MITTELSTAND
GLOBAL
MARKTERSCHLIESSUNGS-
PROGRAMM FÜR KMU

Virtual Business Delegation to Australia and New Zealand – Civil Security Technologies and Services

Project owner

AHK Deutsch-Australische
Industrie– und Handelskammer
German-Australian Chamber
of Industry and Commerce

Project partners

AHK Repräsentanz der
Deutschen Wirtschaft
German-New Zealand
Chamber of Commerce Inc.

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INTERNATIONAL

Mit der Durchführung dieses Projekts im Rahmen des Bundesförderprogramms Mittelstand Global/ Markterschließungsprogramm beauftragt:

AHK Deutsch-Australische Industrie- und Handelskammer German-Australian Chamber of Industry and Commerce

Das Markterschließungsprogramm für kleine und mittlere Unternehmen ist ein Förderprogramm des:

Bundesministerium für Wirtschaft und Klimaschutz

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Foreword of the German Ministry for Economic Affairs and Climate Action

Dear Participants,

A warm welcome to all the participants on the German-Australia and New Zealand business match-making mission.

This trip is taking place as part of our export initiative for civil security technologies and services, which falls under the umbrella of the Market Entry Programme launched by the Federal Ministry for Economic Affairs and Climate Action in 2012 to support German companies in exploring foreign markets. Since the inception of the programme, over 10,000 SMEs have taken part in its projects, thus gaining access to new markets, securing existing markets and establishing networks.

The "trade mission" module provides German SMEs from the civil security technologies and services industry sectors with the opportunity to obtain information about, get detailed insights into, and make business contacts on the local market in Australia and New Zealand. It will help companies connecting with Australian and New Zealand companies to start initial business relationships. The presentation of German civil security technologies to domestic companies, authorities and agencies is also part of the program. Additionally, with the aim of a thorough market analysis, the participants will have individual B2B meetings with potential business partners to expand and explore the possibilities to do business in Australia and New Zealand.

We wish all participants on this business match-making mission every success.

Your

Federal Ministry for Economic Affairs and Climate Action (BMWK)

Federal Ministry
for Economic Affairs
and Climate Action

Foreword of the German-Australian Chamber of Industry and Commerce

Dear Members of the German Civil Security Delegation to Australia,
dear Participants of our event,

It is with pleasure that the German-Australian Chamber of Industry and Commerce (AHK Australian) welcomes a German delegation consisting of company representatives from civil security sectors to Australia under the Market Development Programme which is financed by the German Federal Ministry of Economic Affairs and Climate Action.

The event is hosted to:
Gain knowledge and insights into the Australian civil security industry
Introduce German know-how and expertise to the Australian civil security market
Explore business potential with Australian civil security companies

Australia offers strong purchasing power, a high degree of legal security, transparency, a highly developed financial sector and macroeconomic stability. As a classic importer of machinery and technology, there are many opportunities for German companies to enter the market.

German know-how is highly recognised in Australia and there are already established and close trade relations between the two countries.

Australia offers something for all sectors in the field of civil security technologies. Whether airports, railroads, highways or ports - investments are being made in Australia. And that offers opportunities for numerous applications from surveillance to control. With many floods and bushfires, Australia is also continuing to expand its disaster protection and is relying on new technologies, including artificial intelligence. The global threat of cyber-attacks is not stopping at Australia's borders. The government and the private sector are therefore stepping up their investments in protecting the data of citizens and customers, especially in the healthcare and financial sectors.

The 5-day conference is aimed at Australian professionals. Participants from Germany can present themselves and their expertise virtually and on site. The diverse program with handpicked participants from Australia and Germany offers an excellent platform for stakeholders from both sides of the world as well as for related sectors to come together. I am delighted that the delegation program also comprises New Zealand and the German-New Zealand Chamber.

It is the Chamber's task to encourage partnerships and collaborations between German and Australian companies. I wish all German delegates and Australian participants fruitful discussions and successful business meetings in the upcoming days!

Dr. Gabriele Rose
Executive Director
German-Australian Chamber of Industry and Commerce

Foreword of the German New Zealand Chamber of Industry and Commerce

Welcome to the Virtual Industry Conference – Civil Security Technologies in Australia and New Zealand.

The German-New Zealand Chamber of Commerce is excited to collaborate with the German-Australian Chamber of Industry of Commerce and to be able to showcase 7 German companies that are experts in the field of civil security technology. New Zealand companies such as banks, traffic control, government agencies and more have a huge demand for civil security technology.

