



IVAM MICROTECHNOLOGY
NETWORK

Why is a
membership
in IVAM
worthwhile?

| Our Offer

OUR
ASPIRATION



IVAM is an **international** microtechnology business network and **technology marketing** expert. We connect professionals in the high-tech industries and support them in bringing innovative technologies and products to **market** and in gaining a competitive edge in **international competition**.

Your questions - our offer

We support you in developing your business, doing networking, exchanging ideas and increasing your level of awareness. With us you save time and resources in your daily work and meet professionals at eye level!

- 1 How does my company get more visibility?
- 2 How to increase my international network?
- 3 How do I get qualified contacts in any field?
- 4 How to get qualified personnel?
- 5 How do I get to know partners to develop my company strategically?

Your questions - our offer

We support you in developing your business, doing networking, exchanging ideas and increasing your level of awareness. With us you save time and resources in your daily work and meet professionals at eye level!

- 6 Where can I get know-how and orientation/information for planning the strategic development of the company?
- 7 What positive effect does membership have on the distribution of our products and services?
- 8 To what extent does IVAM membership save me resources in my daily work?

1

More Visibility



IVAM publications reach more than
10,000 experts around the world



1

More Visibility



Our other digital offerings give your company visibility to a broad professional audience



1

More Visibility





Your member profile on our website

- Increased visibility through our website
- Presentation with texts, images and videos
- Social media links
- Planned: LinkedIn profile of the contact person
- Better findability in search engines

> IVAM Microtechnology Network > Members

Microbritt Ltd



Microbritt is a Rapid Micro-Manufacturing Service which fabricates customer-defined microscale products which cannot be realised using conventional technologies. Customer use Microbritt for rapid prototyping, fabricating high-value items, to post processing wafers produced by conventional microfabrication technologies.

Customers can upload designs to be rapidly manufactured using our fabrication portal, visit: www.microbritt.com

Products

Typical customer products

- Microfluidics: products + molds
- High-aspect ratio holes in a range of materials - thicknesses to 10 mm.
- Photonics
- Gas sensing technologies
- Vapor cell technologies
- Optics
- Lens holders
- Laser technology
- Cell supports
- Biosensors
- MEMS devices
- Gyroscopes
- Accelerometers
- RF MEMS
- Graphene products
- Neuroprosthetics
- Post-processing of microscale device – including CMOS
- Complex dicing
- High-performance gyroscopes

Materials:

- Plastics
- Polystyrene
- Glass
- Silicon
- Metal molds
- PDMS
- PMMA
- Lithium Niobate
- + Many more

Services

Fabrication + Ancillary:

- Microscale fabrication of customer-defined products from a range of materials, prototypes to high value items.
- Post-processing - can handle up to 8 inch wafers.
- Metallisation
- Surface roughing
- Plasma bonding
- Single die isolation from processed wafers

IVAM member

Contact


Microbritt Ltd
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Microbritt Facility
Stephenson Reception
Stephenson Building
NE1 7RU Newcastle upon Tyne
United Kingdom

E-Mail: info@microbritt.com
Phone: +447400972039

General Information

Number of Employees: 3
Turnover: First year of trading

Social Media



2

Internationali- zation

Our international trade fairs, events and long-standing partnerships provide you with **easier access** to markets and contacts in Europe, the USA and Asia.



International trade fairs

2

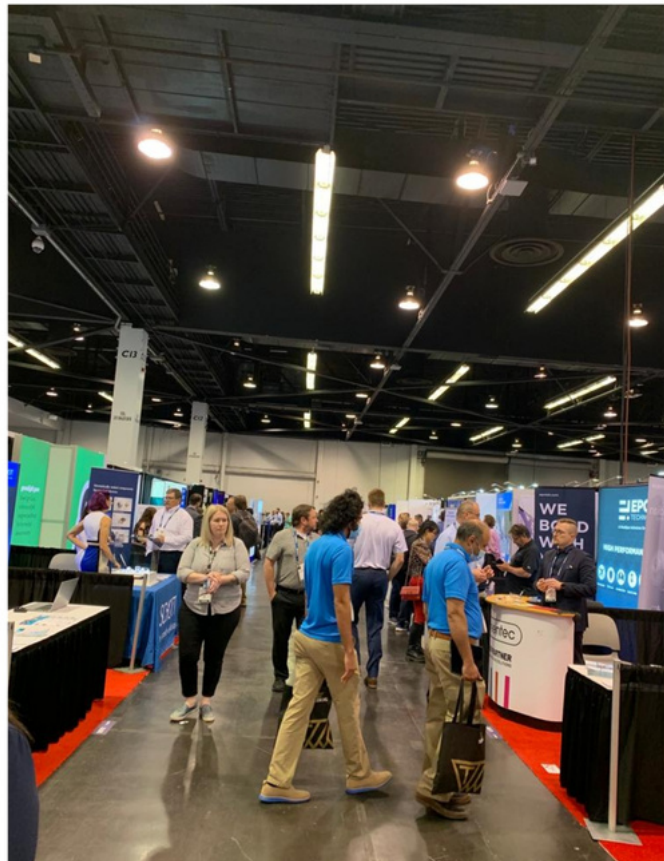
Internationalization



COMPAMED, Düsseldorf, DE



MD&M West Anaheim, CA, USA



2

Internationali- zation



Access to international markets

We provide a **jump-start** and a **time advantage** in accessing international markets.

