



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

You are welcome to publish articles about your company or your products and technologies in our publications:

- MikroMedia e-Newsletter
- "inno" – digital high tech magazine
- IVAM Inside e-Newsletter for members



1

More Visibility

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

- IVAM Blog
- IVAM Podcast
- Press releases
- Social Media Marketing (LinkedIn, Twitter, Instagram)



1

More Visibility



Your member profile on our website

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

> [IVAM Microtechnology Network](#) > Members

AEMtec GmbH



With certified production facilities according to ISO 13485-2016 standard, AEMtec provides next level technologies for complex, custom (opto-) electronic applications to customer's specification. The company has a broad portfolio of high-end chip-level technologies, including Wafer Back-End Services, Chip on Board, Flip Chip, 3D Integration and Opto-Packaging for Medical Devices.

An extensive suite of development services as well as the production of test equipment and series production capabilities round off the range of services.

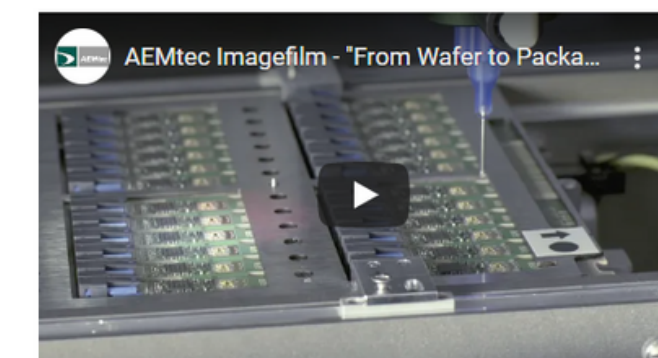
The opportunities to optimize processes and eliminate cost drivers must be fully exploited both continuously and consistently. For this purpose AEMtec provides a complete service portfolio to ensure ideal conditions. Individual requirements can be serviced and implemented in the shortest periods. Our customers appreciate rapid time-to-market of their product and can therefore secure a competitive advantage. Customers also gain from the various assembly technologies offered from a single source.

Products

- Feasibility Study
- Risk Analysis
- DFM Analysis
- Process Development
- Test Development
- Supply Chain Management
- Traceability Concepts
- Rapid Prototyping
- Qualification
- Industrialization
- Pilot Production
- All Volume Production

Services

- Wafer Back-End Service (UBM + SBA)
- Chip on Board (Thin Wire Technology)
- Flip Chip (Soldering, Glueing)
- High Precision Placement of Optical Components
- SMT
- Box Build
- Test (ICT, FCT, LTT)



IVAM member

Contact

AEMtec GmbH
Herr Matthias Lorenz
James-Franck-Str. 10
12489 Berlin
Germany

E-Mail: Matthias.Lorenz@AEMtec.com
Phone: +49 30 6392 7373
Fax: +49 30 6392 7302

General Information

Number of Employees: 195
Founding Year: 2000

Next Events:

COMPAMED [Exhibitor Details](#)



MD&M [Exhibitor Details](#)



Latest news



AEMtec GmbH opens USA Tech Center in Boston

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.



2

Internationali- zation



International trade fairs

- COMPAMED, Düsseldorf, DE
- W3 Fair + Convention, Wetzlar, DE
- MD&M West, Anaheim, CA, USA
- Medical Manufacturing Asia, Singapur, SG
- CMEF, Shanghai, CN

Our offer "all-round carefree package":

- furnished booth exclusively for members
- Presentation slots at forums
- Support before and during the fair
- B2B meetings and networking events
- Company visits on site (USA/ Asia)
- Catering at the booth
- Marketing and public relations

2

Internationali- zation



Impressions of COMPAMED



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

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



Our events on the topics:

Internationalization

- SYSTEMS INTEGRATION
- Europe meets USA

Technical presentations

- COMPAMED HIGH-TECH FORUM
- COMPAMED Innovation Forum
- LaserForum
- Spotlights on Micro- and Nanotechnologie

