

WOMEN IN BUSINESS

Fostering the Young Women Entrepreneurship in the Danube Region

Business Development Western Hungary – Pannon Business Network



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PBN Background



Leading independent business development organization in Western Hungary

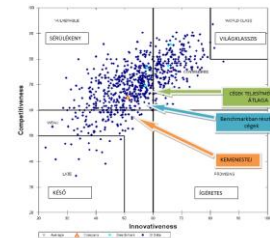
- 57** International projects' number
- 400** EU partner organizations number
- 24** Full-time employees
- 2006** Year of Establishment
- 9 mio €** Contracted value

250 SME audit
 Industry4.0 study for the national ministry
 Regional Operative Program preparation

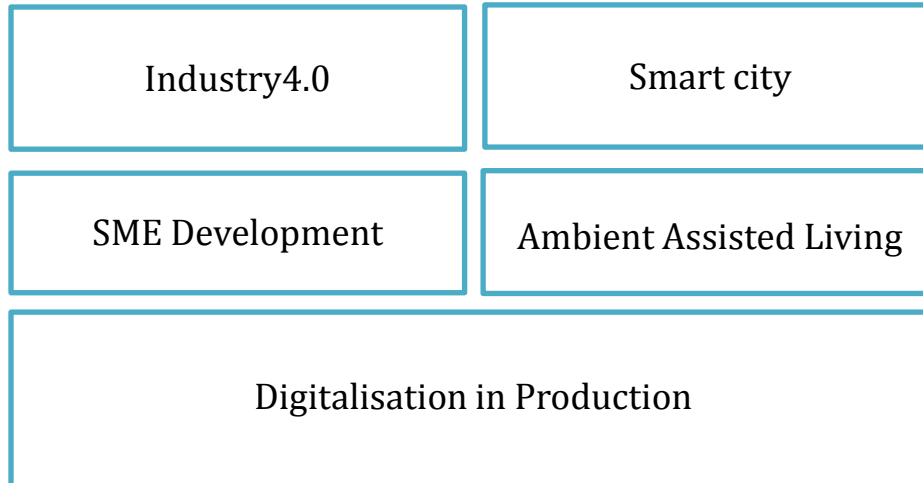
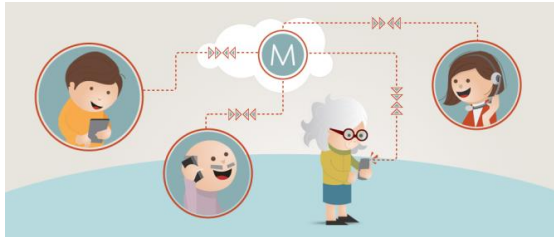


Geschäftspolitik, strategische Planung	Durchschnitt	Durchschnitt KMU	Durchschnitt KKV	Differenz	Differenz in %
Geschäftsstrategie	3,81	4,02	3,48	0,51	13,20
Produktionsstrategie	3,81	4,02	2,79	1,90	47,00
Technische Strategie	3,24	3,61	2,83	0,78	19,44
externe Ressourcen Strategie	2,69	3,58	2,10	1,47	36,81
Management	3,84	4,12	3,82	0,40	10,10
Wissensmanagement	3,76	4,27	3,17	1,10	27,51
Teamarbeit	3,61	3,67	3,88	0,11	2,97
Produktionsplanung	3,76	4,08	2,52	2,33	58,29
Qualitätsmanagement	3,15	3,09	2,46	0,62	15,13
Ordnung und Sauberkeit	4,04	4,14	3,97	0,22	5,41
Kundenbedarf frasse	3,59	3,52	3,80	-0,38	-9,54
Preisgestaltung	4,42	4,73	4,57	0,96	16,46
Käuferkontakte	3,82	4,11	3,49	0,70	17,88
Produktionsprognose	3,76	4,08	2,69	1,40	42,00

Tabelle 1: Benotung der Geschäftspolitik und der strategischen Planung (Durchschnittswerte, Unterschiede, prozentuale Abweichungen auf einer Skala von 1-5)



Portfolio of PBN



Business Units of PBN



International Business Development

12 years of business development
400+ European partners
Innovation management focus
Digitization of SMEs is core
Audit, training, event management



High-Growth-Companies Program

Upgrade small business to medium
220 manufacturing companies
Strategic program of the ministry
Digitizing production technologies
Combined with state subvention



AM-Lab Digital Innovation Hub

Tech-transfer spin-off company
Advanced manufacturing focus
Wide portfolio of polymer printers
R&D multidisciplinary team
150 SME mentoring

