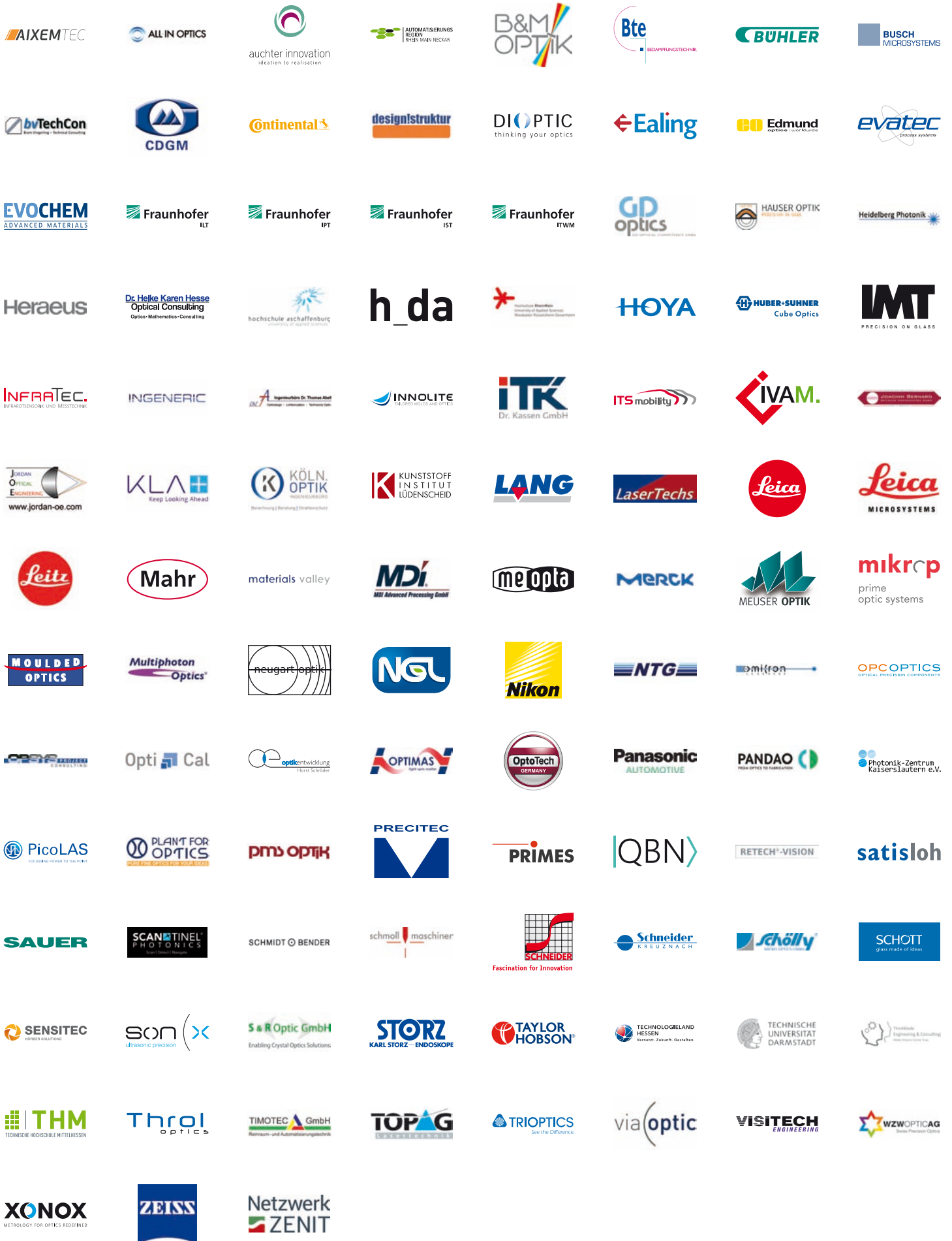




optence
networking in photonics

EXPERTS. FORUM. OPTICS

OPTENCE E.V. MEMBERS



Ladies and gentlemen,

what are the benefits of a network? And what exactly does our Optence network offer?