- We evaluate **international markets** and advise you on **market entry** issues.
- We provide information on **general conditions** (e.g. licensing, customs and contract law).
- We provide information about **national and international funding programs** to support your market entry.
- We connect you with **local multipliers**.
- We advise you on **intercultural specifics**.

3

Qualified contacts



3

Qualified contacts



Digital Meetings

Meetings
On-Site



3

Qualified contacts



Mission statement

Make the world's best quantum photonic hardware

Umfeld

- We believe quantum is still largely pre-competitive ecosystem: no-one has the complete solution in-house
- Maintain a network of collaborations
- Some key partners:



At our events and expert group meetings, you will meet potential customers, project partners, service providers and international industry experts for a joint exchange!

3

Qualified
contacts



Mid-Week Coffee Break

COMPAMED HIGH-TECH FORUM

Europe meets USA

IVAM Hightech Summit

Laser Forum

QuApps

Business Growth Solutions

Spotlights on Nano- and Microtechnology

...

UPCOMING
EVENTS

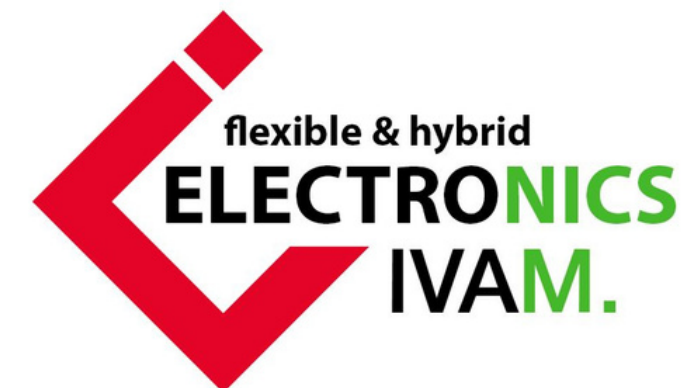
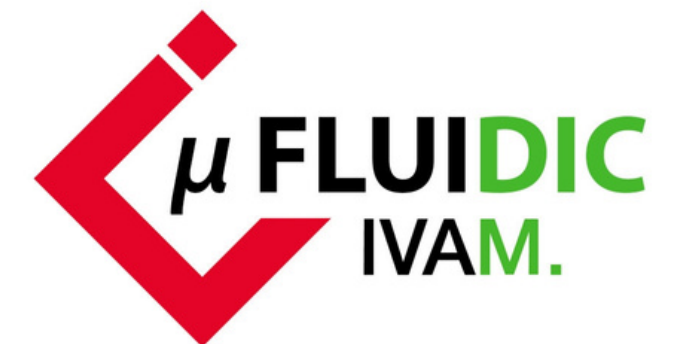
3

Qualified contacts



Our IVAM FOCUS GROUPS

The IVAM FOCUS GROUPS facilitate networking and enable a continuous exchange of information on important topics in micro and nanotechnology.



3

Qualified contacts



Content of the IVAM FOCUS GROUPS

At the IVAM FOCUS GROUPS, you can actively participate and also propose topics that you would like to discuss with other industry players.

The objectives of the IVAM FOCUS GROUPS include:

- Enable **exchange and discussion** of current challenges and problems of **technical developments** among practice-oriented experts
- Promote **dialog between manufacturers and users** along the entire value chain
- **Exchange at eye level:** mutual sharing of know-how and learning from each other, not pure knowledge transfer

