



# Innovation Tour Singapore 2021 - Smart City

Singapore – 14th to 18th June 2021

*Company Products and Services Catalogue*

*In collaboration with*



Singaporean-German Chamber  
of Industry and Commerce  
Deutsch-Singapurische  
Industrie- und Handelskammer

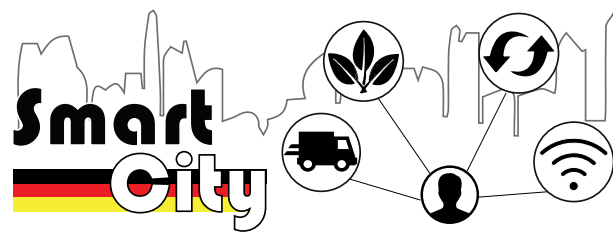
*Project of*



# Innovation Tour

Singapore

June 14<sup>th</sup>-18<sup>th</sup> 2021



## German Companies

- Cuculus GmbH .....
- Detack GmbH .....
- Deutsche Telekom IoT GmbH, Smart City .....
- ERICH UTSCH AG .....
- FOGTEC Brandschutz GmbH .....
- HydroMapper GmbH .....
- IABG mbH .....
- Vitronic GmbH .....

The Innovation Tour to Singapore is a funding project of the Federal Ministry for Economic Affairs and Energy (BMWi) with 8 selected German companies and suppliers in the field of Smart City solutions in the fields of mobility, safety, IT security and digitalization. The project is carried out by SBS systems for business solutions in cooperation with the SGC Singaporean-German Chamber of Industry and Commerce.

We are pleased to invite you to our upcoming online event on innovative solutions for Smart Cities of the future and an inspiring exchange between outstanding and Singaporean and German players of this sector.

Come and join our **Virtual Innovation and Tech Forum** online on **Wednesday, 16th June 2021, 3.30pm-5.15pm SGT** to discover exciting products and solutions by outstanding German companies and exchange about opportunities of collaboration in the wide field of Smart City concepts.

The digital pitch presentation event is taking place in the framework of the five-day virtual **Innovation Tour of German companies to Singapore from June 14th to June 18th, 2021**, under the auspices of the German Ministry of Economics and Technology and with the purpose of an inspiring innovation exchange with small and medium-sized German companies and the excellence of the Singaporean Smart City ecosystem.

This is a great opportunity for Singaporean institutions and companies to explore new business and collaboration opportunities and to discover potential synergies with the German participants. We cordially invite you to join the Innovation and Tech Forum and to contact us for the scheduling of individual meetings.



Dear participants,

I am delighted to welcome you to the Innovation Tour Singapore – Smart City.

Singapore is an important partner country for Germany. In 2019, our bilateral trade surpassed 13 billion Euro, making Singapore one of Germany's top 3 partner countries in the South East Asia region. German companies favour using Singapore as a regional hub because of its excellent business conditions. Due to the COVID-19 pandemic, however, 2020 has been a rather difficult year. What the pandemic cannot impair, though, are the good economic relations between Singapore and Germany and our willingness to work together even closer.

The Innovation Tour Singapore itself is proof of that: As part of the Market Development Programme which was launched in 2012 by the Federal Ministry for Economic Affairs and Energy to support German companies in exploring foreign markets, it was originally planned as a visit to Singapore. Due to the current circumstances, the tour has now been transformed into a virtual format so that we will not miss out on this chance of exploring ways and opportunities for further and closer cooperation.

Now more than ever before, we need innovation and entrepreneurial spirit. And Singapore offers many possibilities for fresh and creative ideas in areas like "Industrie 4.0", medical technology, mobility and green technologies, to name a few. Together, Singapore and Germany can overcome the current challenges and rebuild better.

I wish you all interesting insights and discussions, many inspiring ideas for future cooperation and every success!  
And of course: Please stay safe and healthy!

---

**Dr. Adrian Bothe**

Head of Division, South and Southeast Asia, Australia, New Zealand  
Federal Ministry for Economic Affairs and Energy



Singaporean-German Chamber  
of Industry and Commerce  
Deutsch-Singapurische  
Industrie- und Handelskammer



SBS

systems for business solutions

### **Dr Tim Philippi**

Executive Director  
Singaporean-German  
Chamber of Industry and  
Commerce

### **Sebastian Zeitler**

Head Trade Promotion  
Singaporean-German  
Chamber of Industry and  
Commerce

### **Thomas Nytsch**

SBS Systems for Business  
Solutions

Smart Cities are no longer just a dream or a vision of the future. It is now a reality. Virtually every aspect of “live, work and play” are integrated into digital ecosystems – creating new relationships and cooperation between machines, data and humans.

