# Pitching Session

# Ms. Berta Szabo

# Cluster manager















# **Pitching Session**

Introduction of Southwest Hungarian Engineering Cluster, SWHEC

Ms. Berta Szabo, SWHEC



Who are we?
What do we offer?
What are we looking for?













#### Overview of Southwest Hungarian Engineering Cluster

7 big companies

35 SME

1 Knowledge Center

44 Cluster members







Management organisation: Chamber of Commerce and Industry of Pécs-Baranya, 2011



Net revenue: 500 M EUR



Number of Employees: cc 6000



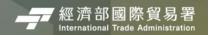














#### Offer: Our Product Portfolio

The general activities of Cluster Members include:

- machine manufacturing, mechanical equipment manufacturing (e.g. food processing technologies, packaging machines, painting technology for automotive, industrial water treatment technologies),
- metal processing product manufacturing (e.g. milled components for automotive industry, steel structures, electro-filter casings, mechanical safety products, engine and generator casings, instrument casings),
- electric device manufacturing,
- motor vehicle manufacturing (e.g. superstructure of aluminium silo vehicles, communal waste collector car, road maintenance equipments),
- installation and maintenance of complete technological systems,
- advanced engineering vocational training, interest representation and laboratory services.













### Offer: Our Product Portfolio

#### What products could be interesting for You from Hungary?

High added value products, custom-tailored machines:

- Water management technology–Hidrofilt Ltd.
- Painting technology Knipl Ltd.
- Meat processing technology Sampo Ltd.
- Packaging machinery- Somapak Ltd.
- Kontakt-Elektro Ltd.
  - Automation of industrial manufacturing technologies
  - Hydrogen supplied PEM fuel cells equipments for mobile applications
  - Design&manufacturing of control cabinets, systems
- Manufacturing vacum chambers- Büttner Ltd.





















# Looking for:

- Products and technologies:
  - 1. to be built into the cluster members' products
  - 2. cluster members can use them in their manufacturing process to be more digital/green
- Al solutions for food industry- e.g. foreign bodies detector
- Automation devices, sensors
- Plate feeding towers for Baykal plane laser
- Small capacity (15 KW 100 KW) electrolyzing technology
- Raw materials: e.g. steel, welding wires, component suppliers for hydrogen applications (heat exchanger, tubes, fittings, tanks)
- Partners looking to enter the EU market in the electrolysis (500 kW 1 MW) industry
- Joint development in : 1. hydrogen technology 2. Mobile water treatment plants with bottling line powered by solar energy (prototype)













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