

# VDL and Big Science

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# Agenda

1 Introducing VDL

2 Why big science

3 How to get involved

4 discussion



# VDL Groep

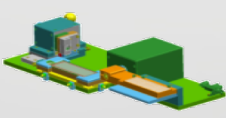


- Established in 19 countries
- > 100 operating companies
- > 17,000 employees, privately owned
- Turnover > €6 billion (2018)

## Sub contracting

- mechatronic systems
- module assembly
- part and sheet metal
- surface treatments
- plastic processing
- other specialties

**VDL** *Enabling Technologies Group*



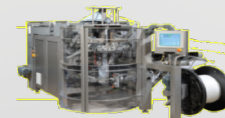
## Bus group

- touring cars
- public transport bus
- mini and midi busses
- chassis modules
- second hand trade



## Finished products

- medical equipment
- process installations
- consumer products
- production automation
- various products
- packaging equipment



## Car assembly

- MINI
  - Hatchback
  - Cabrio
  - Countryman
- BMW
  - X1



# VDL ETG GROUP

Facts and figures

**8 COMPANIES**



SPREAD ACROSS  
**3 CONTINENTS**



REVENUE  
**>€600 MILLION**



**2500 EMPLOYEES**



**50% EXPORT**



COMPANY ACTIVITIES  
DIVIDED AMONG **6 MARKETS**



**STRONG** BALANCE SHEET POSITION  
SOLVENCY **54%**



**250,000 M²**  
PRODUCTION SURFACE AREA





# VDL ETG Locations



# VDL ETG Market segments

high-end contract manufacturing



**Semiconductor Capital Equipment**



**Analytical Equipment**



**Medical Equipment**



**Science & Technology**

- Accelerators & FELs
- Instruments for astronomy
- Satellites (communication, earth observation)



# Ecosystem VDL ETG

Suppliers, Research, Competitors, Engineering, and Customers



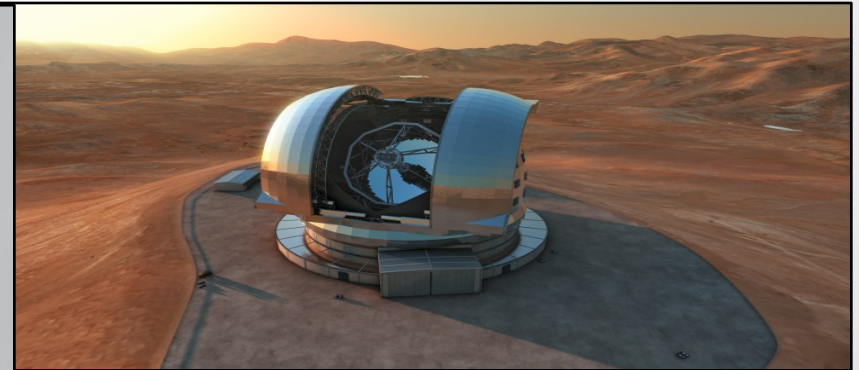
# Innovation power is key - how does VDL address?

- Tomorrow's multinationals are founded today
- Innovation speed / power increases exponentially
- Market-creating innovation in Europe is lagging, applied research is under pressure
- Availability of (high quality) manpower is a limiting factor for our growth
  
- Enable the multinationals of tomorrow
- Create our own (international) innovation ecosystem

*Only via networks we stay competitive (= innovative) NOW and in the future*



## Cooperation – an innovative support structure



*E-ELT telescope*

*Co-development and prototyping by ESO, TNO, NOVA, VDL, and partners*



## Why VDL Science & Technology?

- Big science projects and related spin-offs have business potential, for example
- VDL strengthens its (technical) competences via S&T to better enable our mainstream businesses
- VDL continuously renews its sources of inspiration & innovation (applied research)
- Excellent marketing tool for the VDL Groep



## So many big science projects...priority setting

- High spin-off potential (new / disruptive)
- Strengthening the VDL technology roadmap
- Good cultural fit
- Interesting business opportunity



priorities	pan-european	national	spin-off
accelerator	CERN	PSI, DESY	AVO, SL
astronomy	ESO	NOVA, ASTRON	technology, other projects
space	ESA	SSO, SRON, TNO	Synopta, cosine
energy	ITER	PSI, DIFFER	investigating

## For discussion

- Large companies have critical size to invest and build (international) networks
- SMEs link into these networks based on specialized skill sets
- For all involved – identify and market your unique competence
- How to get involved with a targeted Big Science project
  - Start small, very focused, look for showcases
  - Carefully select your (sub)projects, tap into the existing networks - consortia
  - Watch out for proto typing only – it is high risk (only)
  -