Singapore has already been named the “Smartest City in the World” by the 2020 Smart City Index. Many smart city technologies and initiatives have already been rolled out in areas such as urban planning, transportation, logistics, education and more.

Since becoming independent, Singapore developed into an impressive metropolitan city state. Decades of long-term planning, commitment and innovative thinking encapsulates Singapore’s drive and success. However, Singapore as a “Smart City” is not just about the infrastructure, it is also about the people.

Innovative technologies are used to harness a “Smart Nation”, where people and communities are actively and seamlessly engaging with technology. The adoption of intuitive automated and digitalised systems brings about many benefits for people, institutions and businesses, due to the optimisation of processes to increase flexibility and productivity. More importantly, it can help us to solve some of the most critical challenges faced by cities around the world.

Likewise, Germany is a world leader in research and innovation. Industrie 4.0 and technological advancements form the backbone of the German economy and have contributed to its position as one of the most innovative economies in the world.

As we embark on this bilateral exchange, you will see how efficiency gains, new revenue streams and a fully connected working and living environment are just some benefits of this revolution.

The German delegation organised by the Singaporean-German Chamber of Industry and Commerce (SGC) and SBS Systems for Business Solutions, on behalf of the German Federal Ministry for Economic Affairs and Energy (BMWi), is a pilot project as part of the foreign market entry programme by the BMWi. It includes an Innovation and Tech Forum, virtual site visits, workshops and group meetings that will provide practical support and a networking platform for the innovative German companies. It targets to foster innovation cooperation between Singaporean and German companies/institutes.



## Summary

Leading edge company with highly scalable IT solutions for the energy sector.



  
made  
in Germany

enterprise software for critical infrastructure.

## Company profile

Cuculus GmbH is a privately held company headquartered in Ilmenau, Germany and operates globally in the area of Enterprise software for critical infrastructure.

Since its founding in 2007, Cuculus has implemented numerous projects worldwide with different complexity and size, on its own and in strong cooperation with globally or locally acting partners thanks to which Cuculus won several multi million Euro contracts for the supply of AMM(HES), MDM and/or integrated AMM/MDM solutions.

## Products / Services

We develop, implement, operate and support server-based Smart Metering and Energy Management solutions for the energy sector and beyond in the most of the regions in the world.

ZONOS™ IoT Platform, our core product, enables us to control millions of devices and process their incoming data.

ZONOS™ IoT Platform for critical infrastructures is used for:

- Residential smart metering projects
- Industrial smart metering projects
- Distribution Management Systems – Smart Grid
- Submetering – real estate projects/compounds
- Other apps like e-mobility integrations and advance home energy.

The ZONOS™ IoT Platform is currently being used by utilities in 13 countries.

## References and international business activities

Cuculus GmbH has implemented numerous projects worldwide with different complexity and size, on its own and in strong cooperation with globally or locally acting partners. Whether small pilot project as a cloud solution or full roll out, our solutions ensure short time to market and easy operation. Our major customers are in North Western Europe, Middle East and Asia (e.g. DEWA, Dubai; E.ON, Germany; Ericsson, Brunei).

## Target customer group and ideal local partner

- Meter and communication solution manufacturers
- Energy suppliers
- Utilities (power, water, gas)
- IT companies
- Integrators and Grid operators
- Real estate companies

Active companies participating in Singapur projects in the area of smart metering, smart grid, smart city.

## Main areas of interest / innovation needs

ZONOS™ IoT Platform is high performant, flexible, scalable, open, proven, safe and secure, vendor independent. This industrial-scale IoT platform is the basis for tailor-made solutions, which we develop in close cooperation with our customers.

