringing sustainable and efficient architecture closer.
- New clients such as Architecture and Engineering companies.
- New Business-Partners.

Competitive advantages

In the Americas Kalzip has offices open in the USA, which operate providing technical and commercial support in Canada and the USA. The Spain-Latam team offers technical and commercial support to the rest of the American continent. Our partners in these countries have a solid expertise installing the Kalzip systems and that allows us to create success stories together.

Ideal partner

Ideal Partners are institutional contacts, Architecture and Engineering companies.



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Project:

German Business Delegation
Panama
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Project of:





mig

Sustainable Construction
Innovating for a healthy
and sustainable
built environment

DHMB®
MIG-ESP® Active Coating
System
for a healthy and
energy-efficient living space

Cr⁶⁺
Cr⁶⁺ reduction Reducer
Products
for cement and mortar industry

Summary

We provide innovative coating
solutions to increase the
sustainability, safety and energy
efficiency of buildings.


made
in Germany



Company profile

Founded in 2001, MIG Material Innovative Gesellschaft mbH is a developer of niche building materials with a core purpose of promoting health and climate protection. The two pillars of our business are chromate reduction for cement and cement-containing preparations and coating solutions for healthy and energy saving buildings.

Committed to creating a sustainable built environment through material innovation, MIG evolved from a small business focussing on just one single product two decades ago into a multi-faceted company with diversified product offerings, tremendous capacity for innovation and worldwide partnerships today. The company delivers €10 million in annual revenue with growth showing an upward trend.

MIG boasts a dynamic team of 25 highly qualified professionals including material specialists, chemists and engineers that are passionate about using sustainable technologies to solve energy challenges associated with buildings while benefiting both people and the environment.

Products / Services

1. Active Thin-layer membrane and plaster systems for:

- insulation (interior)
- anti-condensation (interior)
- hygiene (interior)
- active facade insulation (exterior)
- fire protection (exterior)
- roof protection

Note: system includes primers, plasters and finished coats - all can be used individually or in combination with other products to achieve maximum result.

www.innoradar.eu

2. Chromate reducing agent used in cement or cementitious composition to protect health and environment.

References and export activities

MIG has delivered over 1000 completed projects across the globe serving well-known customers like Siemens, a famous bakery chain in Germany, cold store operators in Spain and the Middle East as well as scores of hospitals across Europe.

A holder of national and international patents, MIG's products have been certified by various renowned institutions. The most recent award is 'Key Innovator' by the EU Innovation Radar.

Target group

Industry players such as refrigerated warehousing facilities, cooling units, logistics providers, hotels, food processing plants all kind.

Competitive advantages

Combination of low-e coating with an active moisture regulating double membrane system (DHMB technology).

- Reduces the energy demand significantly – CO2 reduction
- Regulates the moisture and the build up of condensation
- Improves hygienic conditions and environment significantly

Ideal partner

Cold storage - supermarkets, cool truck builders and transport companies, hotels, shipping company, slaughterhouses of all kind, food drying companies.



MIG Material Innovative Gesellschaft mbH

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Language: German, English, Spanish

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Panama
20th - 24th June 2022



Supported by:



Project of:





Summary

Reality applications, configurations and integrations that can be easily and specifically adapted for every industry, process and application area.

 made in Germany



Company profile

nxtBase digitizes business processes by using data glasses as well as tablets, smartphones and smartwatches and by combining the corresponding apps on its assisted reality platform into holistic digital processes. This platform is the gateway between business requirements and the so-called "WIOTTA" technology and business spectrum: warehousing, Internet of Things, transportation, predictive analytics, artificial intelligence (AI) and augmented reality (AR).

Products / Services

nxtBase thus enables consistent visual guidance of the "worker" via step-by-step instructions, as well as the associated documentation throughout the entire lifecycle, thus maximizing productivity and minimizing errors.

Numerous large, internationally active companies from a wide range of industries are already using nxtBase in live operation. nxtBase was already an official Google Glass Approved Sales Channel in 2013 and has excellent connections to almost all smart glass providers.

As a member of the Logistics Network Brandenburg (LNBB), at the University of Wildau, nBt is deeply rooted in aerospace. In addition, nxtBase is listed on the Industrie 4.0 map of the Federal Ministry for Economic Affairs and Energy as one of 250 innovative practical examples nationwide.

References and export activities

MAN, Airbus, DHL, Hamburg Port Authority, SBB Cargo, (Swiss Railroad) GASAG, USA, CHINA, Georgien, India (2021)

Companies:

nxtBase Lanka 2021
nxtBse China (in Planung)

Target group

- Railway- Industry
- Manufacturing
- Mining
- Airports and Harbors

Competitive advantages

- Out of the box solution (nxtQ)
- SAP Connector, SAP WMS, PM, SD; PLM, MM, PP
- SAP ChatBot SAP CAI
- SAP Dashboard (Ui5)
- PWA Apps on UI5

Ideal partner

- New Contacts
- Cooperations
- Partners for Research&Development



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Language: Deutsch, Englisch, Spanisch, Russisch, Portugiesisch



Supported by:



Project of:



Toni / Technik



Building materials testing equipment.
Quality and reliability around the world since 1876.



