



## Investor Services in Berlin

A Unique Program for Expanding Companies

## Working hand in hand for your business in Berlin

### **Is your company looking to relocate to or expand in Berlin?** Take advantage of our Investor Services!

Important decisions with regard to relocating and/or expanding are decisive to every company's development. The Investor Services team at Berlin Partner will work with you from the very beginning of the decision-making process. Your company can take full and immediate advantage of the city's outstanding Investor Services program and experience as quickly as possible the benefits of doing business in Berlin.

#### **One-Stop Support**

Our Investor Services division is the one-stop partner for companies based in Berlin or companies interested in relocating to Berlin. Our team will coordinate all of the services offered by the various institutions working to promote business expansion in Berlin. Our cooperation with these institutions is entirely customer-oriented. Their services are coordinated by us which enables a quicker decision-making process that allows you to concentrate on your key mission: successful business in Berlin.

#### **One-On-One Advisory Services**

Our teams function as guides and external project managers. They review the criteria and timetable for your business decisions and create custom-made solutions for your company. Services provided at the district level are also included. We coordinate these administrative issues for you.

#### **Ongoing Support**

If your company is looking to relocate to or within Berlin, our team will provide you with support in the relocation stage, but also during your business launch and throughout the ongoing development of your company.



## Our services for your company

### Our Investor Services team will coordinate the following services and ensure their successful implementation:

**> Are you looking for a new location in Berlin?**

Our team of experts will work with you to find the ideal property for your company whether for rent or purchase. Our Real Estate Database at the [www.BusinessLocationCenter.de](http://www.BusinessLocationCenter.de) business portal provides you with access to a wide range of private and public commercial property available in the region. State-owned property is handled by our partner, the Liegenschaftsfonds Berlin.

**> Do you have questions relating to subsidies and financing?**

Our team will create financing solutions tailor-made to your company. Our partners include the Investitionsbank Berlin (IBB), Berlin-based commercial banks, the KfW Development Bank, the Bürgschaftsbank Berlin-Brandenburg and the Department for Economics, Technology and Women's Issues.

**> Is your company looking for qualified employees?**

Allow our team to show you what Berlin's workforce has to offer. In coordination with Germany's Federal Employment Agency, the Berlin's government administration and a number of private partners, our team will assist you in the search for specialists and management staff. After reviewing your company's requirements, we will inform you on recruitment options and initiate and support the selection process. We will also help facilitate training, qualification and visas. In addition, your company is invited to post its job opportunities free of charge on our job portal [www.talents-in-berlin.de](http://www.talents-in-berlin.de).

**> Do you need quick assistance in administrative matters and permit processes?**

Our team will work on-site on your behalf at the various Berlin district authorities and accompany you throughout the entire process. We will work closely with district administrative offices, Berlin Senate departments and other public authorities to achieve your goals. We will also bring the relevant authorities together at one table and ensure a joint effort for your expansion in Berlin.

**> Are you looking to tap new markets abroad?**

Our Investor Services team coordinates services for companies interested in establishing distribution channels abroad, planning foreign investments or looking for global business partners. Berlin Partner will advise you in all matters relating to foreign trade and also provide you with information about EU subsidy programs. In addition, we will organize joint stands at international trade fairs and help you take advantage of the services provided by the Chambers of Industry and Commerce (IHK).

**> Do you need assistance in retaining your location in Berlin?**

Our team will examine the various offers that could assist in stabilizing your company, business unit or operations. Among the options are the programs provided by the Investitionsbank Berlin, the IHK Roundtable in cooperation with the KfW Mittelstandsbank and the Turn-Around Advisory Services offered by the IHK and Handwerkskammer.

**> Are you eager to bring technological innovations to market?  
Are you looking for partners for R&D projects?**

Let our team provide you with information on the opportunities available in the field of technology and innovation transfer. The TSB Technology Foundation Berlin then provides support in transforming innovative research into new products and processes as quickly as possible. As a foundation, the TSB is available as a trusted expert in all matters relating to technology, innovation and cooperation. Tech-oriented companies are invited to take advantage of the coaching programs provided by the Investitionsbank Berlin, including their "ProFIT" and "Innovationsassistent" programs.