This conference marks a starting point for these companies on their way, to demonstrate new solutions to potential New Zealand business partners, discuss the market situation and evaluate the future potential of their products in our market.

We look forward to facilitating your B2B meetings and connecting you with our experts in the field of civil security technology.

Monique Surges
Executive Director
German New Zealand Chamber of Industry and Commerce

Preliminary Conference Program

Virtual Civil Security Conference 2022

CET	AEDT	NZST	
Tuesday, 6th December – Virtual Conference			
06:00 – 06:05	4.00 - 4.05 pm	6.00 - 6.05 pm	**Welcome remarks** Dr Michael Zettinig, Executive Director AHK Australien Iris Heinz, Head of DEinternational Projects and Services AHK Neuseeland
06:05 – 06:10	4.05 - 4.10 pm	6.05 - 6.10 pm	**Welcome remarks** Axel Zeidler, German Consulate Sydney, Australia Michael Feiner, Deputy Head Mission, German Embassy, Wellington New Zealand
06:10 - 06:15	4.10 - 4.15 pm	6.10 - 6.15 pm	**Welcome remarks BMWK** Birgit Banße
06:15 – 06:45	4.15 - 4.45 pm	6.15 - 6.45 pm	**Expert Panel Discussion: Challenges and Technology Priorities In disaster prevention (resilience investment)** Speakers Arne Schwarze, Head of Research Group Fraunhofer Institut Germany, Geoff Evans, CEO Disaster Relief Australia, Liam Scott, Team Leader Operational Systems, National Emergency Management Agency Te Rakau Whakamarumaru, New Zealand; Moderation: Karen Zwissler, SAP User Group
06:45 - 06:55	4.45 - 4.55 pm	6.45 - 6.55 pm	**Airsense** Wolf Muenchmeyer
06:55 - 07:05	4.55 - 5.05 pm	6.55 - 7.05 pm	**Graetz** Christian Stein
07:05 - 07:15	5.05 - 5.15 pm	7.05 - 7.15 pm	**Europlast** Michael Orth
07:15 - 07:25	5.15 - 5.25 pm	7.15 - 7.25 pm	**TX Marine** Nadine Paschen
07:25 - 07:40	5.25 - 5.40 pm	7.25 - 7.40 pm	**Break/Networking**
07:40 - 08:10	5.40 - 6.10 pm	7.40 - 8.10 pm	**Panel Discussion: Cyber Security** Speakers: Hans-Wilhelm Dünn, Präsident Cybersicherheitsrat, Amit Chaubey, Chair Australian Information Security Association (AISA), Bushan Sathe, Director HIMA New Zealand, Moderation tbc
08:10 - 08:20	6.10 - 6.20 pm	8.10 - 8.20 pm	**Detack** Costin Enache
08:20 - 08:30	6.20 - 6.30 pm	8.20 - 8.30 pm	**OwnCloud** Tobias Gerlinger
08:30 - 08:40	6.30 - 6.40 pm	8.30 - 8.40 pm	**Abnoy** Muhammad Imran Mehr
08:40 – 08:45	6.40 – 6.45 pm	8.40 – 8.45 pm	**Final remarks** Cornelia Camacho AHK Australien

Please find a registration link here

German Delegation Members

Company Profile | Abnoy Enterprises

Abnoy Enterprises provides infrastructure and services in various domains of today's cyber world in a flexible environment. Abnoy's team facilitates customer demand in the domain of Machine Learning, Cloud Solutions, Databases, Chatbots, Artificial Intelligence, and DevOps along with other digital content creation services such as Web Apps, Mobile Apps, and Digital Marketing planning.

The customised, innovative solutions focus on minimising the use of resources and achieving highest process security, thus making a substantial contribution towards an efficient and safe IT processing and data storage space.

Core Competencies
IT services and infrastructure for:
- Machine Learning
- Identity Access/Management
- Cloud Services
- Database Storage
- System Administration
- Web Applications
- IT Training
- IOT Solutions
- Penetration Testing

Innovative, highly flexible problem-solving ability based on high privacy compliance standards (GDPR, BSI C5 & 200-X)

Abnoy Enterprises

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Company Profile | Airsense Analytics GmbH

AIRSENSE has committed itself to making the world a safer place as one of the leading manufacturers of reliable detection devices for dangerous substances.

The instruments (made in Germany) are in use in many different areas to fight CBRNE threats.