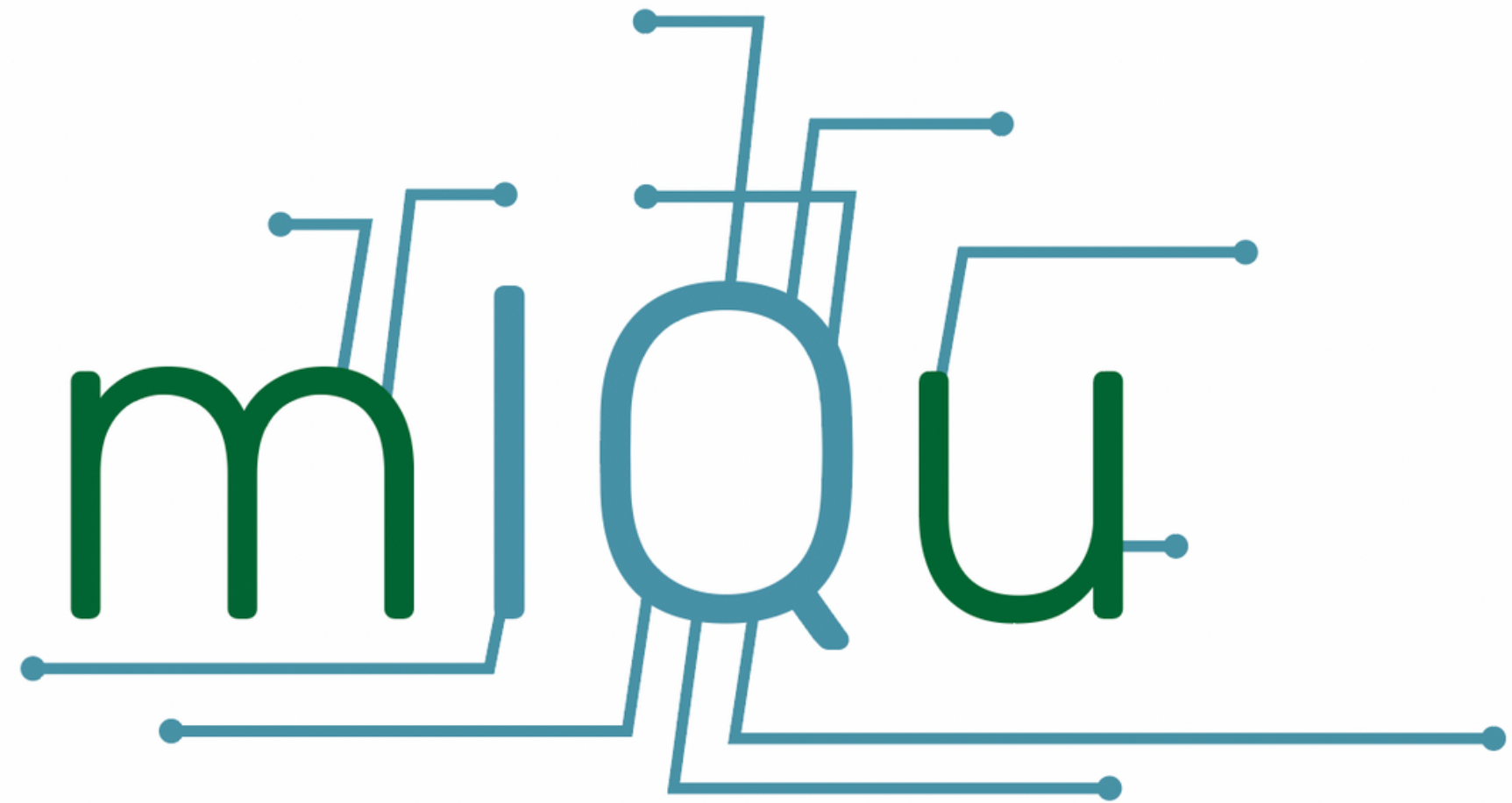
4

Qualified
personnel



4

Qualified personnel



im Rahmen des geförderten Projektes KoWeMi

- Promoting professional training in microtechnology
- Demand-based professional training
- Networking and establishment of inter-company training structures
- Cost-efficient training by using synergy effects and the broad IVAM network



5

Strategic Corporate Development



With our "Business Growth Solutions" we support you in cooperation with selected partners in all questions around business growth and business development!



5

Strategic Corporate Development



With Business Growth Solutions we provide individual consulting and service in the areas:

- Company organization/ start-up consulting/ executive coaching (partner: Metaplan)
- Patent strategies (Partner: Sonnenberg Harrison Partnerschaft mbB)
- Market studies for high-tech markets (Partner: Yole Développement)
- Research project management
- Digitization of products and work processes
- Cybersecurity
- Social Selling/LinkedIn
- Growth financing and promotion

IVAM members receive discounts on the consulting price for individual projects or the purchase of studies (YOLE) from the above-mentioned partners.

6

Information Orientation Know-How



6

Information Orientation Know-How



IVAM Research

With the IVAM survey – our annual economic data survey among industry experts in microtechnology and related key technologies in Europe – we monitor the economic situation of the industry, identify trends and perspectives.

The IVAM Executive Panel is a short survey of C-level executives on current (social) economic/political issues and a trend indicator in the MEMS industry.

> IVAM Microtechnology Network > IVAM Research > Economic Data

IVAM Survey 2022: Corona Crisis - Climate Change - Developments in the EU

22.06.2022

Climate change is on everyone's lips - yet much remains to be done. The consequences of climate change are becoming increasingly visible in everyday life through extreme weather phenomena or rising food prices due to poor harvests. That is why the demand also on companies and institutes to operate sustainably or to contribute to improving the situation with technologies and/or products becomes more and more urgent.