## Project participation objectives

- New business opportunities in Singapur
- Expand our business
- Find new partners



### Cuculus GmbH

Lindenstraße 9-11  
98693 Ilmenau  
Germany

[www.cuculus.net](http://www.cuculus.net)

1. Contact person

René Böringer

*Geschäftsführer*

Phone: +49 3677 686 000 0

[r.boeringer@cuculus.net](mailto:r.boeringer@cuculus.net)

Languages: English, German

Project:



Supported by:



Project of:



# DETACK

## Summary

High-end IT security services and solutions. Established in 2001, the company has since been leveraging its expertise in order to assist customers with detecting and addressing security vulnerabilities in IT systems and applications. Detack GmbH is ISO/IEC 27001:2013 certified.

 made  
in Germany

<https://www.detack.de/en>

## Company profile

- Privately held (2001~)
- HQ: Ludwigsburg, Germany (2005~)
- R&D Arm: Praetors AG, Beckenried, Switzerland (2010~)
- International Partners: Singapore, Australia, UK, Hong Kong, UAE, USA
- Expertise: High-end IT security services and solutions
- Product portfolio: Premium IT security audits, consulting / R&D & solutions
- Certification: ISO 27001
- Activity: 70% in solutions, 30% in services
- Customers: Finance, Insurance, Industry, Transport, Health sector

## Products / Services

### Products:

EPAS is a scalable, multi-datacenter, multi-tenant solution for password analytics and compliance proof. It simulates attacks to recover passwords from hashes by standardized mechanisms with comparable output metrics, in a privacy compliant manner (GDPR, PDPA, HIPAA, etc.).

It uses patented technology in order to produce objective password metrics and KPIs to facilitate continuous security monitoring and compliance verification. It detects and reports weak or reused passwords, or passwords already compromised and leaked by hackers.

EPAS is deployed in 35+ countries, for 4+ million accounts, for global enterprises, SOCs, small and medium firms, in productive environments and critical infrastructure.

### Services:

Detack GmbH specializes in providing coverage in all aspects of IT security:

- 1) auditing (incl. mainframe, IoT, and industrial systems)
- 2) incident response
- 3) vulnerabilities and product security assessment.

## References and international business activities

- Some of our customers/references
- Insurance companies: AXA Global (30+ countries), XL, HUK-Coburg, Equitable Holdings
- Financial services: UniCredit, Piraeus Bank, Boursorama
- Industry: Evonik, Emirates Global Aluminum (EGA)
- Business activities/partners: Singapore, USA, Australia, Hong Kong, Japan, and UAE

## Target customer group and ideal local partner

Target market: banking and insurance companies, state institutions, transport sector (maritime, public transport), health sector, energy.

Ideal partners: cybersecurity institutions and organizations, MSPs, system integrators; large consulting companies.

## Main areas of interest / innovation needs

Cooperation with institutions, clusters and other stakeholders in order to better customize our offering; to be informed about the role of IT-security in the Singaporean Smart City development.

## Project participation objectives

Smart cities have changed the connection between physical and cyber worlds. Digital transformation tries to integrate new technologies with mandatory legacy systems. This can create significant risks and hidden security vulnerabilities. With more than 20 years experience in IT security, Detack has all necessary expertise to support the digital transformation in Singapore. Detack is searching for technological and commercial partners for its high-end solutions offering.

# DETACK

## Detack GmbH

Königsallee 43  
71638 Ludwigsburg  
Germany

<https://www.detack.de/en>

### 1. Contact person

Mr. Costin Enache  
*Managing Director*  
Phone: +49 7141 69 62 65 0  
costin@detack.de

### 2. Contact person

Mrs. Iuliana Enache  
*BDM*  
Phone: +49 7141 69 62 65 0  
iuliana@detack.de

Languages: English, German

Project:



Supported by:



Project of:







SMART CITY

## Summary

Our Smart City Unit connects cities, regions and data. As leaders in digitization we make cities more sustainable and attractive.

  
made  
in Germany



<https://smartcity.telekom.com/de/>

## Company profile

Our Smart City Unit is a portfolio unit of Deutsche Telekom IoT GmbH. The unit was founded in April, 2019 and bundles all Smart City solutions of Deutsche Telekom AG.

Our mission is to create smart solutions and services that connect people, cities, regions and data. To make cities more sustainable, more attractive for businesses and a better place to live for citizens.

## Products / Services

Our Smart City Unit offers a fitting solution for every city. We differentiate between our following different fields of excellence where we offer various solutions:

1. Clean Environment: One of our solutions here is the CityTree, world's first biotech air filter to improve air quality.
2. Efficient Ressource Management: Smart street lighting enables cities to implement environmentally responsive lighting in order to reduce costs.
3. Urban Mobility: Our parking solution Park and Joy helps citizens find parking spots and reduces urban traffic.
4. Best Citizen Services: With OSCA, our city app, we offer an open tool that enables the management of eGovernment.
5. CoCreation: Together with cities we develop new solutions.