The patented technology detects toxic chemicals on site in seconds and is now exported worldwide to 25 countries.

AIRSENSE patented inventions have achieved numerous awards that substantiate the company's vision of safety.

Core Competencies

Detection devices for CBRNE in

- Aviation
- Disinfection
- Military
- First Response
- Environment
- Logistics
- Public Safety

Airsense Analytics GmbH

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Contact Person: Wolf Münchmeyer, Managing Director

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E-Mail: muenchmeyer@airsense.com
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Company Profile | Detack GmbH

Independent supplier of high-quality IT security audits, penetration testing, consulting services and unique IT security solutions.

To provide the best quality of service, the auditors perform vulnerability detection and research manually, thus ensuring full understanding and evaluation of security implications, and preventing any damage caused by automatic testing tools.

Core Competencies
- IT Security Auditing – from basic penetration testing to advanced application layer auditing and up to organizational level
- IT Security Policy Assessments
- Security Guidelines Evaluation
- Management Consulting

Detack GmbH

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Company Profile | Europlast-Nycast GmbH

Made in Germany for the toughest conditions – the tyre run-flat systems from Europlast-Nycast are characterised by their superior quality standard, certified according to DIN EN ISO 9001:2015.

Europlast develop and produce their products in-house to maintain the quality and ensure the comparatively low weight.

The tyre inserts are made of ageing resistant material and with high accuracy to fit the specified rim profile.

Europlast-Nycast GmbH

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Contact Person: Michael Orth, Runflat Manager

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Web: https://www.europlast nycast.eu/startseite

Company Profile | Graetz Strahlungsmesstechnik GmbH

Graetz supplies reliable, portable and innovative radiation measuring instruments for a wide range of industries and applications worldwide.

Graetz has a calibration installation for radiation measuring instruments in their works, equipped with several radiation sources up to 16,7 TBq (450 Ci) Cs-137 to calibrate their products as well as a special department for repairing radioactively contaminated instruments.

Company is DIN EN ISO 9001 certified and work with a quality system acc. to NATO requirements (AQAP 2105, AQAP 2130).

Core Competencies

- battery-operated dose rate measuring and alarm devices as well as dosemeters and alarm devices for the measurement and detection of alpha, beta and gamma radiation for personal radiation protection as well as stationary room monitors.

- Instruments used by fire brigades, customs, police, civil defence, shipping companies, nuc lear medicine, authorities, research and industry (such as mining, refineries, chemical industry, petrochemistry, steel and scrap industry, offshore) as well as nuclear power plants, waste disposal, permanent waste disposal sites.

Graetz Strahlungsmesstechnik GmbH

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Company Profile | ownCloud GmbH

ownCloud develops and provides open-source software for content collaboration, allowing teams to easily share and work on files, regardless of device or location.

The innovative cloud systems focus on offering professional services for projects of any size and any complexity. With more than 200 million users worldwide, ownCloud represents an alternative to public clouds (for example Dropbox, Microsoft, Google Drive) – and thereby is working towards enabling more digital sovereignty, security and data protection. ownCloud enables clients to manage their own data, decide where the data should be stored and who has access to the data storage.

Core Competencies
Provides a digital platform for:
- Secure Content Collaboration
- Digital Workplace
- Secure Filesharing & Sync
- Federated Cloud Sharing
- Comprehensive Encryption
- Active Directory and LDAP
- OpenID Connect
- Transparent data storage

Innovative digital platform with significant potential for expansion and with a high degree of applicability across industry fields.

ownCloud GmbH

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Company Profile | TX Marine Messsysteme GmbH

TX Marine develops and produces innovative technical measuring and analysis equipment for the maritime industry, especially ship engines.

Experience and feedback from around the globe helped create a suite of products that are uniquely suited to tend to the ships heart – its engine – monitoring its performance, optimizing performance and increasing longevity and engine efficiency.

TX Marine Systems allow you to collect all available data from a vessel to better plan maintenance intervals, optimize engine use and event plan for weather-optimized routes

Core Competencies
Engine Performance Monitoring
- Shaft Torque, Speed & Power
- Cylinder Pressure

Performance Software and Hardware
Service
Condition Monitoring
- Pressure calibrators, oil sample tester, vibration monitoring and more

Flow Measurement
- Optimise fuel usage
- Measure flow rate, as well as temperatures and densities

Emission Management
- Analyse exhaust gas temperature, and more

TX Marine Messsysteme GmbH

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