Company Catalogue and Event Programme
German Business Delegation - Smart Transport in Singapore

Singapore - 7th to 10th November 2016

In collaboration with

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

Project of

sbs
Systems for Business Solutions
Symposium: Smart Transport in Singapore

8th November 2016
Raffles Hotel Singapore, East India Room Level 1

08:30  Registration

09:00  Welcome
   Dr Tim Philippi, Executive Director, Singaporean-German Chamber of Industry and Commerce (SGC)
   Mr Thomas Nytsch, Senior Project Manager, SBS systems for business solutions

09:10  Greeting Message
   Ms Isabel Schmidt, Deputy Head, Economic, Culture & Press Departments, German Embassy Singapore

09:20  Smart Mobility 2030
   Mr James Poh, Principle Engineer ITS Development Division, Land Transport Authority

09:40  Refreshment and Networking Break

10:00  Company Presentation: iris-GmbH infrared & intelligent sensors
   Mr Alexander Giegerich, Head of Sales

10:15  Company Presentation: Materna GmbH Information & Communications
   Mr Dominik Mizdrak, Sales Director Asia

10:30  Company Presentation: ESN Bahngeräte GmbH
   Mr Hans Zayer, General Manager

10:45  Company Presentation: aio IT for Logistics GmbH
   Dr Roland Zimmerling, Managing Director

11:00  Company Presentation: Fraunhofer Institute for Transportation and Infrastructure Systems IVI
   Mr Sebastian Pretzsch, Group Manager Mobility and Travel Assistance

11:15  Refreshment and Networking Break

11:35  Smart Transport – ongoing Research Activities in Germany and TUM CREATE in Singapore
   Dr Andreas Rau, Principal Investigator, TUM CREATE

11:55  Company Presentation: BLIC GmbH
   Mr Philipp Bartz, General Manager BLIC Middle East FZE

12:10  Company Presentation: Keymile GmbH
   Mr Dieter Klein, Managing Director

12:25  Company Presentation: IFAB Institute for Applied Fire Safety Research
   Mr Rajko Rothe, Managing Director

12:40  Company Presentation: FOGTEC GmbH
   Mr Michele Barbagli, Area Sales Manager Rail

12:55  Company Presentation: INIT AG
   Mr Paul Gwynn, Managing Director INIT Singapore

13:10  Lunch and Networking Session

14:00  End of Event
Message of the German Ambassador in Singapore

Congratulations to SBS systems for business solutions and the Singaporean-German Chamber of Industry and Commerce for organising this timely match-making visit on Smart Transport in Singapore on behalf of the Federal Ministry for Economic Affairs and Energy.

And I congratulate the German- companies participating in this business development trip for the Mittelstand. You made a very good choice.

The economically prosperous city state is dynamically on its way towards a smart and sustainable Singapore. The recently held World Cities’ Summit underpinned the impressive efforts of the Singapore Government acting through various agencies with the Foreign Minister himself in charge of ‘Smart City’ at the helm.

Smart mobility as an essential part of the concept stands for energy efficient, low emission, safe, comfortable and inexpensive mobility with a particular emphasis on public transport and autonomous driving for the “last mile”. The realisation requires the efforts of the government as well as the private sector. While the state has to set the regulatory frame it is the industry that has to come up with high-end technology solutions that are economically viable.

Given its limited size Singapore is an ideal testing ground for such solutions.

As German Ambassador I am proud that the German Mittelstand has so much to offer to make smart transport a reality. Expertise “made in Germany” is a success story along the entire transport and traffic industries’ value chain. Germany’s transport and traffic industry combines extensive engineering expertise with excellent planning and implementation capabilities, sustainable project management and innovations in the area of smart technology in particular. This makes it an attractive partner for companies all around the world.

Connectivity, smart transport and smart city are also very relevant not only in our Government to Government but also in our bilateral scientific relations. The Technical University of Munich supported by the German car making industry, for example, is part of a Singaporean research cluster to explore sustainable city-transport solutions.

I wish all participants of this business development trip a successful and pleasant stay in Singapore.