## References and international business activities

End customers are german and international (EU) cities.

## Target customer group and ideal local partner

The Smart City Unit supports cities and local authorities to facilitate the life of their citizens. We mainly work with customers of the public sector, such as cities and municipalities, but we also offer solutions directly for citizens.

## Main areas of interest / innovation needs

While the Smart City activities globally are very much fragmented, it is clear that cities have started to realize the importance of having a Smart City platform, integrated with data aggregation / Analytics. We as Smart City Unit would be very keen to know more about Singapore's Nation platform, and their use cases utilizing data for the better.

## Project participation objectives

Singapore is one of the world's smartest cities. Participating, learning and potentially collaborating with the key stakeholders in this project means expanding our horizons and discovering new ways and technologies for making cities smarter.

In addition to that we are also interested in meeting new business partners to have a better networking with them.



## Deutsche Telekom IoT GmbH, Smart City

Friedrich-Ebert-Allee 71-77  
53113 Bonn  
Germany

<https://smartcity.telekom.com/de/>

### 1. Contact person

Frank, Michael  
*Senior Vice President Smart City*  
Phone: +49 171 6717 588  
Michael.Frank@t-systems.com

### 2. Contact person

Kasivajjula, Shrikanth  
*Vice President - International Sales. Smart City Unit.*  
Phone: +49 160 9605 2922  
s.kasivajjula@t-systems.com

Languages: German, English

Project:



Supported by:



Project of:



# UTSCH



UTSCH License Plates. **Secure, proven and used all over the world.**



## Summary

For over five decades, the name UTSCHE has been synonymous with technology leadership and complete system solutions for the production, personalisation, registration and identification of vehicle license plates.



made in Germany

[www.utsch.com](http://www.utsch.com)

## Company profile

UTSCH is one of the worldwide leading companies in the license plate business and technology leader in the range of secure license plates and license plate manufacturing engineering. Operating in 130 countries, UTSCH offers the know-how of almost 60 years from successful projects with private and public entities like companies, governments, authorities or mints on all five continents, combined with comprehensive after-sale-service and competent, quick and flexible support on-site and remote by experienced employees.

Employees: 1000 people worldwide

Turnover: Unconsolidated total turnover exceeding 200 Million Euros since 2020

## Products / Services

The name UTSCH is synonymous with technology leadership and complete system solutions for the production, personalisation, registration and identification of vehicle license plates. This includes basic products such as license plate blanks, hot stamping foils, clapper dies and counter embossing tools, compact and modular embossing presses with a range of performance specifications, low foil consumption hot stamping machines, laminators and laser coding equipment. UTSCH also supplies tailor-made computer-controlled and sensor-monitored systems for automatic blank manufacturing in large quantities and fully automated license plate production lines. Self-developed security features for license plates offer best-possible protection against fraud and criminal misuse while the UTSCH windshieldlabel as a 3rd license plate in combination with dual-chip technology and digital signature based verification makes processes in vehicle registration and vehicle identification even more effective and efficient.

## References and international business activities

Singapore: Supply of blank license plates, raw materials for final production, machinery and other accessories.

Sri Lanka: Introduction of new security plates with improved anti-counterfeiting security features. Introduction of a digital signature to make the national registration system forgery-proof through software.

Thailand: Delivery of a worldwide unique automatic embossing press for 600 three-line number plates per hour, including an automatic packaging system.

## Target customer group and ideal local partner

Government and Land Transport Authority

## Main areas of interest / innovation needs

Digitisation and new innovations especially in the field of transport technology and smart city. New approaches of modern business models in the field of software and hardware.

## Project participation objectives

Getting to know new technologies. At the same time, offering and expanding "Smart City" innovations using UTSCH license plate technology bundled with other technology companies for Singapore.