- Additive Manufacturing
- 3D Design / Engineering / Scanning
- Smart and functional materials
- Digital life
- Technologies for sustainable manufacturing
- Virtual and augmented reality for manufacturing
- Value-added virtual supply chains



Technology readiness	High Performance Man.	CRM/ERP systems	Financing	Foreign market	Online presence
Skills	Change management	Real-time ERP	Financing and R&D	Foreign market distribution	Rate of online presence
Services	Service management	Business integration	Customer relationship management	Customer relationship management	Rate of online presence
Network	HR/Finance systems integration	Cloud management	Asset management	Asset management	Rate of online presence
Marketing	Integration	Mobile CRM applications	Mobile CRM applications	Asset management	Rate of online presence
		Online CRM integration	Mobile CRM applications	Asset management	Rate of online presence

Benchmarking fast report on 6 modules 9,000 data used with direct online access	On-the-job development in selected module 600 working days of joint working	Study tour abroad 300 B2B meetings Europe, Asia, USA	Personalized action plan 30 billion Huf value HGC investment program
Professional workshop series 1,500 contacts for targeted workshops	Web-based training program 6 modules fully available in webinar format	Industry4.0 demo plant visits 1,800 business-visits in the 6 demo factories	Community development 400 HGC businesses 21 months joint development

am-LAB Robotics
Applied development of collaborative robotics

Arrival: February 2018
2 dedicated engineers will be hired
Application: Serial work support

Technical Overview
Five prototyping solutions for collaborative robotics, different IP partners with different sizes and technologies with web-enabled support.

Universal robot "Proton 1000" Industrial Grade Building in maximum 1000 hours Capacity: 2 head	IRIS 3.002 "Proton 1000" Industrial Grade Building in maximum 1000 hours Capacity: 2 head	Compact robot 2 "Proton 1000" Industrial Grade Building in maximum 1000 hours Capacity: 2 head	Compact robot 100 "Proton 1000" Industrial Grade Building in maximum 1000 hours Capacity: 2 head
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Danube Transnational Programme
WOMEN IN BUSINESS

Project co-funded by European Union Funds (ERDF, IPA, ENI)

HGC Academy Service Portfolio



Professional workshop series

1.500 contacts for targeted workshops

On-the-job development in selected module

600 working days of joint working

Benchmarking fast report on 6 modules

21.000 data used with direct access

Personalized action plan

60 million € value HGC investment program

Study tour abroad

200 B2B meetings - Europe, Asia, USA

Web-based training program

6 modules fully available in webinar format

Industry4.0 demo plant visits

1.100 business-visits in the 5 demo factories

Community development

220 HGC businesses 18 months joint development

am-LAB Service Portfolio



Digitization Training
to SMEs

Smart Production Development
Assistance

Smart Product Development
Assistance

Technology-automation education to
manufacturing SMEs

How to integrate smart sensors into
production systems

How to integrate smart elements into
final products

Orientation Training
to students

Own Smart Product
Development

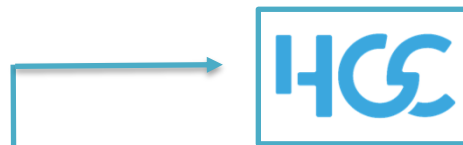
Distribution of Digital
Production Devices

Technology-automation education to
pupils and students

Research-and-Development for own,
patented application

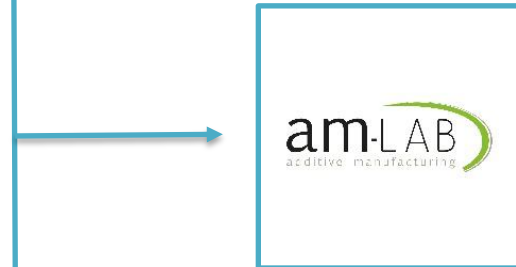
Customization, Sales and Service of
Smart Production Devices

Interconnectivity of PBN



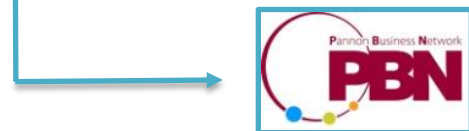
Identifying business needs

- Training
- Mentoring
- Foreign trade development



Supporting Digitalization

- Digital Production Training
- Developing Prototypes and contributing to
- Understanding digital technologies



- Transforming learnings to policy level and stakeholders
- Interaction with international players
- Liaising with European partners



Thank you for your kind attention!