Dr. Michael Witter
On behalf of the German Federal Ministry for Economic Affairs and Energy (BMWi), SBS systems for business solutions is organizing a business delegation of German SMEs to Singapore in collaboration with the Singaporean-German Chamber of Industry and Commerce.

10 selected German SMEs and engineers, in the fields of Public Transport, Smart Mobility and Smart City, will be brought to Singapore to establish a Singaporean-German business dialogue.

With four days of conferences, individual business meetings and institutional and technical visits in Singapore there will be excellent opportunities for Singaporean industry experts, companies and institutions to meet these innovative and exceptional German SMEs.

In order to develop and support bilateral cooperations, to exchange views on regulations, technologies and opportunities, and to create business between German and Singaporean companies, we would like to welcome you to the following event:

**Tuesday 08th November: Smart Transport in Singapore**
Raffles Hotel Singapore, East India Room Level 1
Time: 08:30 – 14:00

Furthermore it is possible to get in contact and request individual meetings with any one of these 10 excellent German companies in Singapore. The whole event is free of charge.

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**German Companies**

- aio IT for Logistics GmbH 5
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aio IT for Logistics GmbH offers the standard software Lewin for applications in transport or intralogistics with customized specialization. Integrated special functions such as automated package directions, arrival time determination and demand planning Milkrun raise Lewin from the competition.

Summary

aio IT for Logistics GmbH offers the standard software Lewin for applications in transport or intralogistics with customized specialization. Integrated special functions such as automated package directions, arrival time determination and demand planning Milkrun raise Lewin from the competition.
### Company profile

aio IT for Logistics GmbH is a software house and offers the standard software Lewin for applications in transport or intralogistics with customized specialization. Land transport and plant transport be planned efficiently with Lewin, optimized and tuned to available capacities, delivery time, etc. An extensive monitoring is possible in carrying out the transport. Increased process safety AutoID applications are used in particular with RFID. The applications are available on the web and operated in the cloud.

### Products / Services

- **Lewin TPS** - tour planner and optimization
- **Lewin FMS** - vehicle management system with vehicle tracking, track record, shut-down time, calculate and make available time arrival, transfer DTCO data and CAN bus
- **Lewin FES** - vehicle use system with mobile order management, identification goods in transit, reception confirmation by signature and photo
- **Lewin PPL** - Pack planner for tour dependent loading of transport means
- **Lewin SMD** - service and installation management for planning of tours of service and assembly teams
- **Lewin TMS** - Management means of transport/ mobile objects for management and tracking
- **Lewin Milkrun** - Control of a route train in intralogistics
- **RFID** for identification of cargo

### Target group

- Trading company
- Manufacturing companies cross-sector with delivery and / or shipping of goods
- Manufacturing companies cross-sector with goods transport in production halls on route trains
- Building contractors
- Forwarding companies
- Carrying Companies

### Competitive advantages

- Use of individual modules that are upgradable to a total system in transport logistics
- Automated, tour dependent planning for loading of means of transport
- Integrated transport planning up to production by controlling route trains (milk run)

### Purpose of participation in project

- Significant expansion of business activities in Singapore
- Arranging a sales partnership
- Settlement of a sales / service office

### References and export activities

- Armstrong DLW, Delmenhorst
- Bäko Ost, Klipphausen
- Gestellpool Europe, Hannover
- Henkel AG, Düsseldorf
- Hofmeister & Meincke GmbH, Bremen
- TMP Fenster + Türen GmbH, Bad Langensalza
- RICMAS International Pte. Ltd., Singapore
- Wittenstein AG, Fellbach

...
BLIC is a consulting company. We are engineers, communications and IT specialists, traffic planners and business experts with 25 years of professional experience. We develop sophisticated IT concepts and solutions characterized by an integrative approach. We either integrate your IT applications successfully into existing networks or plan entirely new systems.