# UTSCH

## Erich Utsch AG

Marienhuetten 49  
57080 Siegen  
Germany

[www.utsch.com](http://www.utsch.com)

Contact person

Simil Bedi

Phone: +49 271 31 91 192

Mobile: +49 175 85 08 598

[simil.bedi@utsch.com](mailto:simil.bedi@utsch.com)

Languages: English

Project:



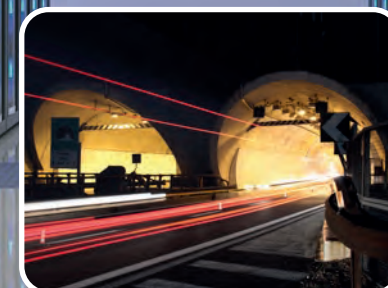
Supported by:



Project of:



*The Smarter Way of Firefighting*



**Summary**

Leading manufacturer of innovative and active fire protection solutions for special applications as for railway vehicles, IT and underground infrastructures, very high-rise buildings and new energy carriers.



made  
in Germany

## Company profile

FOGTEC is the world leading manufacturer of active fire protection solutions for rolling stock applications as well as underground infrastructure facilities such as tunnels and subway stations. Furthermore FOGTEC's 100% environmentally friendly and life cycle cost optimized systems are used e.g. to protect high-rise buildings, libraries, archives and data and server room applications. With its well-known FOGTEC high pressure water mist technology FOGTEC is one of the global market leaders for innovative fire protection solutions in buildings and industrial applications in general. A specific department called "New Energy Carriers" is additionally taking care about the risks and the protection of alternative energy solutions for traction, energy storage etc.

FOGTEC employs 170 people and had an approximate annual turnover of 40 million euros last year.

## Products / Services

- Consulting
- Design
- Development
- Validation
- Manufacturing
- Supply and
- Services

of/for innovative and active fire protection solutions for a wide range of applications, if

- effective
  - 100% environmentally friendly
  - life cycle cost optimized
  - highly reliable and available
  - safe
- are required.

## References and international business activities

Worldwide active with an export grade of more than 70%.  
References Rail: more than 14.000 systems worldwide and several applications in Latin America as Metro Sao Paulo, LRV trains of BomSinal or CPTM, supplied to OEMs as Alstom, Bombardier, CAF, Hitachi, Kawasaki, Siemens, Stadler, Talgo etc.

References Tunnel: Autostrada del Brennero, Dartford Tunnel, Newcastle, Eurotunnel, Madrid, Port Said, Ismailia (Suez Channel Crossings, Egypt)

References Stationary: Singapore Cable Tunnel, Elbphilharmonie - Hamburg, Madrid City Hall, Mecca Clock

Tower, National Archives – Paris and many more like the Muna Museum in Lima, Peru, and engine test cells for Bosch Brazil

## Target customer group and ideal local partner

Railway operators, railway contractors, Rolling stock OEM · Public Transportation operators and authorities · Public Transportation consultants · Fire protection experts and consultants · Building and industrial planners, engineers and architects · Firefighting corps · New Energy (batteries, hydrogen) users and developers · Infrastructure managers · IT-/Data-Room operators

## Main areas of interest / innovation needs

most effective in performance and use of resources · partner over complete Life Cycle of system · Highly reliable and safe (up to SIL2) · Complete product range for several applications · extensive verification and testing expertise · Experienced and know-how all over the world since more than 20 years

## Project participation objectives

Increasing our network in Singapore market · Introduction of our innovative solutions to potential users · searching for local service partner for railway application · understanding new ideas and solutions from one of the most innovative cities in the world to make use for us or to understand new applications



### FOGTEC Brandschutz GmbH

Schanzenstraße 19A  
51063 Cologne  
Germany

[www.fogtec-international.com](http://www.fogtec-international.com)

Contact person

Mr. Roger - A. Dirksmeier  
Member of the Board  
Managing Director Rail Systems  
Phone: +49 221 96223-0  
[contact@fogtec.com](mailto:contact@fogtec.com)

Languages: English

Project:



Supported by:



