

CHRISTOPH DEININGER

Ingenieurbüro für optische Technologien

German Virtual Trade Mission Japan

Short Company introduction

Date: 2020-07-01

Background and Career

- Career:
 - Overall roundabout **25 years of expertise** in Photonic technologies
 - Diploma in mechanical engineering at Stuttgart University, faculty production technology
 - Focus on „Laser production technology“ IFSW, Prof. Hügel, Dausinger and Gießen and „Technology management“ Fraunhofer IAO, Prof. Bullinger.
Major at IFSW, Stuttgart University. Diploma thesis : process monitoring in laser welding, awarded with the „Anton and Klara Rösler“ prize.
 - Production planning in Robert Bosch company.
 - Responsible manager of the laser lab and the industry projects at the Institute IFSW (University of Stuttgart). International projects with Nissan, MHI, Toyota
 - CEO and shareholder of 2 technology transfer companies (one spin-off from Stuttgart University)
 - **Since over 10 years self employed consultant for Photonic Technologies with a focus on laser processing and optical technologies for production processes (monitoring, diagnostics, metrology)**

General references

- References:
 - **JETRO: technical coordinator for RIT projects**
 - Support of the establishment of student exchange between Kitakyushu Kosen graduate school (Prof. Kuchii: optics and mechatronics) and 2 German Universities
 - Lecturer and Supervisor of student thesis works in Stuttgart University, scientific articles, papers and co-authoring of a book about laser processing and optical process measurement.
 - Strong network in various German and European optical and FA industries and R&D (automotive, medicine, metrology,...)
 - Technology Coordinator for public funded projects (BMBF) – e.g Hyperspectral imaging
 - Member of Advisory board of Messe Stuttgart
 - Patents in laser processing (e.g. Japanese patent: 特許5882316)
 - **Technologies: Optical technology (laser, sensors), production technology, FA, Industry 4.0/IoT**
 - Language skills: German and English bilingual (CEFR: C2 – ILR: 4+), French (CEFR: B2 – ILR: 3)

Examples for business with Japan

- Existing business contacts and projects (excerpt):
 - Sumitomo Electric: technical representative Europe for laser optics (Sales)
 - MHI: technology scouting
 - NISSAN: technology scouting
 - RYOWA: optical sensor (R&D and sales)
 - Toyota: Optical Process monitoring (R&D)
 - Tobata Seisakusho: EU representative for AM materials (Sales and research)
 - JMACS: EU representative for data glasses solution, remote maintenance (sales, research) and procurement of special products
 - Kawamasa: Procurement of special products in Europe
 - Amada-Miyachi, Fujikura, et al.
 - Support of various German companies in Japan (searching and supervising trade partners, research,)
 - Support of Japanese trading companies in Europe

Japan business strategies

- How can Deininger support Japanese companies?

Individual projects or long term EU representative on site:

- Sales and Marketing support, market expansion to Germany (EU)
- Communication with German/EU business partners (R&D, customers, suppliers, distributors) and Universitys/spin-offs
- Researching and Scouting of R&D, trends and products, market researches
- Visiting and reporting about German/EU exhibitions and conferences
- Preparation and support for travelling to Germany/EU – networking, organisation of transport and translation
- Procurement support and Export of individual special, complex or unique products from Germany/EU to Japan.
- Finding German (EU) suppliers/partners for Japanese trading companies.