This brochure will give you the answers. It will stimulate your curiosity and create enthusiasm for our network.



Basically, a quote from Diane Helbig, a successful businesswoman, says it all:

Networking is an investment in your business.

**» It takes its time and can achieve great results, if it «
is done properly.**

Fruitful networking is a long-term undertaking and success is rarely immediate. You must give yourself time for it and seize opportunities to get to know others, build confidence and address issues of common interest.

The second part of the quote is particularly important: Networking must be done properly, and "doing it right" is our cluster management task. We create a platform for you. We bring together people with ideas and people with resources. We love to do this, we are good at it and we have a lot of experience.

On the following pages you will find out, what exactly "doing it right" means to Optence.

Kind regards

A handwritten signature in blue ink that reads "Daniela Reuter". The signature is fluid and cursive.

Daniela Reuter

Executive Director, Optence e.V.
Optical Technologies Expertise Network

OPTENCE STANDS FOR EXCELLENCE

We have a successful history

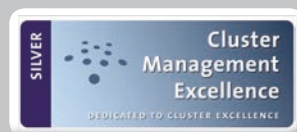
Optence e.V., the regional Optical Technologies Expertise Network for Hesse and Rhineland-Palatinate, was founded in 2001 upon an initiative of the Federal Ministry of Education and Research. In its twenty years of existence it has become an established part of the German cluster landscape and has attracted over 100 members.

We stand for certified quality in networking

Optence has repeatedly been awarded with the Silver Label Certificate of the European Cluster Excellence Initiative. Continuous development and improvement of the cluster is the basis for successful certification by an external auditor. This is achieved by excellent member services, stable financial management, qualified staff and a high level of innovative strength. At present the Silver Label is held by 136 clusters in 21 countries.

We are an outstanding innovation network

As an "outstanding innovation network" Optence is a member of the go-cluster established by the Federal Ministry of Economic Affairs and Energy. The go-cluster programme is part of the cluster policies and excellence activities of this Ministry and enables cluster management organisations to further develop their innovation clusters.



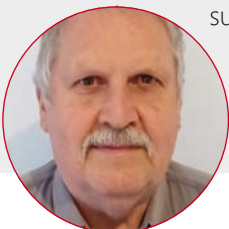
As a forum for cooperation and know-how transfer Optence offers:

- Regular meetings of working groups, where experts discuss and expand on technological core areas – a good basis for collaboration
- Networking days and member meetings on a regular basis
- Symposia and technical events such as the Wetzlar Autumn Conference on Modern Optical Manufacturing offered by our cluster management organisation **Photonics HUB**
- Direct individual advice and arrangement of cooperation projects
- Organisation of delegation trips
- Cooperation with national and international partner networks to identify the right contact partners for our members abroad and in user industries



MEMBER COMMENT

"Networking is vital for our business. Therefore, we have been active member of Optence since its foundation. We are pleased that Optence now is one of the most important and active networks in photonics in Germany. New contacts to other industrial companies and to universities as well as our participation in working groups are very valuable to us. Together with other members and the support from Optence, we were able to realize our first publicly funded research project."



Dr. Udo Umhofer
TOPAG Lasertechnik GmbH

SERVICE OFFER



Our range of services for members

- **Contacts**

to the regional, national and international photonics industry and to user industries by means of our events, delegation trips and international activities

- **Information**

on

- current technology trends
- state, federal and EU funding programmes

- **Marketing support**

- publication of press releases in our newsletter, on our homepage and in the social media
- partnerships during events
- joint stands at trade exhibitions
- gratuitous online job market