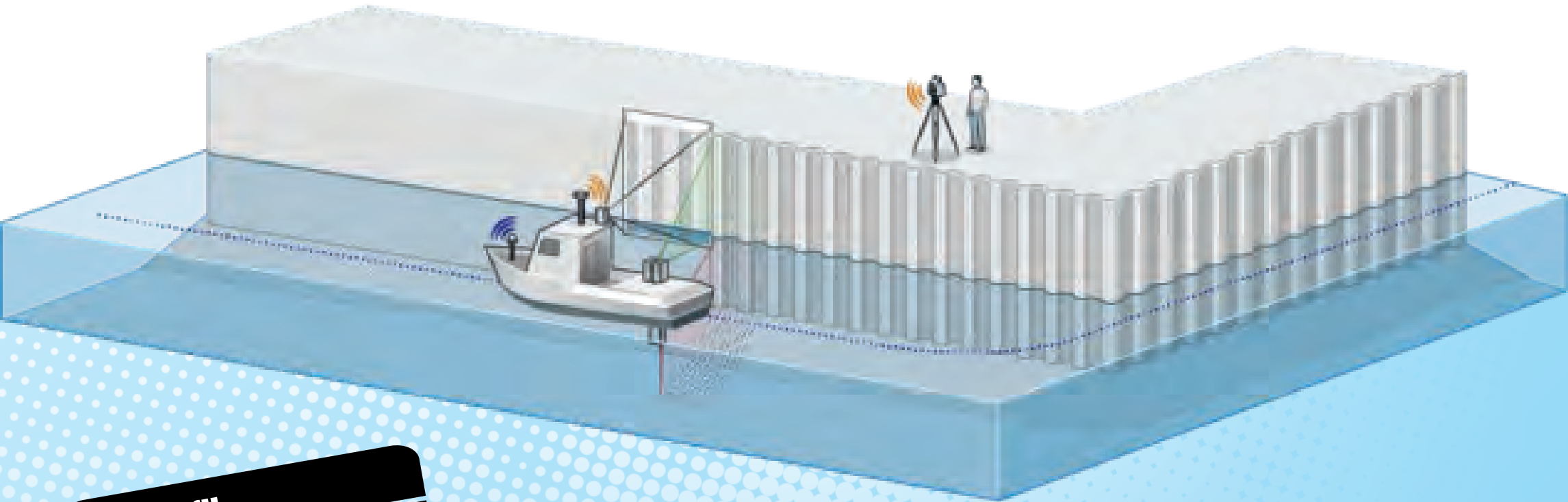
Project of:





# HydroMapper

make visible



## Summary

Innovative technology startup which offers services for high resolution 3D scanning of port infrastructure buildings over and under water: cutting-edge 3D measurement technology and Smart-Data-Solutions.



made  
in Germany

[www.hydomapper.de](http://www.hydomapper.de)

## Company profile

HydroMapper was founded 2017 as a joint venture of civil engineering company WKC Hamburg and measurement specialist Dr. Hesse and Partners Engineers.

In 2018 the company was awarded a multi-year research project by the Federal Ministry of Transport and Digital Infrastructure for further developing technologies to scan high density 3D data of port and harbour infrastructure, especially under water.

HydroMapper offers cutting edge technology for 3D high resolution underwater scanning as well as smart-data-solutions for our customers to maximize the benefit of digital port infrastructure solutions.

## Products / Services

We offer three main products for underwater scanning and a data-as-a-service concept for our clients:

3D HydroScanning of large underwater infrastructure like terminals, quai walls, locks at water depths of up to 70 feet. We deliver best-in-class 3D data with unparalleled resolution and accuracy.

3D VerticalScanning of excavation pits, bridge foundations over waterways and any underwater construction site not accessible by boat. We deliver high-resolution 3D data of foundations and objects at depths of up to 150 feet.

All scanned data can be enriched with conventional 3D laser scans, drone images, 360 degree HDR panos and provided via our data-as-a-service portal.

HydroMapper technologies are backed by several patents.

## References and international business activities

- German Federal Waterways and Shipping Administration WSV
- Niedersachsen Ports GmbH & Co. KG
- Jade-Weser-Port, Wilhelmshaven
- Public Agency of Roads, Bridges and Water (LSBG), Hamburg
- Hamburg Port Authority
- HHLA, Hamburger Hafen und Logistik AG
- Luebeck Port Authority
- Vattenfall AB
- Wayss & Freytag (BAM Group)

## Target customer group and ideal local partner

Customers operating or supervising port infrastructure with a clear focus on digitalization, 3D data and smart services e.g.

- Port operators (Worldwide)
- Terminal operators (Worldwide)
- Port authorities (Worldwide)
- Construction companies for port and water infrastructure (Worldwide)

## Main areas of interest / innovation needs

Innovative companies and authorities interested in digitizing their port and harbour infrastructure as well as in smart-digital services.

We are also highly interested in partnering with civil construction companies in the field of water infrastructure who like to monitor their construction progress.