MOBILITY MANAGEMENT
Comprehensive IT consulting from a single source

Summary
BLIC is a consulting company. We are engineers, communications and IT specialists, traffic planners and business experts with 25 years of professional experience. We develop sophisticated IT concepts and solutions characterized by an integrative approach. We either integrate your IT applications successfully into existing networks or plan entirely new systems.

www.blic.de
Company profile

BLIC GmbH is one of Germany's leading international consultancy companies dedicated to Intelligent Transportation Solutions in public transportation, traffic planning and traffic management systems. BLIC was founded in Berlin, Germany, in 1989 and has currently more than 40 highly skilled employees, including engineers, communications and IT specialists, traffic planners and business experts with many years of professional experience. BLIC GmbH headquarters are located in Berlin, with additional offices in Düsseldorf, Stuttgart, Braunschweig as well as in Abu Dhabi, Dubai and Washington D.C..

Products / Services

Our consulting services focus on technical design, operational planning and support as well as management consulting services for ITS systems such as Automatic Vehicle Monitoring (AVM), Real Time Passenger Information and Timetable Information Systems, Automatic Fare Collection (AFC) and Depot Management Systems. Furthermore, BLIC is a consultant for Traffic Management Systems in private Transport and Radio Communication. We offer our clients support during all project phases: problem analysis, system design, requirements specification, tendering, finance design, system implementation and guarantee settlement. BLIC is also in national and European research and development projects involved, dealing with the study of new technologies and processes.

References and export activities

Our significant successful experiences in Europe led to BLIC expanding to Asia and the Middle East, and winning a number of major ITS projects in Taiwan, Turkey, the United Arab Emirates, Saudi Arabia and the USA. BLIC participated in over 200 ITS projects worldwide with both transit agencies and DOTs.

Target group

Government Transport entities, Public transport operators and transport associations.

Competitive advantages

- The projects are implemented in accordance with the ISO 9001 certified quality management system of the BLIC
- IPMA certified project manager
- over 25 years of experience gathered from hundreds of projects for transport & research administrations as well as public and private operators

Purpose of participation in project

Extending the client base, widening the international project base and experience.

BLIC GmbH

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www.blic.de

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Languages: English, German.
Summary

We develop, produce and market specialised electronics and supplementing components to well-known public transport companies all over Europe.

Due to close co-operation with our customers we found answers to problems in the past, which have now been established as standards in the industry.
### Company profile

We develop, produce and market specialised electronics and supplementing components to well-known public transport companies all over Europe. Having served the needs of numerous regular customers in Germany for many years, we increasingly supply companies in Scandinavia, Benelux and the Far East. ESN Bahngeräte GmbH was founded by Hermann Ruf, Mannheim, in 1925. From the early thirties the company has been producing and marketing components for Mass Transit Systems and is now wholly owned by the brothers Hans (Dipl.-Ing.) and Stefan Zayer (Dipl.-Volkswirt) since the year 2000.

### Products / Services

Sensors, Potential Control, Potential Protection, Special Relays, Switching Amplifier, Cable Control, Point Heaters, Current Monitoring, Current Supply, Mounting Cabinets, Accessories, Individual Solutions

What our Products are used for:
- In connection with energy supply of tram and underground railway traction power
- Potential protection
- Instrumentation and control, monitoring of cables and point heater control
- Finding solutions to problems specific to our customers

### References and export activities

SIEMENS AG, ALSTOM AG, ABB AG Österreich, SPL GmbH, Rhomberg Bahntechnik GmbH, Westinghouse Platform Screen Doors Ltd. Singapore

Europe: Österreich, Belgien, Frankreich, Schweiz, Polen, Finnland, Norwegen, Ungarn, Spanien, Großbritannien, Türkei

World: China, Brasilien, Taiwan, Malaysia, Israel

### Target group

Our end customers are usually the operator of a public transport system with cable cars, subway/metro, whose infrastructure is technologically operated as a DC railway. All companies in the supply chain of our end customers are our target customers.

### Competitive advantages

ESN Bahngeräte GmbH is a specialist in the field of infrastructural technology of DC railways. ESN Bahngeräte GmbH has experiences which extending over several decades. Due to the high specialization, ESN Bahngeräte GmbH has secured itself a strong market position.

### Purpose of participation in project

We are looking for a partner for the local Asian and Australian markets. Ideally the partner works in the same industries and provides the portfolio of ESN as a supplement to its own activities. Due to the small volumes a pure sales agency has proven to be rather unfavourable.