- **Assistance**

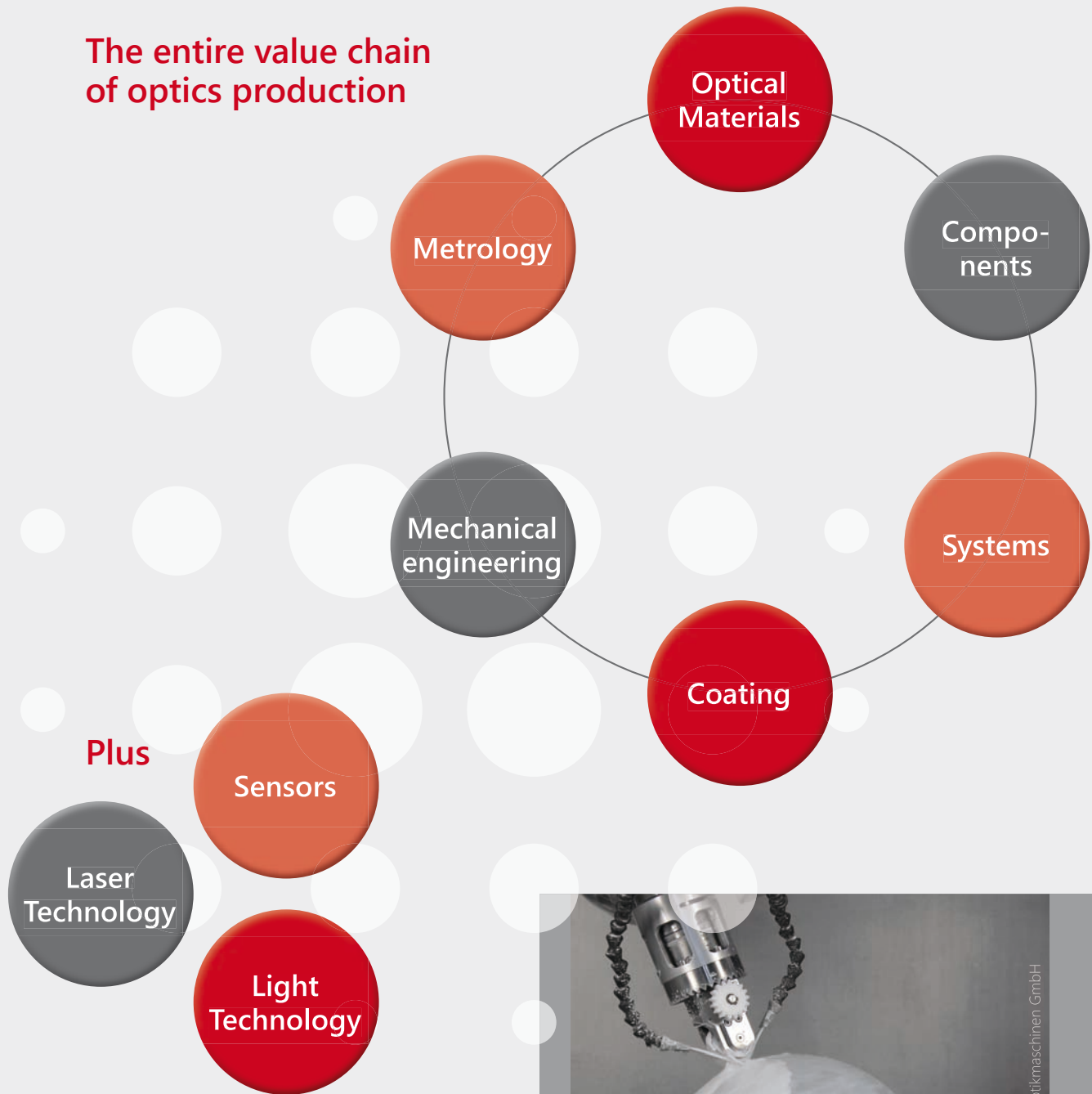
in internationalising member companies

- **Lobby**

for our member companies in politics and associations

TECHNOLOGICAL CORE AREAS

The entire value chain
of optics production



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MEMBER COMMENT

"In application-oriented research close exchange with industry is important for us to be able to develop innovative solutions and concepts for our customers. Thanks to Optence we can network with companies, share our research findings and receive new impulses from industry."