## Project participation objectives

Our goal is to build up partnerships and establish networks to companies and authorities in the field of building, operating and supervising water infrastructure (harbours, ports, terminals, quai walls, locks, bridges) around the globe.



# HydroMapper

make visible

## HydroMapper GmbH

Veritaskai 8  
21079 Hamburg  
Germany

[www.hydomapper.de](http://www.hydomapper.de)

1. Contact person  
Christian Hesse  
*Dr., CEO*  
Phone: +49 40 5229 9190-20  
[christian.hesse@hydomapper.de](mailto:christian.hesse@hydomapper.de)

2. Contact person  
Karsten Holste  
*CEO*  
Phone: +49 40 79000-125  
[karsten.holste@hydomapper.de](mailto:karsten.holste@hydomapper.de)

Languages: German, English

Project:



Supported by:



Project of:





IABG. The Future.

**iABG**

# Making Smart Cities a **Safer Place**



## Summary

When it is about safe cities, making better even better is what makes our heartbeat. Our secure urban concepts to protect the connected city enable the public and private sectors to meet their tasks reliably. While operations and situation centers provide services adapted to specific situations, cyber-secured critical infrastructures and industrial facilities ensure sustainable economic growth.

 made in Germany

[www.iabg.de/infokom](http://www.iabg.de/infokom)

## Company profile

IABG offers integrated, ground-breaking solutions in the sectors Automotive • InfoCom • Mobility, Energy & Environment • Aeronautics • Space • Defense & Security. Independent and intelligent technology and process consulting are our core business in the public and private sector. Implementation happens with future viability and target orientation, reliably and sustainably. Our customers and business partners trust our expertise concerning market trends, requirements expertise, and technological excellence to make secure digitization happen.

## Products / Services

"Making Smart Cities a Safer Place" is what drives our daily business for cities. So, accept our invitation to develop secure urban concepts together so that communication networks are future-proof, and technical migration concepts enable your architecture to meet and exceed your challenges. We design and set up control- and situation centers for Smart & Safe Cities, thus enabling urban stakeholders (intervention forces, traffic management, critical infrastructure owners, and operators) to benefit from our comprehensive urban analytics expertise. We provide some of the most vital foundations for safe cities and cyber-secure industrial assets, e.g., by conceptualizing, integrating, building, and operating Security Operation Centers to minimize risks. Our customers rely on us because we provide the know-how needed to protect the connected city – from cyberspace, critical urban infrastructure, and industrial assets to commanding first responders and security forces.

## References and international business activities

Some of the world's Safe City "nerve centers," e. g., the integrated security, and situation center of Punjab / Pakistan Safe City Authority, including traffic flow management, video surveillance of public locations/venues, intervention control, and video analysis, are supported by us. Germany's largest civic joint operations center that coordinates police-, fire- and rescue emergency services across the national capital is also powered by our consulting expertise.

## Target customer group and ideal local partner

We are looking for well positioned local partners with solid access to the public sector stakeholders. Let us tap into the following customer groups together to establish secure digitalization:

- Public and private owners of critical infrastructure
- Industry and manufacturing
- Government IT and telecommunications institutions as well as security organizations

## Main areas of interest / innovation needs

For decades, IABG delivered projects with reliable and objective expertise, including many high-end projects for urban security stakeholders. With our pragmatic end-to-end consulting approach, we support our customers across the entire lifecycle ("cradle to grave") of any digitalization challenge. Let us join forces to power an era of opportunities.

## Project participation objectives

Secure digitalization is what makes our heart beat. That is why we want to

- get to know local partners in Singapore
- establish beneficial business relationships
- showcase our portfolio, expertise, and international references
- expand our independent technology- and process consulting business



### IABG mbH

Einsteinstrasse 20, 85521 Ottobrunn, Germany

[www.iabg.de](http://www.iabg.de)

#### 1. Contact person

Dr. Willfried Wienholt  
VP Marketing and Sales IABG / InfoCom  
Phone: +49 89 6088 2264  
Mobil: +49 151 74431308  
wienholt@iabg.de

#### 2. Contact person

Constantin Schlachetzki  
Program Manager Security IABG / InfoCom  
Phone: +49 89 6088 2790  
Mobil: +49 160 98132514  
schlachetzki@iabg.de

Languages: German, English

Project:



Supported by:



Project of:





**VITRONIC**  
the machine vision people

## Summary

**CONTRIBUTING TOWARDS MORE INTELLIGENT TRAFFIC TECHNOLOGY**  
Keeping an eye on our roads Our technologies play a role in ensuring a smoother, safer flow of traffic on our roads. They detect vehicles, identify and classify them, and determine their position and speed – without interfering in any way with traffic flow.

  
made  
in Germany



[www.vitronic.com](http://www.vitronic.com)

## Company profile

VITRONIC is a world leader in industrial machine vision. The owner-managed group of companies develops products and customized solutions in the growth industries of industrial automation, logistics automation and traffic technology.