Summary

Supply of high quality testing systems for cement and other building materials acc. to international standards or individual requirements.


made
in Germany

Company profile

- Toni Technik was founded 1876 as Tonindustrie Prüftechnik and is part of the Zwick Roell Group since 1992
- Supply of high quality testing systems for cement and other building materials acc. to international standards or individual requirements
- Internationally operating calibration service (DAkkS accredited)
- Certified acc. EN ISO 9001: 2015
- Employees > 35
- Worldwide representatives and subsidiary Acme Labo in France
- More than 70% Export

Products / Services

- Intelligent instruments for sample preparation and testing of physical properties of cement, concrete and gypsum Mortar Mixer, automatic Vicat devices up to 12 measuring stations, automatic Blaine, water storage.
- Universal servo-hydraulic testing machines with a capacity from 10 to 10,000 kN for production control and research
- Testing machines in tailored design for special applications e.g. fiber reinforced concrete and railway sleeper testing
- Accurate automated control of the machines and evaluation of the results with intuitive software testXpert III®
- Planning and delivery of complete turn key laboratories using ToniLAB functional furniture
- World-wide operating service organisation including maintenance, calibration and modernisation

References and export activities

Worldwide: LafargeHolcim, CEMEX, Heidelberg-Group, Votoratim, Cementos Argos

in Panama:

CEMEX Panama: compression test machine with two load frames for cement and concrete 3000/ 300 kN and ToniSET Compact with six measuring stations

Argos Panama: Toni SET Compact

Target group

Responsible people of the laboratories of the Cement plants as CEMEX, Argos, Cemento Chagres and Cemento Interoceánico.

as well as lab manager in the fields of:

- Chemistry for Building materials,
- Production of reinforced concrete and of precast products
- Test institutes
- Material test departments in universities
- Company with strong relation in the cement industry who might be interested to act as our representative

Competitive advantages

- Specialised in the building materials testing- 140 years experience ensures the best know-how in this field
- Made in Germany (CE safety standard, unique features, rigid design, long life cycle)
- Standardized components in combination with high grade customization
- Compression and bending test machines in fully automatic closed loop servo-hydraulic execution and testXpert III high accuracy and repeatability of test results

Ideal partner

Business partner with trustful cooperation and the target of longstanding cooperation



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Project:

German Business Delegation
Panama
20th - 24th June 2022



Supported by:




Project of:





 Transportation



 Machine and plant engineering



 Steel and rolling mills



 Cement and mining industry



 Shipbuilding



 Chemical, oil and gas industry



 Water management



 Renewable energies



 Power plant technology



Summary

VEM is an internationally active manufacturer of electrical system and drive solutions as well as custom drives and single components.

 made in Germany



Company profile

The companies of VEM are characterized by an innovative culture, technical competence and great engineering. Extensive experience in the development of drive technology and the constant improvements of our complete system solutions and single components ensures you the value-adding effect of your equipment as well as economic success. Your needs are both our guidance and our challenge. Alongside flexibility, modern technology and quality awareness, our highly qualified employees are the key factors for our success.

A worldwide VEM sales and service network guarantees you a flexible partner and a high level of accessibility for enquiries regarding our products and services. Spare parts can be ordered at short notice. Within Germany we ensure the delivery of standard drives within 36 hours.

Products / Services

VEM produces electric motors and generators with an output ranging from 0.06 kW to 60 MW for all branches of industry.

The sectors of steel and rolling mills, the chemical, oil and gas industries, power plant technology, renewable energies, water management, shipbuilding, transport technology, the basic materials industry, and mechanical and plant engineering are particularly in focus.

References and export activities

Various crane and port projects in North and South America.

Target group

End customer, crane builder, port operator.

Competitive advantages

Made in Germany, quality, service and support.

Ideal partner

Appreciates the quality and technical advice.