In this year's economic data survey, the IVAM Microtechnology Network placed a focus on the topic of sustainability/ circular economy. In this context, the expectations of the microtechnology branch from the new German Federal Government were also queried, which with the participation of the party "Die Grünen" seems predestined for a policy turnaround with regard to the climate issue.

The survey was conducted before the start of the war in Ukraine - but does not lose its relevance because, on the one hand, the status quo of the organizations after the Corona pandemic is presented and, on the other hand, the special areas queried (sustainability/new German federal



Downloads

◆ Summary of results

Recommended articles

> IVAM Microtechnology Network > IVAM Research > Executive Panel

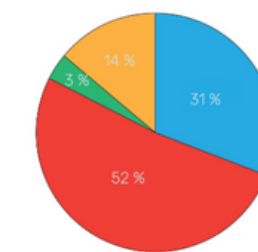
War in Ukraine: Industry experts expect significant impact on high-tech sector



04.03.2022

The Russian attack on Ukraine will not remain without consequences for the high-tech industry in Europe. As part of its Executive Panel, the IVAM Microtechnology Network has surveyed the current mood regarding the Ukraine crisis among selected executives in the micro and nanotechnology industry.

What impact do you expect this to have on the high-tech industry in Europe?



- No major impact is expected on the high-tech industry
- There will be a significant impact in various areas of the industry
- There will be devastating effects in several areas of the industry
- No assessment possible

Quelle: IVAM Executive Panel

The majority of respondents anticipate significant, in some cases even devastating, effects on the high-tech industry.



Downloads

- ◆ 15. IVAM EP War in Ukraine Evaluation.pdf
- ◆ 15. IVAM-EP Krieg in der Ukraine Auswertung.pdf

Recommended articles



10.06.2022
"Microtechnologies for Optical Devices"- IVAM presents special exhibition area at W3+ Fair 2022 in Wetzlar

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Sales Support



We support your sales activities with:

- **Speaking opportunities** at our events (e.g., Mid Week Coffee Break or IVAM FOCUS GROUPS meetings).
- Your **member profile** on our website (including product images and videos).
- **Contributions** in newsletters, on the blog, or as part of a podcast.
- Your participation in a **joint booth** at one of our trade fairs, incl. presentation slot (e.g. COMPAMED HIGH-TECH FORUM).
- Expanding your **personal business network**.
- Overview and information on **relevant target markets and trends** in the industry.

8

Saving resources



We save you time and personnel resources!

Our long-standing international partnerships give you **quick access to companies abroad**, without the hurdle of a lengthy business initiation! (see point 2)

We have checked the services of our **cooperation partners** in advance - we guarantee good quality and thus save you research time for suitable service providers! (see point 5)

At our **events** you will meet highly qualified decision makers and generate **sustainable leads** that fit to your company! (see point 3)

Exhibit with us! You don't have to worry about (almost) anything. **We take care of organizing and service** - you concentrate on your business! (see point 2)



People and contact
persons

IVAM Team



Dr. Thomas Dietrich
Chief Executive
Officer



Sandra Hinse
Membership
Relations & Events



Dr. Victoria Jakobi
Funded Projects &
Focus Groups



Orkide Karasu
Trade Fairs &
Internationalization



Christoph Kummer
IT Administration &
IVAM Website



Mona Okroy-Hellweg
Public Relations &
Marketing



Markus Rood
Business
Development &
Events



Dr. Jana Schwarze
Funded Projects &
Focus Groups



Sabine Sussiek
Financial Accounting &
Human Resources



Sina Schauss
Trainee Event
Management



Dominik Adam
Student Assistant



Kira Mahn
Student Assistant

IVAM Executive Board



Dominique Bouwes
micronit GmbH

Finance
Microfluidics
MEMS for medical
technology



Dr. Albert Hasper
PHIX B.V.

Photonics



Martin Hovestadt
Jüke Systemtechnik GmbH

Product development
System integration
Mechatronics



Matthias Lorenz
AEMtec GmbH

Medical Technology
Microsystems
technology



Bärbel Schilling
Plan Optik AG

Semiconductor & MEMS
Internationalization

IVAM Advisory Board



Prof. Dr. Harald Kuhn
Fraunhofer-Institut für
Elektronische
Nanosysteme ENAS

Automation
Smart Systems



Prof. Dr. Uwe Kleinkes
Hamm-Lippstadt UAS

Technology Marketing
Social media



Prof. Dr. Ulrich Krühne
Technical University of
Denmark

Microfluidics



Prof. Dr. Ralf-Joachim
Schulz
St. Marien Hospital
Teaching hospital of
the University of
Cologne

Medical Technology

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