**> Are you looking for cooperation partners at companies and organizations?**

Our strategic network unites the expertise and performance of many partners active in the business, political and administrative fields. Our team will provide you with valuable contacts to companies and institutions on both district and state levels as well as to various business chambers and associations.



## Successfully implemented: Investor Services in Berlin



Dr. Sebastian Knorr and Dr. Matthias Kunter, Managing Directors

### imcube labs GmbH

*“We are a rapidly growing company in constant need of highly qualified IT employees. The Investor Services team provided us with excellent help in finding new and qualified staff in cooperation with the Federal Employment Agency. We were positively surprised that such a service is available to Berlin-based companies.”* Dr. Sebastian Knorr and Dr. Matthias Kunter, Managing Directors

imcube labs GmbH was founded out of the Technische Universität Berlin (TU) and develops and licenses innovative 3D technologies for the conversion of two-dimensional films into three-dimensional or stereoscopic films.

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



Olaf Höhn, Managing Director

### Florida-Eiscafé KG

*“The Investor Services team helped to drive forward our plan to equip our property with the necessary supply lines, and in doing so they created the conditions that allowed us to continue producing in our home district of Spandau. We also received support for our goal of manufacturing our ice cream in an energy-efficient and CO2-neutral way. With the help of the TSB Technology Foundation, we were able to cooperate with two research groups at the Technische Universität Berlin (TU). Our operation is now being built according to the latest high-tech energy standards.”* Olaf Höhn, Managing Director

Florida-Eiscafé KG operates four branches in Berlin and supplies roughly 200 clients across Germany. The medium-sized company invested roughly €2.6 million in their new factory near the Zeppelinpark. Forty new jobs will be created in the first year of production alone.

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



Kai Großmann and Stephan Haagen, Board Members

### Aperto AG

*“We are a communication agency that works creatively, responsibly and in a solution-oriented manner, which is why we’re always looking for employees who fit exactly these criteria. The Investor Services team provided us with excellent advice on the Berlin job market and other opportunities for acquiring personnel. They also informed us about subsidies and financing options in Berlin, plus they put us in contact with the right people right away.”*

Stephan Haagen and Kai Großmann, Board Members

The growing demands of the ever-changing media landscape have prompted the Aperto Group to unite all fields of both traditional and digital communication under one roof. Among the members of the group are Aperto, Plantage Berlin, Greenkern, Aperto Move, Aperto Online Marketing and Aperto Plenum. [www.aperto.de](http://www.aperto.de)