With more than 35 years of experience VITRONIC offers a unique portfolio of systems and software, covering image- and sensor-based quality inspection, identification, traffic enforcement as well as tolling.

VITRONIC offers support to international customers through its subsidiaries in North America, Europe, Asia and Australia, as well as through a global network of sales and service partners.

## Products / Services

Efficient Data Collection

Traffic technology from VITRONIC helps you gain insights from traffic and environmental data.

Traffic data: Modern traffic safety solutions record the number of vehicles per hour, average speed per lane, and number of trucks per hour.

Air data (environmental data): The crucial added value of POLISCAN systems is the ability to capture environmental data. This includes the measurement of nitrogen dioxide, nitrogen monoxide, carbon monoxide, ozone, and particulate matter.

Vehicle data: Capturing vehicle parameters is a classic application. Vehicle class can be captured in addition to speed.

We offer solutions reg. speed enforcement, tolling etc.

## References and international business activities

Vitronic has installed more than 10.000 Lidar based systems for traffic enforcement and free flow tolling worldwide. Amongst other markets the we are market leader in Germany, Denmark, Luxemburg, UAE, KSA, Oman, Morrocco, Rwanda and have significant market share in Australia, different European countries, North America and also Hong Kong.

## Target customer group and ideal local partner

Traffic Authorities, Mobility Agencies, Tolling Operators, Police

## Main areas of interest / innovation needs

Traffic Safety  
Tolling Enforcement  
License Plate Reading  
Smart Infrastructure  
Traffic Management  
City Tolling

## Project participation objectives

We would like to pay the attention to the added value of smart traffic management:

- Sound traffic safety
- Reduced congestion
- Better air quality
- Efficient traffic control



### VITRONIC Dr.-Ing. Stein Bildverarbeitungssysteme

Hasengartenstraße 14  
65189 Wiesbaden  
Germany

[www.vitronic.com](http://www.vitronic.com)

Contact person

Boris Wagner  
Phone: +49 611 7152 157  
[boris.wagner@vitronic.com](mailto:boris.wagner@vitronic.com)

Languages: German, English

Project:



Supported by:



Project of:





The Singaporean-German Chamber of Industry and Commerce (SGC) is part of a network of 140 offices of the German bilateral Chambers of Industry and Commerce abroad (AHKs) in 92 countries. The AHKs are institutions of German foreign trade promotion.

The SGC is one of the largest national Business Chambers in Singapore with a membership of close to 550 representatives from a variety of industries from Germany and Singapore. The SGC is a valuable and well-established networking platform and well connected with authorities in Singapore and Germany. Through its active industry committees SGC gives a voice to businesses.

With its distinct service unit and trade fairs arms - DEinternational and Fairs & More respectively - the SGC builds a primary source for receiving reliable information on the German and Singapore business environment as well as bilateral trade relations. 3

DEinternational serves clients in their business needs e.g. searching for business partners, organizing business missions and business trips, finding staff members and providing market analysis.

DEinternational has worked in many areas such as Energy Efficiency, Start-Ups, Education, Industrie 4.0, Finance, Research and Development and many more. Moreover, the SGC provides services in



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.

## *In collaboration with*



### Contact

info@sbs-business.com

### Rome office

Via Appia Nuova, 666  
p. +39 06 390 311 90  
f. +39 06 390 311 61

### Berlin office

Budapester Straße 31  
p. +49 (0)30 5861 994-10  
f. +49 (0)30 5861 994-99

sbs-business.com

german-tech.org

tecnologietedesche.it

agrifood.german-tech.org



# Business success through cross-culture thinking

[www.ixpos.de/markterschliessung](http://www.ixpos.de/markterschliessung)  
[www.bmwi.de](http://www.bmwi.de)

[www.sbs-business.com](http://www.sbs-business.com)  
[www.german-tech.org](http://www.german-tech.org)