### ESN Bahngeräte GmbH

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68309 Mannheim
Germany

[www.esn-online.de](http://www.esn-online.de)

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Languages: English, German.
FOGTEC is a world leading manufacturer of high pressure water mist fire protection systems. These water mist systems are not only 100% environmentally friendly but water mist systems are often more effective than conventional gas or water fire fighting equipment.

Summary

FOGTEC is a world leading manufacturer of high pressure water mist fire protection systems. These water mist systems are not only 100% environmentally friendly but water mist systems are often more effective than conventional gas or water fire fighting equipment.

www.fogtec-international.com
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FOGTEC Rail Systems, a business unit of FOGTEC Brandschutz, is specialised in developing and selling user-specific fire protection system solutions for rolling stock applications. FOGTEC Rail Systems is established in the rail vehicle market worldwide and known for its knowledge and quality of products.

Additionally, FOGTEC’s long experience give support and consulting for fire protection in public transportation.

Consulting for fire protection in public transportation.
Consulting for fire protection in trains, metros, underground facilities.
Design, development and supply of active fire protection systems for trains, metros, trams and infrastructures.

Worldwide active.
References Rail: Alstom, Bombardier, CAF, Eurotunnel, Firema, Hitachi, Kawasaki, Mitsubishi, PESA, Siemens, Stadler, Talgo
References Tunnel: Autostrada del Brennero, Dartford Tunnel, Eurotunnel, Madrid
References Stationery: Singapore Cable Tunnel, Elbphilharmonie - Hamburg, Madrid City Hall, Mecca Clock Tower, National Archives - Paris
The Fraunhofer IVI conducts applied research and development in intelligent transport systems and related fields. Under the slogan "RESEARCH.moves", over 90 highly qualified researchers work on international R&D projects and in industrial development.

www.ivi.fraunhofer.de
### Company profile

The Fraunhofer Institute for Transportation and Infrastructure Systems IVI in Dresden employs more than 90 researchers and 60 research assistants in four departments and two research groups in cooperation with TU Dresden and TU Bergakademie Freiberg and has an annual budget of €10M.

The institute is operating in a wide range of transport-related research and development topics, spanning the fields of intelligent transport systems, electromobility, traffic planning and traffic ecology, traffic telematics, sensor technologies, vehicle propulsion as well as disposition and logistics.

### Products / Services

Our research and development activities focus on enhancing technologies and products mainly for public transport operators and authorities. This includes:

Technologies for passenger information:
- Smartphone-based passenger information and navigation across transport networks
- Distribution of real-time arrival predictions for transport vehicles
- Tools for capturing traffic disruptions and for redirecting passengers on alternative routes
- Electronic ticketing and fare calculation

Technologies for electric vehicles, especially large buses:
- Algorithms for multi-axle steering
- Battery concepts and real-time battery surveillance
- Conductive fast charging implementations

### References and export activities

The Fraunhofer IVI works in national and European research and development projects in cooperation with industry and authorities in order to develop beyond-state-of-the-art solutions. The institute’s know-how and technologies are being applied in many international products and services related to transport, traffic management and electric vehicles.

### Target group

Public transport operators, transport authorities and associations, public and private operators of electric vehicle fleets

### Competitive advantages

The institute’s scientific staff is renowned in various transport related fields and is working in international research projects in order to shape the future of mobility and transport systems. The institute’s technologies are closely developed with and for companies and are mature to be implemented in market-ready products.

### Purpose of participation in project

Learning the local state-of-the-art and challenges in transport, project and market exploration, widening international relations

### Fraunhofer Institute for Transportation and Infrastructure Systems IVI

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Languages: English, German.
IFAB is a consultany and research office in the field of fire safety and is worldwide accepted. IFAB provides services for suppliers, building owners, operators, authorities and architectural offices. The fire safety concepts are developed and the evidence is provided using accepted engineering methods and fire testing.