Wilhelm Schlemmermeyer, Plant Manager

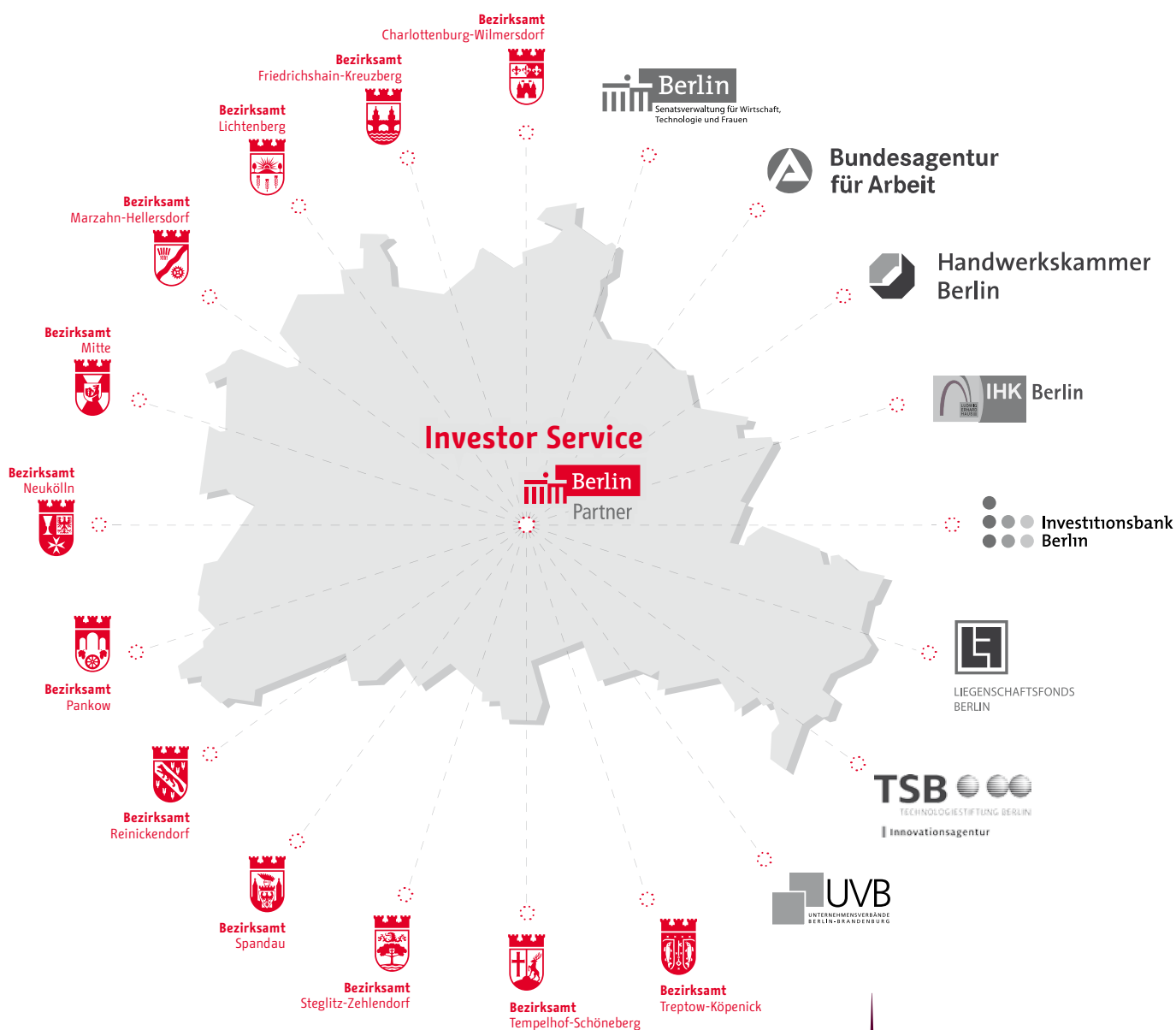
### B. Braun Melsungen AG

*“Our Berlin plant recently won an internal competition for a major contract to manufacture a new sterile product. The Investor Services team provided us with comprehensive information and advice during the application process. The important contacts we gained via Berlin Partner, such as those to the TSB and the IBB, allowed us to bring the product development of the new sterile container to Berlin for the first time.”* Wilhelm Schlemmermeyer, Plant Manager

B. Braun Melsungen in Berlin manufactures sterile injectables (ampoules) for hospitals and pharmacies and has a workforce of over 370 in its pharmaceutical division. From 2009 to 2011, over €25 million was invested in two new production lines. Further investments in operations and equipment totaling €45 million are planned by 2014. [www.bbraun.de](http://www.bbraun.de)

# The network for your success

Our Investor Services ensure excellent cooperation with all institutions in Berlin.  
Berlin Partner GmbH coordinates Investor Services on behalf of Berlin's government.



### An overview

### Our services for your company

- > Location scouting and assistance in finding commercial space
- > Information on subsidies and financing opportunities
- > Support in recruiting and training qualified employees
- > Assistance in administrative matters and obtaining permits
- > Foreign trade advisory services aimed at tapping markets abroad
- > Support in retaining your location in Berlin
- > Information on technology and innovation transfer
- > Top contacts to partners, companies and organizations

Our Investor Services team works in a result-oriented manner to create solutions for your company. The advantage for your company: One-stop support for relocating and expanding companies – professional, confidential, quick and with no red tape!

**Support from our Investor Services team is provided to you free of charge.**

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[www.berlin-partner.de/unternehmensservice-aktuell](http://www.berlin-partner.de/unternehmensservice-aktuell)

Berlin Partner GmbH is Berlin's official business development agency and capital city marketing company. It supports investors in setting up operations in the capital, assists in the ongoing development of Berlin-based companies, supports local businesses in all matters relating to foreign trade and promotes the capital as a leading location for business.

The agency receives the majority of its financial backing from private companies and is commissioned by Berlin's government to develop and implement city marketing strategies and campaigns. Berlin Partner's public-private structure allows it to stand out as a unique model of a highly successful, internationally oriented Investment Promotion Agency.

#### Your Contact



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