

# OUR SERVICES FOR YOU

Berlin Partner is the prime address for companies in Berlin. We offer customized support in deciding on Berlin as a location and in implementing your projects on site.



## Location Service

With the Business Location Package we support you in finding the right location for your company in Berlin.



## Innovation Service

With the Business Innovation Package, we determine your innovation needs in a personal meeting and network with suitable partners from science and business.



## Finance Service

With the Business Financing Package we support your search for suitable funding programs for your investment or innovation and provide recommendations for your application.



## Talent Service

With the Business Talent Package, we support you in your search for skilled personnel as well as training, qualification, and residency issues as part of your investment project.



## International Service

With the Business International Package we support you, among other things, in the search for international cooperation partners, if necessary also with the involvement of the Berlin business representative offices in China and the US.



## Sustainability Service

With the Business Sustainability Package, we show you ways to strengthen your corporate sustainability and network with sustainable business players in Berlin.





## Location Service

The direct route to your property

An overview of Berlin as a business location: with 3D and 2D maps, location information, and infrastructure data. Free of charge and usable via your web browser.

**Berlin Economic Atlas**



### What is part of the Location Service?

Would you like to settle or change your business in Berlin?

We provide you with a comprehensive overview of office locations, commercial sites, and development areas in the city and research suitable offers; neutrally, objectively, and free of charge.

We support you until your shortlist is ready.

### We are at your side.

We organize property viewing tours and accompany you to the properties of your choice. With us you meet the providers of the real estate. We will inform you about the infrastructure, transport connections, and living in connection with the selected locations. If necessary, we establish contacts with the Berlin administration.



# Location Service

Our service for you

## Location Information

Information on the commercial real estate market – office locations and commercial areas in Berlin

Contacts with project developers and service providers in the real estate industry

Presentation of the Berlin Economic Atlas including a 3D city model of Berlin in the Business Location Center

Information about the Berlin housing market

## Research

Support in the creation of a search profile

Search for suitable areas, detached from ownership conditions

Online information on currently available commercial space in the real estate portal

Contact with BIM Berliner Immobilienmanagement GmbH, the Senate Administration, and the Berlin districts

Information on planning law

## Viewing

Organization of location tours and accompaniment to viewing appointments

Support until you have created a shortlist





## Finance Service

### Funding programs for investment and innovation

Berlin offers attractive funding opportunities for all phases of business development – from start-up to growth financing. Financial incentives range from public loans, guarantees, and equity capital, to direct grants for investment and innovation projects.

### What is part of the Finance Service?

Are you planning to settle in Berlin, do you want to grow at the location, or are you planning an innovation project? Our experts will find the right financing solution and provide you with valuable information on how to apply for funding. We work closely with project sponsors, development banks, and potential financing partners at the state, federal, and EU levels.

### This is how it works:

Together, we discuss the plans for your project, which should ideally already be available in the form of a project description or a business plan. We will check with you which funding and financing instruments come into consideration, establish contacts with relevant players, and provide you with important information for your application.



# Finance Service

Our service for you

## Fact Check

Information on funding and financing offers in Berlin

Information on subsidies for specific industries in Berlin

Research on the degree of innovation

Tips for your project description and business plan

## Financing Options

Information on financing through loans, guarantees, equity, private equity, etc.

Presentation of suitable funding programs

Contacts with potential public financing partners (development banks, public VCs, etc.) for investment or innovation projects

Preliminary coordination with the IBB development bank and project sponsors

## Funding Programs

Investment funding for companies in Berlin: GRW Program

Innovation funding for business and science in Berlin (including ProFIT, Transfer-/Coaching-BONUS)

Innovation and property rights funding by the German Federal Government (including ZIM, go-inno, and WIPANO)

EU funding programs for innovation and cooperation, including Horizon Europe





## Talent Service

The right professionals for your jobs

With more than two million people in employment, Berlin is Germany's largest labor market and talent pool. Every year, several tens of thousands of (inter)national talented people move to the city. More than 190,000 young professionals study here, and more than 30,000 graduates enter the job market each year.

Talent Portal



### What is part of the Talent Service?

You would like to settle or grow in Berlin? We give you a comprehensive overview of the availability of skilled workers, wages, and salaries. We show you how to find the right talent, and how to retain it. We support you in recruiting until your positions are filled and the employees have arrived in Berlin.

### We care.

We discuss your plans and vacancies together and provide you with market-neutral information on talent availability, target group-specific approaches, and potential recruiting tools. In addition, we support you in applying for work permits for your non-EU employees and ensure that your new employees settle in well here in Berlin with our welcome offers.



# Talent Service

Our service for you

## Recruiting Support

Data on availability of skilled workers, wages, qualifications, and languages

Support with your recruiting strategy

Tips for creating job profiles

Publication of your job offers on our [Job Portal](#) and via social media

Contacts in our strong network of potential recruiting partners

Access to Career Services and alumni offices of the universities

## Welcome Offers

BIS - assistance in applying for residence permits for talent from non-EU States

[Dual Career Service](#) - Advice for spouses or partners of strategically important specialists and executives also moving to Berlin

Welcome packages and bus tours with initial information about Berlin for your new employees

Guide and checklists for new Berliners at the [Talent Portal](#)

For relocations to Berlin: Presentation about Berlin for the staff at the previous company headquarters

## Personnel Marketing

Publication of your job offers on our [Job Portal](#)

Visibility as a Berlin employer in the industry presentations on [talent-berlin.de](#)

[Short videos](#) introducing appealing jobs at Berlin companies

Promotion of your recruiting events via [talent-berlin.de](#) and our social media channels





## Innovation Service

### More innovation through research cooperation

Berlin is a leading research and technology location with close links between science and business. Here, everyone can find the expertise they need to strengthen their own competitiveness with innovations.