Summary

IFAB is a consultany and research office in the field of fire safety and is worldwide accepted. IFAB provides services for suppliers, building owners, operators, authorities and architectural offices. The fire safety concepts are developed and the evidence is provided using accepted engineering methods and fire testing.

www.ifab-fire.com
**Company profile**

IFAB is one of the most experienced institutes in fire safety consultancy and research in the world. The IFAB team has been involved in fire testing since 1994, and benefits from the experience gained from over 1800 fire tests in different applications. In addition to fire testing, today IFAB also focuses on fire engineering. IFAB’s services cover fire protection consultancy, fire protection design and fire testing. The company mission is to provide innovative and effective fire protection services to clients at reasonable cost.

The company has currently 9 employees and is supported by a number of freelance employees.

**Products / Services**

IFAB provides a full range of services, from fire risk analysis and feasibility studies to the commissioning of different fire protection systems and solutions. IFAB’s background is in fire testing and research. This ensures that the design methods used and solutions provided are technically and commercially optimised, providing the best value for clients. IFAB provides:

- Fire safety consultancy
- Fire safety concepts
- Fire and smoke tests
- Computational fluid dynamics (CFD simulations)
- Expert statements
- Fire case studies
- Trainings and seminars

**References and export activities**

Deutsche Bahn - smoke simulations and fire testing in stations
Daimler - fire safety in engine test cells
Siemens, Thyssen Krupp, Hitachi Monorail, Alstom - fire safety in rolling stock
Tunnel Mont Blanc, Eurotunnel - fire testing
Singapur Power - fire testing in cable tunnels
Tongji University Shanghai - fire testing
Bombardier Canada - fire testing

**Target group**

The operators of transportation infrastructure and rolling stock systems as well as the suppliers of vehicle industries belong to the target group. Furthermore, authorities, fire brigades and organisations of civil defense are part of company’s clientele. Ideal partners have direct access to the operators of transportations systems and would be involved in new building and retrofitting projects.

**Competitive advantages**

IFAB knows fire in practice and is therefore different from other organizations that only design on a theoretical basis. IFAB’s approach is to utilise the information it has collected from numerous fire tests to ensure the most effective fire safety solutions. This gives a clear advantage when compared to simply using other modern tools like CFD.

**Purpose of participation in project**

The purpose of participation is to make IFAB well known as a provider of consultancy services in Singapore and to win new customers in the target market.
For more than 30 years, INIT has been assisting transport companies in making public transport more attractive, faster and more efficient. With integrated solutions for:
- Planning & Dispatching
- Ticketing & Fare Management
- Operations Control & Real-Time Passenger Information
- Analyzing & Optimizing

Mobility made easy.

Integrated solutions for public transport.

Summary

The Future of Mobility

www.initag.com
**Company profile**

INIT is the worldwide leading supplier of integrated planning, dispatching, telematics and ticketing systems for bus and rail. For more than 30 years, INIT has been assisting transport companies in making public transport more attractive, faster and more efficient.

Since 1983, INIT has evolved from a university spin-off to the world market leader for ITS solutions, while holding on our approach to make new technologies quickly available for public transport.

**Products / Services**

INIT provides uniquely integrated solutions that cover all operating areas within a closed loop. This way, transport providers can make use of synergies while increasing their operational efficiency and optimizing service quality.

More than 400 customers worldwide rely on our integrated solutions, which support them with their daily tasks:

- Planning & Dispatching
- Ticketing & Fare Management
- Operations Control & Real-Time Passenger Information
- Analyzing & Optimizing

and also benefit from our proven Service & Maintenance support.

**Competitive advantages**

A uniquely integrated product range and an in-depth understanding of our customers’ processes allow us to customize and implement our solutions extremely successfully. Combined with the ability to make new technologies quickly available for public transport, this provides the basis for INIT’s exceptional performance.

**Purpose of participation in project**

INIT already has a subsidiary in Singapore. With participating, we aim to maintain and extend our network. This may include finding a partner for developing the Asian Market. A major objective is gaining knowledge about strategic transport aims and infrastructure plans.

