



Real Industrie 4.0

Please respect that in the following slides are only rudimentary information and no confidential details. The content is only a first appetizer to intrigue you!

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THE TEAM

- **Who are the people behind the project?**

A highly motivated team at IFAM consisting of casting experts (C. Pille, T. Rahn, F.-J. Wöstmann). Depending on the ongoing discussion this team could be increased by external experts in serial production, purchasing, sales and distribution.

- **What are your professions and competencies?**

Deep knowledge about the technology, the market, international network, realising our own limits and needs.

- **What motivates you to found a startup?**

The permanent increasing number of requests out of the industry!

- **What are your roles once the spin-off has been created?**

Different options are possible from a leading role in the start up, shareholder or partner or consultant from side of the institute. A leading role in the spin-off is preferred.

THE MARKET

- **What problem do you want to solve?**

We want to create a system which allow to track and trace every part individual, starting from the production to assembling and further the recycling! A Gencode for every component – the base for Industrie 4.0!

- **Who are the most promising customer segments and how might the final product look like?**

Automotiveindustry, Logistic and transport industry, Castingindustry

- **Do you already have paying customers/relevant pilot projects/additional evidence for a customer?**

YES

- **What might be a business model?**

Selling of the semi finished product. In this case an temperature insulatetd RFID. The advantage here is that the invest for a first production line is low and for the upscaling it is possible to use subcontractor for the production.

- **What are further fields of applications for our technology?**

Further fields of applications and businessmodellls are based on software and data analysis like predictive maintenance, robust production, Quality Management, spare part management, variant management and self steering production and logistic processes....

THE TECHNOLOGY

- **Tell us about your technology!**

We integrate normal RFID directly in high pressure die casting parts, which allows us to track and trace the part directly and individual after production. We would be able to combine all production data or data for assembling use and so on with this part during its life time. With that kind of technology we are able to mark every aluminium casting part directly. Also we could produce highly resistant semi finished marker which could be used for a wide range of other production technologies and parts. *(For further informations please have a look at the attached slides or contact us directl)*

- **What makes our technology special and what might be aglobal unfair advantage?**

Castronics is the only technology that allows you to mark a casting part directly during the casting process with an individual code for every part. *(More details are in the attached slides)*

Castronics is the only technologie witch fullfill upcoming needs, standards and laws!

- **What is the TRL and how is the IP protected/protectable?**

TRL 8, IP is owned by IFAM

- **As of today how much has been invested in total into the technology?**

That is an internal information

- **How long will it take to get the technology market ready?**

Less than one year is possible!

THE OFFER

- **Who are you looking for? A full founding team, or a single pioneer complementing your team?**

We are looking for additional members or a full founding team with special skills. Also a pioneer or partner could be interesting, depending on the resultant advantages for a quick market penetration.

- **How do you want to incentivize the pioneer(s)?**

That depends at the end on his input. It could be a position in the company, an option on the earnings, share in the business or in the company. - Let's go in discussion to carve out possible ways for common success!

- **What are expectations you have regarding the pioneer?**

Open minded for new technologies, Market knowledge, Business development, readiness to assume a risk, marketing and distribution and knowledge over ERP-Systems and logistic systems.