

## Become a sponsoring member of Luftfahrtcluster Metropolregion Hamburg e. V. (Hamburg Aviation)

Hamburg Aviation networks the aviation industry players in the Hamburg Metropolitan Region with a service offering encompassing communication, cooperation, experience exchange and information. Interested companies and persons may, upon application, become sponsoring members in the Aviation Cluster Hamburg Metropolitan Region Association (Hamburg Aviation).

### What are the advantages for you as a sponsoring member?

#### 1. Network

- **Business contacts**  
Targeted creation of valuable business contacts: we will help you build new business contacts and deepen existing business relationships within the Hamburg Metropolitan Region and at a national and international level.
- **Contact with other Hamburg clusters**  
We provide you with support in terms of contacts and joint events with other Hamburg clusters, especially: Hamburg@Work, Logistik Initiative, Renewable Energy Hamburg, Maritime Cluster Northern Germany.
- **EACP network**  
You can also take advantage of the network of the European Aerospace Cluster Partnership (EACP) for cooperative contacts with other European aviation clusters. Special cooperation agreements are in place with the aviation clusters Aerospace Valley (Midi-Pyrénées/Aquitaine), Pégase (Provence-Alpes-Côte d'Azur/Marseille), Aerospace Campania (Italy), and Aéro Montréal.
- **Projects**  
Together with companies, authorities and educational & research institutions, we implement spectrum-wide projects to expand and strengthen various competency areas along with the long-term provision of specialist personnel.
- **Support in economic development**  
In cooperation with HWF (Hamburg Business Development Corporation mbH), we provide advice and support for our members in matters of economic development matters, financing the search for suitable real estate.
- **Price advantages from dual membership**  
Close cooperation with Hanse Aerospace e.V., Hecas e.V., the Verein zur Förderung Angewandter Luftfahrtforschung e.V. and ZAL GmbH: if you are a member of one of these organisations, you can expand your network with a dual membership that costs you nothing.

## 2. Knowledge = head start

- **Knowledge management**  
Together with HSU Helmut Schmidt University in Hamburg, we are developing a systematic approach to knowledge management in order to better apply and exploit scientific discoveries in practice. As a sponsoring member, you can benefit from this in a very special way.
- **EU projects – developments and trends**  
We inform you about developments and participation opportunities in aviation projects receiving national and/or EU funding.
- **In-service training and further education**  
We develop and organise workshops, working groups, symposia and lectures. You will receive preferential invitations.
- **Events**  
As a member, you will receive preferential invitations to events organised by Hamburg Aviation and our partners.

## 3. Marketing advantages

- **Use of the brand**  
We are developing an umbrella brand for the cluster and advertising it nationally and internationally. You benefit from the strength of this brand: as a sponsoring member, you may use the logo for the Hamburg Aviation umbrella brand in your business stationery and advertising materials.
- **PR / marketing measures**  
We support your company with joint PR and marketing activities.
- **Information platform**  
Our newsletter and website offer an information platform for your subject matter. They are used to publicise entrepreneurial, industry-specific, technological, scientific and political developments in aviation.
- **Participation in trade fairs and conventions**  
We support joint stands at selected national and international events, trade fairs and conventions in the aviation industry.
- **Brochures**  
We also provide brochures on Hamburg as an aviation location – free of charge.

### Contact:

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Hamburg Aviation

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## AT A GLANCE

## Hamburg Aviation

- an **aviation tradition** stretching back around 100 years, with over 39,000 employees today
- **three core companies:** Airbus, Lufthansa Technik, Hamburg Airport
- around 300 small to medium-sized **aviation suppliers** with outstanding diversification
- growing aeronautical engineering **research landscape**, focussing on fundamentals and practical applications, with five universities (Hamburg University of Applied Sciences, Hamburg University of Technology, University of Hamburg, Helmut Schmidt University, Wedel University of Applied Sciences)
- **Research facilities** (Technology Centre Hamburg Finkenwerder THF, Center of Applied Aeronautical Research ZAL) along with two institutions of the German Aerospace Center DLR
- **Qualification centre** for aeronautical engineering careers; dual-mode study in the G15 State Vocational College for Manufacturing and Aircraft Engineering; private training and continuing education facilities; technical university training; cross-company shared campus at the Hamburg Centre of Aviation Training HCAT
- **Leading-Edge Cluster** for the Federal Republic of Germany with focussed research projects in the “a new kind of aviation” strategy: more economical, more ecological, more comfortable, more reliable and more flexible
- Powerful and communicative **network** between industry, authorities, trade associations, universities, chambers of commerce, employers’ associations and employee associations
- Networking of German regional organisations in the aviation industry along with international aviation organisations in the **European Aerospace Cluster Partnership (EACP)**