<table>
<thead>
<tr>
<th><strong>References and export activities</strong></th>
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More than 400 leading transport companies across four continents rely on solutions by INIT. Being in tune with the local conditions is important for us. That is why we are where our customers are - at currently 22 locations all over the world.

**Target group**

- Public transport authorities
- Public transport operators
- Vehicle manufacturers for buses, trams, metros, trains
- Consultants

**Languages:** English, German.

**www.initag.com**

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Languages: English, German.
Would be a shame to forget a person

IRMA MATRIX passenger counting sensors with TOF technology enable highest accuracy and reliability of your counting data and will thus deliver a solid base for your decisions.

www.irisgmbh.de
Company profile

iris-GmbH infrared & intelligent sensors develops and produces sensors for automatic passenger counting in vehicles of public transport. The sensors are mounted above the vehicle doors and are transferring the number of boarding and alighting passengers to the vehicle’s on-board computer. The count data acquired by the sensors will be used for operation optimisation, capacity planning or for revenue sharing. Main markets are Europe and the Americas. iris has subsidiaries in Atlanta, USA and Santiago de Chile.

iris was founded in 1991 and has currently 91 employees. Turnover in 2015 was 14.6 Mio. EUR, whereof more than 70% were generated outside of Germany.

Products / Services

The main product IRMA (Infrared Motion Analyzer) is a passenger counting sensor for vehicles of public transport (buses, trams, regional trains). The sensors in various product families are worldwide in operation since 1993. During the years iris did develop various sensor principles to improve the accuracy and reliability of passenger counting by covering more and more special cases at the vehicle door.

The most recent product family IRMA MATRIX counts with 3D industrial vision. Physical base is distance measurement with the Time-Of-Flight principle (TOF). This enables reliable detection at all environmental conditions and accurate counting also in crowded situations. Modern interfaces like Ethernet and CAN support quick data transfer to recent on board computers. IRMA MATRIX will be mounted without adjustment directly in door space. IP67 rating helps to increase system reliability and lifetime.

References and export activities

The counting sensors are in operation for example at BVG Berlin and German regional trains, also in Munich, Geneva, Paris, Budapest, Los Angeles, Houston, Montreal, Shanghai, Abu Dhabi and at further more than 300 transport operators worldwide.

iris supplies their sensors to system integrators, vehicle manufacturers and transport operators all over the world.

Target group

- System integrators and IT companies active for public transport,
- Installation companies,
- Vehicle manufacturers for buses, trams, metros and regional trains,
- Public transport operators,
- Consultants for public transport operators

Competitive advantages

- Reliable detection under varying environmental conditions
- Reliable counting by 3D industrial vision
- High counting accuracy also in crowded situations
- Easy integration in the vehicle
- IP65 proof housing
- Modern interfaces to the on-board computer

Purpose of participation in project

new contacts to further system integrators and other potential customers in public transport

iris-GmbH infrared & intelligent sensors

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www.irisgmbh.de

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Languages: German, English.
KEYMILE is a leading supplier of telecommunications solutions for secure and deterministic data transmission in mission-critical networks.
KEYMILE GmbH
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Company profile
KEYMILE is a leading supplier of telecommunications solutions with key facilities in Germany and Switzerland. The systems developed and produced by KEYMILE are used for secure and deterministic data transmission in mission-critical areas of telecommunication networks used by railway companies, energy suppliers, oil and gas utilities and authorities. To protect data transmission, KEYMILE uses high-tech security and encryption concepts. The company has subsidiaries and partners worldwide and has installed systems in more than 100 countries.

Products / Services
XMC20
Full Hybrid Multi-service Access & Transport Platform. XMC20 is a purpose-built multi-service telecommunication family of network elements. It was designed to meet the stringent access & transport networks requirements for mission-critical systems.

LineRunner IS
Industrial switch family LineRunner IS 3400 are units for the transmission of mission-critical data in dedicated networks.

Services
As a manufacturer of innovative data transmission solutions, KEYMILE provides its customers with comprehensive services throughout the complete life cycle of a network – from the design via the implementation to ensuring a smooth operation.

