

Our Support for your success

Does your company want to grow in Berlin? Use the programs of Berlin's investor services unit.

Inward investment, expansion, innovation projects and location changes are decisive moments in a company's development. Berlin Partner for Business and Technology's investor services unit informs you about all of Berlin's business support programs and helps you to benefit from them.

Our support for your success



One-stop contact point

We are the one-stop agency for companies in Berlin: we pool the programs offered by all business support institutions. For decision makers, a one-stop point of contact means short channels and quick decisions. This allows you to focus on the main issue: your company's success in Berlin. You can find Berlin's strategic value proposition as well as your contact person in Berlin's investor service unit here: www.berlin-partner.de/en/services/business-promotion-berlin-districts.

* 2014.



Ongoing support

If you want to open business in Berlin or have expansion plans, we will support you during the entire project, from location evaluation and decision-making to successful project implementation and, finally, with your company's development.

Personalized advice

Use our expert consultants as guides and external project managers. Based on your business plan, they will create individual solutions for you, showing you how your plans in Berlin will pay off with the assistance of business support services. Our consultants not only know the key players on the state level, but are also present in the district offices to reinforce the business support services there.

Our Services for your company

Our investor services program provides you with comprehensive support:



"In Berlin, we find the living connection between creative research and future-oriented development projects, and the cosmopolitan environment that attracts top specialists. It's the place in which we want to grow. Berlin Partner provides us with important support, not only when it comes to funding and financing, but with contact to the regional authorities as well."

Takata AG operates a research and development site in Berlin in which an international team from a variety of fields works on innovative serial applications for vehicle safety. For more information, see: www.takata.com/en/about/index.html

Stefan Radtke
Manager TAKATA AG R&D Center

> Are you looking for a new location in Berlin?

With us, you'll find the ideal real estate for your company – whether you want to lease or purchase. With the extensive database in our business portal, businesslocationcenter.de, you have access to offers from private and public owners of commercial real estate and Berlin's state-owned property agent. In our showroom, we give you personalized advice, make pre-selections and organize location tours.

> Would you like to open up new markets abroad?

We support you in developing sales channels and planning investments abroad, and finding worldwide partners for your business or R&D. Berlin Partner will advise you on the entire range of foreign trade issues, provide you with information on EU funding programs and organize delegations abroad and joint stands at international trade shows.

"With the assistance of the company services, we were able to find a new location for our company. And we were able to provide our employees with a continuing education program due to Berlin Partner's systematic qualification consulting. Berlin Partner also supported us in the search for cooperation partners in the electroplating field and in initiating a project for the further development of test methods."

Zeros GmbH secures, tests and certifies the materials quality of components and plants in the aerospace sector and for trains, industry and the energy sector. Our new location at BER airport plays a major role in supporting our future business orientation." For more information, see: www.zeros-berlin.de

Roger Sebastian
CEO Zeros GmbH



> Do you have questions on funding and financing?

For your investment or innovation project, we will be glad to explore your funding and financing options. Our partners are Investitionsbank Berlin, Berlin's commercial banks, KfW, BBB Bürgschaftsbank Berlin-Brandenburg and the Senate Department for Economics, Technology and Research.

> Do you need help in stabilizing your company?

In confidence, we check which offers can be of assistance when you want to stabilize your company, business units or employment. This includes the Investitionsbank Berlin programs, the Berlin Chamber of Commerce and Industry (IHK) Round Table in cooperation with KfW Mittelstandsbank, and turnaround consulting by IHK and the Chamber of Skilled Crafts and Small Business.

"Berlin Partner's services for companies opened the doors to IBB's coaching services to us. Our company has been doing business for a long time, but this helped us develop a strategy for our new field of business. Whether it was a patent application, making contact to Berlin's universities or finding specialists, consulting from Berlin Partner helped us to define our roadmap and remain on course while implementing it."

Innovac is a project-oriented trading-and-services company specialized in buying, selling and relocating small production lines and factories. For more information, see: www.innovac.de

Dr. M. Ehsasi, Managing Partner
and **C. Farrar**, CEO of Innovac GmbH



Our Services for your company



"We are very grateful for the active support in the search for the Dussmann Group's second main location in Berlin, which has an area of 8,056 m². Berlin Partner is very knowledgeable when it comes to Berlin's real estate market."

The Dussmann Group is one of the world's largest private multiple service providers. Its business units include Service (building cleaning, building technology, refrigeration and air conditioning, security, catering and office) and Care (Kursana – Seniorbetreuung – und Kulturkindergarten) and the Kulturkaufhaus, the largest German media department store in Berlin. For more information, see: www.dussmann.de

Dr. Hans-Jürgen Meyer
Member of the Dussmann Group Board

> Are you looking for qualified employees?

