

FAX REPLY
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or e-mail to: membership@ivam.eu

- Please send me free of charge:**
- IVAM application for membership
 - IVAM directory – the list of all IVAM members
 - invitations to IVAM's networking events, e.g. RoundTable meetings

Name	
Company	
Address	
Place and zip code	
Country	
Phone/fax	
E-mail	
Web address	

IVAM Microtechnology Network is an international association of 300 companies and institutes in the fields of microtechnology, nanotechnology and advanced materials.

As the communicative bridge between suppliers and users, IVAM brings innovations to market and creates competitive advantages via technology marketing. IVAM's activities include the organization of international business platforms, lobbying services, market research, qualification and various publications.



IVAM Microtechnology Network
Membership

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IVAM MEMBERSHIP

On the competitive edge with IVAM



www.ivam.eu



Dr. Volker Klocke



Dr. Gerjan
van de Walle



Dr. Anton Mindl

Establish face-to-face connections.

»Personal contacts are vital for the successful distribution of our nano components and systems. For communication with partners and potential customers I am using the trade fair pavilions and events of IVAM. With the joint trade fair pavilion »Product Market Micro, Nano & Materials« IVAM has created the most important communication platform in the microtechnology sector, which made the microtechnology scene in Germany thrive.«

Dr. Volker Klocke, CEO of Klocke Nanotechnik, Aachen (Germany)

Turn challenges into business opportunities.

»We are looking forward to sharing our experience, competences and services in micro- and nanotechnology innovation with the other IVAM members. With the professional support of IVAM, we can explore how to turn challenges into business opportunities in an open innovation atmosphere.«

Dr. Gerjan van de Walle, Business Development Manager, Philips Innovation Services, Eindhoven (the Netherlands)

Find qualified employees.

»IVAM does something against the lack of skilled employees: through the Dortmunder Summer School Mikrotechnik we got in touch with lots of highly qualified students.«

Dr. Anton Mindl, CEO of ELMOS Semiconductor AG, Dortmund (Germany)

GET A HEAD START ... MAKE USE OF YOUR ADVANTAGES



Find new customers more easily

If you are a member of IVAM, you are found easily and quickly in the IVAM directory. And what's more: you may portray yourself in a detailed and informative profile as a company in the printed issue of the IVAM directory and on the IVAM website. The IVAM directory online allows potential customers to search for technologies, markets as well as keywords and nations.

It also enables partner search, e.g. for European projects. IVAM offers support for project proposals and project coordination, too, e.g. in the project CORONA.

Another way to win new customers is through IVAM's publications. The high-tech magazine »inno« provides a platform for technical articles, and you can place product news in the e-mail newsletters MikroMedia and NeMa-News as well as in the members' journal IVAM InSide. They will get you in touch with potential customers – about 16,000 of them subscribe to these publications.



IVAM'S INFORMA- TION MAKES YOU FASTER THAN YOUR COMPETITION



In the members' journal IVAM InSide and in the restricted members' area at www.ivam.eu, you find information that makes your daily work easier: for instance, information on funding calls and upcoming events in your country and abroad.

The regional round-table-meetings at IVAM member companies, the pavilions of IVAM at trade fairs, and our workshops give you inspiration for your product and business strategy. This will keep you informed about market trends and the requirements your customers may have tomorrow, and which you may be able to satisfy today.



EXHIBITING WITH IVAM – TRADE FAIR PARTICIPATIONS THAT PAY OFF

Trade fair participations without preparation and follow-up action are a waste of money.

Apart from fulfilling all the organizing tasks before the trade fair, IVAM also advertises your products with concerted marketing measures before, during and after the fair. This draws the professionals to your booth, while you are able to concentrate on your business dealings. Members participate at reduced rates.



IVAM SPEEDS YOU UP! HOW DO WE PROCEED?

You are
interested in
IVAM?

IVAM membership fees go by the number of your employees. When we have received your application for membership, we give you notice and forward your application to the board members. As soon as the board has approved your application, IVAM gives you a warm welcome. You receive your password to the

restricted members' area on the internet.

IVAM publishes your company profile on the homepage and invites you to the IVAM pavilions on trade fairs and events. Your participation makes us happy:

Take part and join IVAM! IVAM brings you customers and facilitates your work. We are happy to explain the advantages of IVAM to you in person, too. We have time for you.

