




ILA BERLIN

INNOVATION AND
LEADERSHIP IN AEROSPACE

International Suppliers Center ISC | 25. - 27. April 2018

Berlin ExpoCenter Airport
www.ila-berlin.de

BDLI  German Aerospace Industries
Association

 **Messe Berlin**

International Suppliers Center ISC – Key Facts

- › ILA Berlin is the aerospace industry's most innovative trade show. On **April 25-29** the International **Suppliers Center ISC** offers a dedicated and exclusive marketplace for the supplier industry.
- › ISC is the ideal place for suppliers to connect with potential partners and customers. With the ISC more than 300 companies from around the globe have their home at ILA Berlin to present their latest innovations.

KEY FACTS ISC 2016

- › 319 exhibitors from 27 countries
- › 87 buyers from 40 companies and 12 countries
- › 1,087 pre arranged B2B meetings
- › countless high-level contacts



ISC and Supply Chain Excellence Initiative

- › German Aerospace Industries Association (BDLI e.V.)
- › 14 regional associations, clusters and initiatives
- › SPACE Germany
- › **SCE** is under the patronage of **Dr. Brigitte Zypries**
Federal Minister for Economic Affairs and Energy
- › **ISC** is under the patronage of **Dr. Klaus Richter**
Airbus Chief Procurement Officer



SUPPLY CHAIN EXCELLENCE PARTNERS



International Suppliers Center ISC

FEEDBACK FROM THE INTERNATIONAL BUYERS' DAYS 2016



PARTICIPANTS IN THE INTERNATIONAL BUYERS' DAYS 2016 (SELECTION)

- Airbus
- Boeing
- Diehl
- Liebherr
- Lockheed Martin
- Lufthansa Technik
- MTU
- OHB
- Premium AEROTEC
- Raytheon
- Rockwell Collins
- Saab
- Sikorsky
- Sukhoi

International Suppliers Center ISC is based on four pillars

ISC for Buyers (Niedersachsen Aviation)

- › Effective access to the entire supplier landscape
- › Individual B2B support
- › Strategic supplier development

ISC for Exhibitors (BavAIRia)

- › Attractive trade booths, special rates for shared booths
 - › Entry in ILA Quickfinder, Virtual Market Places and ILA-App

B2B Matchmaking (BBAA)

- › pre arranged B2B meetings exclusive for ISC exhibitors
- › More than 1.000 B2B meetings

ISC Conferences (Hamburg Aviation)

- › Exciting conference programme
- › Panel discussions at ISC Forum in Hall 6

International
Suppliers
Center
ISC

Services for Buyers at the International Suppliers Center ISC

B2B Matchmaking

- › Meet suppliers from around the globe in pre arranged B2B meetings

Strategic Supplier Development

- › Push the strategic objectives for your supply chain

ISC Forum

- › Learn about supply chain best practices and exchange with experts

VIP Service

- › You are our VIP guest. We provide a full service package for you.

ISC FOR
BUYERS

Services for Exhibitors at the International Suppliers Center

Customized booth

- › Your need is our challenge – we offer booths accordingly to your needs.
- › Co-exhibitors at your booth are free of charge.

B2B Matchmaking and Networking

- › Meet suppliers from around the globe in pre arranged B2B meetings.
- › Opportunity to participate exclusive events.

ISC FOR Exhibitors

ISC Forum

- › You get the opportunity to participate the conference to learn more about supply chain best practices and exchange with experts.

Easy to find

- › As exhibitor at the ISC you are listed in innovative Media (Quickfinder, Virtual Market Place®, ILA-App)

B2B Matchmaking at the International Suppliers Center

Face-to-Face meetings

- › We bring people, ideas, and resources together and assist our trade visitors to meet buyers and suppliers from around the globe.

With few steps to new contacts

- › Benefit from our innovative and effective online matchmaking tool.

Networking: before, during and after

- › User-friendly online platform allows participants to be involved in simple and goal-oriented networking.

B2B
at
ISC

Intuitive B2B-Matchmaking features

- › Comprehensive tools for a successful exhibition preparation

Conferences & Events at the International Suppliers Center ISC

SME Hour

- › Short pitch presentations of small and medium-sized enterprises in aviation
- › One hour a day, up to ten SME's

Marketplace

- › Networking platform
 - › Conference program with panel discussions
 - › Catering Area

Conferences & Events at ISC

Evening event

- › Exclusive Boat trip on the Spree
- › Top-level side program

Hannover exhibition

- › Bus shuttle to the Hannover exhibition
- › „Industry 4.0“ Booth tour

Contact

ISC Project Coordinator

Adrian Ahlers
ahlers@german-aerospace.de
Tel. +49 (152) 09 34 44 21



Services Messe Berlin

Alexa Rohling
rohling@messe-berlin.de
Tel. +49 (30) 30382164



Join the community!

MEET
YOUR
BUYER