VEM motors GmbH

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Project:

German Business Delegation
Panama
20th - 24th June **2022**



Supported by:



Federal Ministry
for Economic Affairs
and Climate Action



**MITTELSTAND
GLOBAL**
FOREIGN MARKET
ENTRY PROGRAMME

Project of:



SBS

systems for business solutions

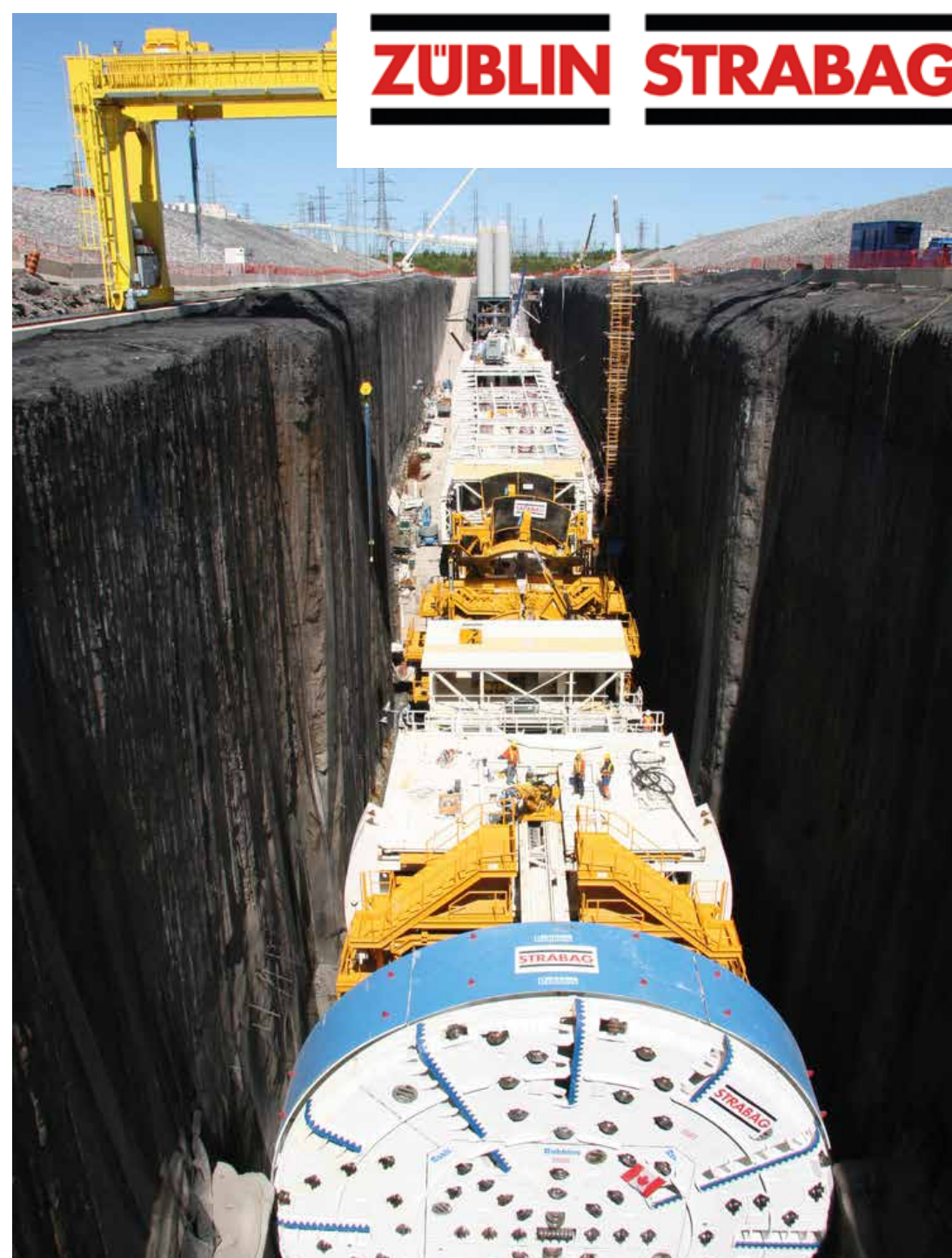




Summary

STRABAG-ZÜBLIN SpA are South American subsidiaries from STRABAG SE, one of the leading European construction groups.

made in Germany



Company profile

With our experience in constructing international projects at the highest level we have made a name for ourselves – worldwide. Vision, courage and expertise have been the keys to our success all around the world. Today, the STRABAG Group has operations in more than 60 countries worldwide in all classical and niche construction segments.

Products / Services

MINING

- Mining Developments: tunnels, vertical developments-shafts, galleries.
- Exploitation of Underground Mines
- Repairs and maintenance of mining infrastructure.
- Installations

TUNNELLING: NATM, D&B and TBM

- Road and railway tunnels
- Urban metro/underground rail tunnels
- Tunnels / vertical-diagonal shafts and caverns for hydroelectric power plants

INFRASTRUCTURE

- Transport
- Energy: hydro and wind farms
- Environmental technology

ENGINEERING AND DESIGN

Central Engineering division “Zentrale Technik” which provides comprehensive services for the Group-wide support of the operational units for specialized disciplines like turnkey construction, structural engineering, civil engineering and tunnelling, traffic route construction and construction process management.