Together with the Federal Employment Office, the Berlin Senate and private partners, we will support your effort to recruit specialists and managers, initiating the selection process and answering questions about the job market, training and qualification in Berlin – or questions about visas. In the job portal www.talent-berlin.de/jobs, you can post your job offers for skilled specialists and managers free of charge.

> Are you looking for partners for R&D projects aimed at developing technological innovations?

We will inform you about the offers on knowledge and technology transfer and provide advice on issues of innovation management and partnerships with universities and scientific institutions. We support your translation of research results into new products and processes, and inform you about the entire range of funding programs, such as the ProFit and Innovationsassistent programs, for example.

"The investor services program gave us outstanding, competent and friendly advice in the course of our location search and in answer to all of our questions regarding public funding programs. Thanks to Berlin Partner's support, we were able to get to the heart of the matter directly and save time so that we could concentrate on our core business."

MODOMOTO is the oldest and largest curated shopping service in Germany and Austria. It cares for the fashion-related well being of men who want to be well dressed while avoiding the stores. For more information, see: www.modomoto.de

Andreas Fischer
CEO MODOMOTO Curated Shopping GmbH



> Do you require quick, informal help with the authorities and permits?

In Berlin's districts, consultants are on site to champion your cause and assist you in realizing your plans. We work closely with the district offices, Senate departments and other authorities. We bring the right parties to the table and make sure that information is disseminated to the people who need to know.

> Are you looking for cooperation partners from business and science?

In our network, we unite the expertise and services from partners from business, science, politics and administration. We will help you make contact to sector networks and the cluster management, chambers and associations, companies, research institutions and government administration – on the local and state levels.

"Our customers in the automotive sector, the electrical industry and rolling stock construction constantly challenge the Ahlberg Group to satisfy their rigorous requirements. In the investor services unit we have found a like-minded institution, dedicated to Berlin as a business location. We are especially grateful for the active support of Berlin's investor service program in finding real estate and preparing our GRW application."

Ahlberg Metalltechnik GmbH (stamped and bent components), DAWEBA Werkzeugbau GmbH, Gampe & Mosner GmbH (jigs and prototypes) and Werner Scholz GmbH (turned and milled components) will soon be united at one location in Berlin so the business fields' synergies can be optimally leveraged. For more information, see: www.ahlberg-metalltechnik.de

Mario Ahlberg
Managing Partner Ahlberg Metalltechnik GmbH



At a Glance
Our services for your company

Berlin Partner for Business and Technology in cooperation with its stakeholders, service partners and local administrative authorities helps businesses to set up, grow and expand in Berlin

Our investor services team provides free advice in the following areas:

- Facts & figures about Berlin as a business location
- Location scouting and finding suitable premises
- Innovation management and technology transfer
- Subsidies and financing options
- Recruiting a qualified workforce and training employees
- Administrative matters and obtaining permits and licences
- Top contacts to service partners, business and science networks
- Foreign trade advisory service

Our investor service unit works systematically and develops binding, realistic solutions for your company. Your benefit: you receive support for your business from a one-stop contact point – we are competent, confidential, quick and non-bureaucratic.

Comprehensive support – available free of charge

Our web portals for Berlin-based companies



marktreif.berlin business meets sciences
Platform for R&D cooperation
www.marktreif.berlin/en



Talent in Berlin
Job portal: free of charge job offers for companies and important facts on Berlin for employees
www.talent-berlin.de/en

Your First Choice: Berlin Partner for Business and Technology

Berlin Partner for Business and Technology provides comprehensive support to companies, investors and scientific institutions in Berlin. Our experienced project managers, personalized services and an excellent network help you to lead your innovation, inward investment or expansion projects to success.

Berlin Partner for Business and Technology is a unique public-private partnership supported by the Senate of the State of Berlin and over 200 companies who share a passion for their city. Berlin Partner is also responsible for marketing the German capital to the world, with campaigns such as the highly visible “be Berlin” campaign.

Contact

Berlin Partner for Business and Technology
Ludwig Erhard Haus | Fasanenstrasse 85 | 10623 Berlin
Germany
Tel +49 30 46302-500
info@berlin-partner.de | www.berlin-partner.de
www.businesslocationcenter.de



The Network
for your success



**be business
be technology
be berlin**



Investor Services
One-stop contact point for business and technology promotion

Publisher: **berlin** Partner
for Business and Technology

Berlin Partner for Business and Technology
Ludwig Erhard Haus | Fasanenstrasse 85 | 10623 Berlin | Germany
Tel +49 30 46302-500
info@berlin-partner.de | www.berlin-partner.de
www.businesslocationcenter.de

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