References and export activities
Deutsche Bahn, Germany
Deutsche Telekom, Germany
Deutsche Flugsicherung, Germany
RWE, Germany
SBB, Switzerland
Indosat, Indonesia
TOT, Thailand
Indian Railway, India
Petroleum Development Oman, Oman
M-Electronics, Singapur

Target group
KEYMILE’s target groups are operators of mission-critical networks such as railways, air traffic control, utilities, oil and gas companies as well as authorities, police and defence institutions.

Ideal partners have direct access and tight connections to these corporations and institutions as well as the competence to offer our products.

Competitive advantages
Made in Germany und Switzerland.
Extensive experience and longstanding presence on the market.
Robust systems for parallel transmission of packet-based and SDH/PDH based data.
Data encryption based on quantum physics.

Purpose of participation in project
Winning new customers and value-added partners, to generate a further growth in market share.
Promoting KEYMILE on the Asian market.

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Languages: English, German.

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Materna ips is a leading provider for check-in, bag drop and access solutions to airports and airlines.

www.materna-ips.com
Under the brand Materna Integrated Passenger Services, Materna develops and distributes innovative and intuitive solutions for airlines, airports and ground handling agencies to simplify the processes involved in passenger handling for many years. Materna provides airlines and airports 360° complete portfolio of services for automated passenger handling: from check-in and Self Bag Drop hardware through to software implementation, services and maintenance. These include CUSS-based solutions for kiosks, Web check-in, automated baggage handling as well as Secure Access solutions and Self-Boarding. With over thirty years experience Materna supports its customers in the optimization of efficiency and safety.

Check-in:
Kiosk, Web- and mobile check-in

Bag Drop:
Self-Service Bag Drop

Access:
Secure access, lounge access, self boarding
Payment for extra services (flight upgrades, excess baggage)
Biometric recognition
Services (Hosting, Monitoring, Field Services)

References and export activities
Airports:
London Gatwick, Vienna International, Oslo, Hamburg, Toronto, John Wayne California, Jakarta Airport

Airlines:
Emirates, Lufthansa, Eurowings, Swiss, Austrian, easyJet

Target group
Customers are Airlines, Airports and Ground Handling Agencies.
Direct sales activities and partner sales.

Competitive advantages
Hard- and Software solutions
Own certified CUSS Plattform and applications
Complete Self Bag Drop range
One-stop-shop: Consulting, implementation and service.

Purpose of participation in project
Contact to airline and airport executives as well as to partners.
Presentation of Materna portfolio.

Materna GmbH Information
& Communications
Vosskuhle 37
44141 Dortmund
Germany

www.materna-ips.com

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Languages: English, German.
About SBS systems for business solutions

SBS systems for business solutions has been an experienced consulting firm for renowned international projects since 1999. The company offers services such as market development, customer research and trade fair follow-up for the German and Italian market. SBS applies cross-cultural thinking and custom-made solutions that overcome intercultural borders to find the right partners in the most emerging and attractive markets. With its offices in Berlin and Rome, SBS stands for almost 18 years of experience in the development, planning and implementation of international projects, workshops, events and B2B business meetings and individual market entry strategies. SBS generates and successfully coordinates international teams tailored to each target market and sector. Since 2006, we have done project management for more than 40 projects on behalf of several German Federal Ministries and Institutions as well as Governmental Institutions from other countries. Among our clients are over 400 German and International private companies.

About the Singaporean-German Chamber of Industry and Commerce

The Singaporean-German Chamber of Industry and Commerce (SGC) was founded in 2004 and is part of a network of 130 offices of the German bilateral Chambers of Industry and Commerce abroad in 90 countries. The Chamber is one of the largest national Business Chambers in Singapore with a membership of approximately 500 representatives from a variety of industries. With its distinct service unit and trade fairs arm, DEinternational and Fairs and more respectively, the SGC is a primary source of reliable information on German businesses in Singapore as well as the business and economic scene in Germany. Non-members and existing members can draw from the Chamber’s resources and as a membership organisation, the SGC serves as a valuable networking platform. Through its active expert groups, it gives a voice to businesses that is multiplied further through its solidarity with other Europeans and national Chambers. The SGC also fulfils public obligations on behalf of the German government.