Cornelia Rojacher
Fraunhofer Institute for Production Technology (IPT)
Research Associate, Optics

Photo: © Fraunhofer

BENEFITS



In good company

Over 100 companies, research institutes and organisations have decided to join Optence.

More than 70% of them are **small and medium-sized companies** with high innovative power, which we support in finding short-cuts, accelerating innovation and making their portfolio more widely known.

Optence members also include well-known **large optical enterprises**. They profit from cross-company contacts within this sector and with user industries.

Research institutions such as universities, technical colleges and Fraunhofer Institutes can get in touch with industrial companies more easily. The annual presentation of the Optence **research award** for outstanding bachelor and master theses promotes junior scientists.

Start-ups benefit from a free membership for up to three years after their foundation and from an exchange with established companies.

MEMBER COMMENT

"Optence provides an excellent access to the German optics network for SCHOTT. The events and discussions promote new industrial contacts and enhance exchange with new fields of application and technology. This is decisive for SCHOTT, when developing new products and solutions."

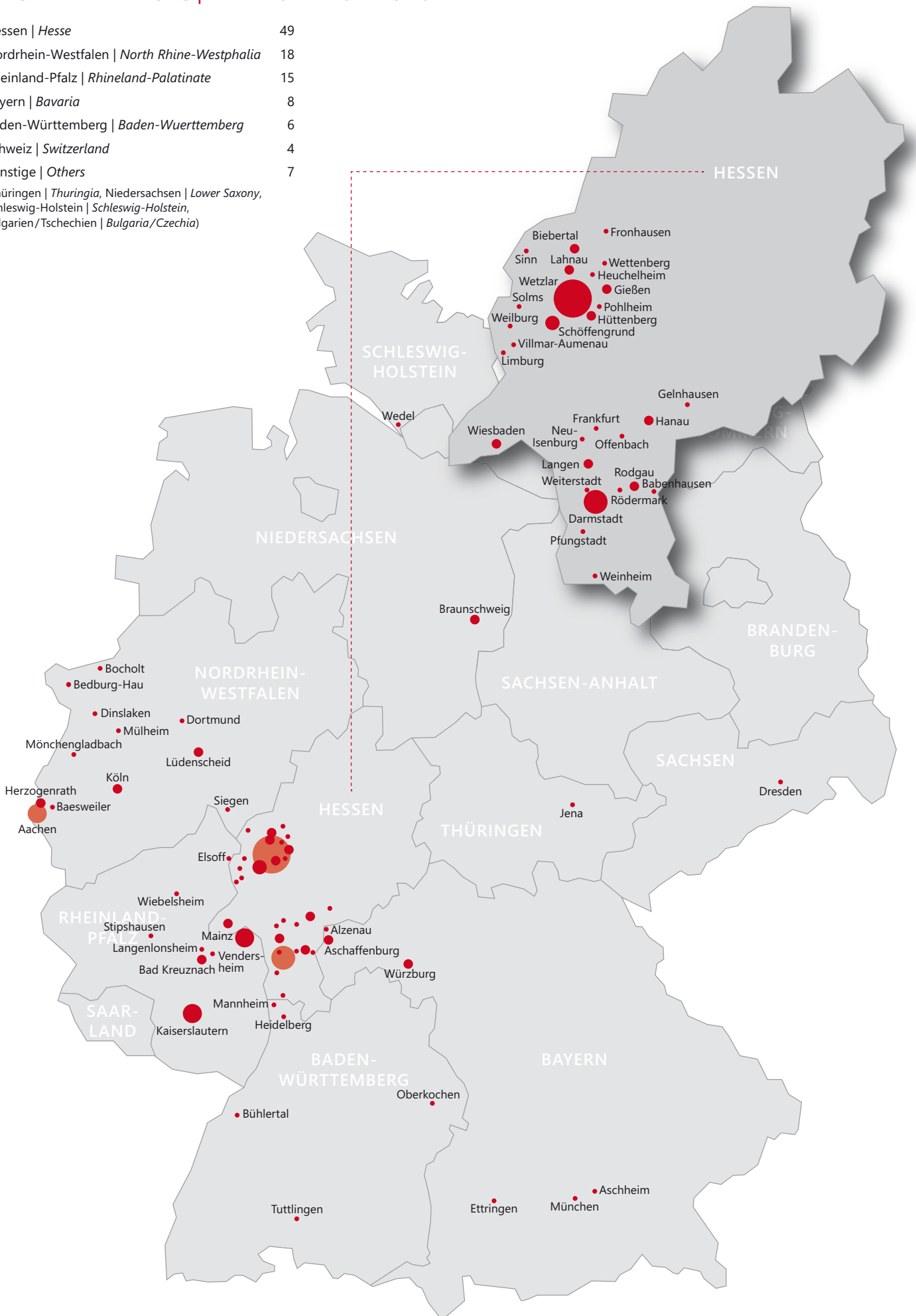


Hartmut Zahel-Mahlberg

Vice President Strategic Business Field Optical Industry, Business Unit Advanced Optic, SCHOTT AG

MITGLIEDERVERTEILUNG | MEMBERSHIP DISTRIBUTION

| | |
|---|----|
| Hessen <i>Hesse</i> | 49 |
| Nordrhein-Westfalen <i>North Rhine-Westphalia</i> | 18 |
| Rheinland-Pfalz <i>Rhineland-Palatinate</i> | 15 |
| Bayern <i>Bavaria</i> | 8 |
| Baden-Württemberg <i>Baden-Wuerttemberg</i> | 6 |
| Schweiz <i>Switzerland</i> | 4 |
| Sonstige <i>Others</i> | 7 |
| (Thüringen <i>Thuringia</i> , Niedersachsen <i>Lower Saxony</i> , Schleswig-Holstein <i>Schleswig-Holstein</i> , Bulgarien/Tschechien <i>Bulgaria/Czechia</i>) | |



THE ORGANISATION

Board of Directors

Chairman

Dr. Jürgen Petter
AMETEK, BU Taylor Hobson

Deputy chairman

Raimund Bayer
Ernst Leitz Wetzlar

Other members of the Board

Helge Vogt
Edmund Optics