References and export activities

In South America: Alto Maipo hydroelectric project, El Teniente mine, Candelaria Norte mine, Chuquicamata Subterránea mine, Hydroelectric project Central la Mina, Horizonte wind farm, El Torito tailing evacuation tunnel and channel.

Target group

Organizations and companies, public or private, in the mining, energy, infrastructure and tunnelling sectors.

Competitive advantages

Our Lean Construction methodology, together with our innovative spirit, a strict commitment to quality and our high technology standards are nested in an environment where our people and their safety come first.

Strabag's Central Engineering division provides comprehensive services for the Group-wide support of the operational units for specialized disciplines and construction process management.

Ideal partner

Contractors and organizations in the mining, energy, infrastructure and tunnelling sectors.



STRABAG / ZÜBLIN SpA

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German Business Delegation
Panama
20th - 24th June **2022**



Supported by:



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

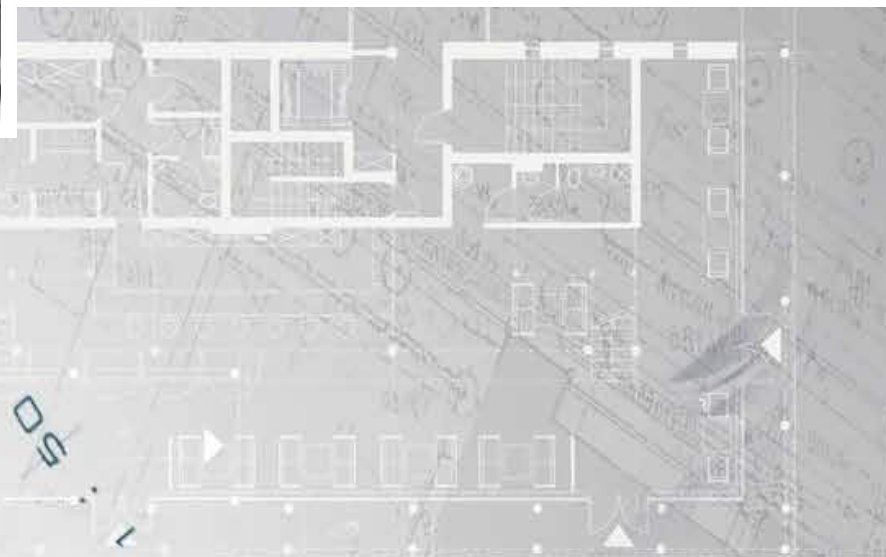
Project of:



SBS

systems for business solutions





Summary

Creation of sustainable, individual energy concepts and holistic planning in the field of heating, ventilation and sanitary engineering.

made in Germany



Company profile

The eft-system GmbH, which has existed since 2018, has specialized in the creation of sustainable energy concepts as well as the planning of heating, sanitary and ventilation systems.

In addition to administration and accounting, our energetic team of 5 people works on the individual realization of the projects. Among them are 4 engineers, of which we have hired 3 within the last year and a half due to rapid growth – further staff expansion is planned.

We have already implemented many projects in the commercial, industrial and residential sectors.

Our goal is always to offer our customers a holistic concept, with sustainability always in the foreground with regard to the enormous requirement for climate protection.

In the first few years we were able to double our sales and were again able to record an increase of over 50% last year, we want to continue to build on this trend with the new staff.

Products / Services

SUSTAINABILITY – Our design mentality is always aligned with our vision of building a sustainable future. Our individual energy concepts are designed to contribute to a better environment for future generations.

INNOVATION – We combine innovative green technologies to provide smart and energy-optimized building services.

HOLISTICITY – We create holistic concepts in the field of heating, ventilation, plumbing and PV planning for your project, focusing on the energy balance of the entire building.

INDIVIDUAL PROJECT SUPPORT – Our competent planners accompany you during your project and are available to help you with questions and problems. We create concepts together with you based on your ideas and individual requirements, whether residential, office or industrial buildings.

References and export activities

We realize designs for every conceivable type of building – from residential to commercial to industrial.

Our portfolio includes a variety of hotels, multi-family or single-family houses, production halls and much more. We are active in Europe and also cooperate with partners in other continents.

Target group

Our target group is wide-ranging. Thus, we work with many architects, energy consultants, installers, building contracts, municipalities, but also with end customers. Anyone who needs a TGA planning is at the right address with us.

Competitive advantages

With eft-system GmbH you do not only get a partial planning, but the complete building services package with heating, ventilation and sanitary planning as well as individual support and, if required, assistance. Thus the customer is already comprehensively cared for from the preliminary planning on and receives an individually coordinated overall concept.

Ideal partner

For us, here is no such thing as an ideal business partner. In principle, no conditions have to be met for us to establish a cooperation.



eft-system GmbH

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German Business Delegation
Panama
20th - 24th June 2022



Supported by:



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Business success through cross-culture thinking

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