Attractive cooperation and support offers are available for all phases of product development.

**Berlin's science at a glance**



### What is part of the Innovation Service?

Whether a start-up or a global player: Almost every company can benefit in many ways from cooperation with universities and research institutions. Our experts support you in the new and continued development of products or processes – from project definition and the search for partners to financing.

### This is how we help you.

We help you find innovation with our matchmaking events and referral services. We network directly with potential partners and determine which funding and financing instruments at the state, federal, and EU level are suitable for your project. We discuss your plans for the project together and support you with trend and potential analyses. Berlin is a creative laboratory. We open it up for you.





# Innovation Service

Our service for you

## Innovation and Cooperation Potential

Market and technology information

Patent service: Guidance for the development of IP strategies

Access to expertise from Berlin's growth industries

Methodology for trend analyses and innovation management

Selected potential analyses and implementation concepts

## Cooperation Partners

Identification of experts from universities, research institutions, and industry in Berlin

Contact initiation via cooperation events, matchmaking events and online platforms

Access to incubators & accelerators in Berlin

Contacts with European research regions (ERRIN) in Brussels

Access to research and development infrastructure

## Innovation Funding

Information and advice on innovation funding for business and science in Berlin (including ProFIT, Transfer/Coaching BONUS, innovation assistant)

Information and advice on innovation and intellectual property rights funding from the German Federal Government (including ZIM, go-inno, and WIPANO)

Information and advice on funding programs and calls of the German Federal Government and the EU for innovation and cooperation, including Horizon Europe

Application workshops on new calls and funding programs





# International Service

## Successful worldwide cooperation from Berlin

Berlin is Germany's most international city and the ideal location for global activities. With its own business representative offices in the People's Republic of China (Beijing) and in the United States of America (New York City), Berlin is also well positioned in the two most important non-European sales markets.

Use the Business International Package as the basis for a personal consultation with our Area Managers, who will offer you individual and bundled service from a single source.

**Business representation in China**



**Business representation in the US**



## What is part of the International Service?

Are you looking for international cooperation opportunities, support with brand entry, or possibilities for internationalization promotion? We offer you access to the largest SME network in the world, the Enterprise Europe Network, we provide you with our network contacts to companies and institutions – both in Europe and around the world. Through international trade fairs and delegation trips, we offer one-stop support focused on industries and regions. Foreign business delegations receive support from our delegation and VIP service in planning and implementing their visit programs in Berlin.

## Join us!

Abroad, you can present your company as part of our international joint trade fair participations under the umbrella of the strong Berlin brand or take part in selected trips, some of which are politically accompanied. You will also meet potential international business partners at international cooperation exchanges, with business delegations, or as part of our startup activities with other startup cities around the world.



# International Service

Our service for you

## International Cooperation Opportunities

Information on international cooperation opportunities in Europe and around the world

Contacts with potential technology and research partners

Presentation and research of cooperation requests in databases of the international SME network Enterprise Europe Network (EEN)

Access to international matchmaking events

Direct contact for Berlin companies in China and the US

## Cooperation Partners

Participation in international trade fairs at home and abroad via the Berlin-Brandenburg trade fair program

Information on trade fairs worldwide and on trade fair appearances of the German Federal Government

Selected international delegation trips for Berlin companies

Meetings with international business delegations in Berlin

VIP and delegation service offers

## Internationalization Funding

Foreign trade promotion for Berlin companies via the Program for Internationalization

Federal funding programs for foreign trade

EU funding and international calls with a focus on Horizon Europe

Information on EU-wide tenders





# Sustainability Service

More sustainability through cooperation in the Berlin ecosystem

On the way to a sustainable economy, Berlin is driving forward the 17 Goals for sustainable development. In order to promote Berlin as a location for a sustainable economy, we support you in responding to the new requirements, developing new business areas and remaining internationally competitive and attractive for talent. As the capital for social and green impact start-ups, Berlin offers an excellent ecosystem, with opportunities for cooperation and funding opportunities for your sustainable business development.

**Berlin Partner as a sustainable company**



## What does the Sustainability Service include?

Whether start-up, established company or research institution - organisations of all kinds can benefit from the development and expansion of their own sustainability management, exchange of experience and innovative cooperations. We support you in making your products or processes more sustainable, from the search for partners up to financing.

## How we can help you.

Together we discuss the status quo and the potential of your sustainable development as well as inform you about funding opportunities for your projects. As a pilot, we network you with sustainability pioneers, with traditional companies that have already started their sustainability transformation and with service providers who can advise you in depth on individual topics.



# Sustainability Service

Our service for you

## Sustainability Management

Information about:

- Establishment & consolidation of a sustainability strategy
- Certifications, standards, norms, reporting
- Further training measures with sustainability relevance

Support with:

- Identification of internal & external sustainability potentials
- Development of sustainable innovation projects & business models

## Cooperations & Networking

Identification of sustainability experts from business and science in Berlin

Overview and networking with sustainability service providers and sustainability pioneers for joint innovation projects

Development of a network of sustainability managers in Berlin companies

## funding & financing and cooperation in special areas of sustainability

Climate protection: CO<sub>2</sub>-management, energy management & buildings, transport & mobility

Resource efficiency and circular economy: Operational environmental protection, energy, resource and material conservation

Sustainable supply chain: Sustainable procurement, environmental and human rights due diligence