Dr.-Ing. Olaf Dambon
son-x GmbH

Matthias Pfaff
OptoTech GmbH

Office

Our Office is located in Wörrstadt, Rhineland-Palatinate, surrounded by vineyards. Sounds idyllic but at the same time the excellent infrastructure of the Rhine-Main area also allows us to reach our members quickly, to organise central events and to "take off" internationally.

Contact

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Fax +49 (0) 6732 93 51 23
reuter@optence.de | www.optence.de



The **statutes** can be found on our homepage. Postal delivery upon request.

Membership fees: For start-ups membership is free for up to three years after foundation. Annual membership fees are 530 € for sole proprietors, 1600 € for small and medium-sized enterprises under 20 employees, 2600 € for SMEs with 20 and more employees, and 3800 € for major industrial corporations. For further information, please refer to www.optence.de.

MEMBERSHIP ADVANTAGES AT A GLANCE

Networking

- Free attendance at networking days
- Company presentation in our newsletter
- Listing in the member section of the website
- Storytelling on linkedIn and Xing
- Free listing in the member brochure

Participation

Optence members can participate in our expert circles, exert influence on R&D projects and are granted full access to the findings.

At our conferences you are welcome to name a chairperson or a speaker from your company to present your position in your target group.

Discounts for events, training and joint fair stands

Optence members get a 10% discount on events, training seminars or joint fair stands (organiser Photonics Hub), often the rebate is also granted at events organised by partner networks.

Promotion of young talents

- Annual presentation of the Optence promotion award
- Support for universities in making known their degree programmes

Firsthand knowledge transfer

- Working groups
- Special events
- Interdisciplinary and/or international cooperation events with other cluster organisations

Marketing assistance

- Partnerships in different event formats
- Joint fair stands
- Publication of press releases of our members

Free online job market

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