Corporate growth and development

- Business Growth Solutions

Future topics

- QuApps
- IVAM High-Tech Summit
- Artificial Intelligence - IVAM Entrepreneur Forum

Member Events

- Virtual Mid Week Coffee Break

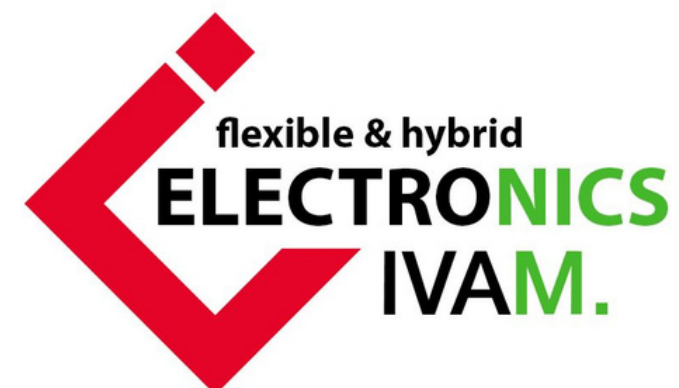
3

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:

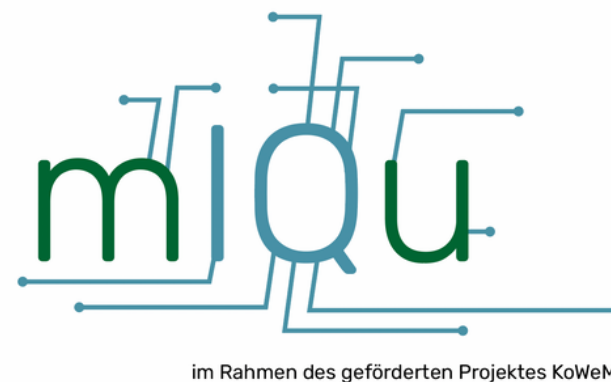
- Enable **exchange** and discussion of current challenges and problems of **technical developments** among practice-oriented experts
- Promote **dialog** between manufacturers and users along the entire value chain
- **Exchange at eye level**: mutual sharing of know-how and learning from each other,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

4

Qualified personnel

Professionals

- Free advertising of job offers on our website for members
- Job offers are published in our newsletters and thus reach a network of several thousand industry contacts
- At our events you will get to know possible new professionals
- "mlQu" project to combat the shortage of skilled workers and to provide contacts to training and education providers for the high-tech sector



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

In addition to our events, IVAM FOCUS GROUPS and trade fairs, both our publications and our Europe-wide economic data survey as well as our Executive Panel provide a good overview of current trends and topics in the high-tech markets.



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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

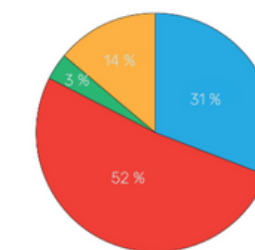
War in Ukraine: Industry experts expect significant impact on high-tech sector



04.03.2022

The Russian attack on Ukraine will not remain without consequences for the hightech 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



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



Dr. Gottfried Dutiné
Elmos Semiconductor AG

Start-Ups
Innovation Management



Prof. Dr. Uwe Kleinkes
Hamm-Lippstadt UAS

Technology Marketing
Social media



Prof. Dr. Ulrich Krühne
Technical University of
Denmark

Microfluidics



Prof. Dr. Klaus Meerholz
University of Cologne

Organic Electronics
Chemistry



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

Medical Technology

CONTACT

IVAM Microtechnology Network
Joseph-von-Fraunhofer-Strasse 13
44227 Dortmund
Germany

Tel.: +49 (0) 231 9742 168
Fax: +49 (0) 231 9742 150
E-mail: info@ivam.com
Website: www.ivam.com

