



# Meet the Buyer event

18<sup>th</sup> November

SCALE-UP Final Event: Online Matchmaking



## Lufthansa Technik

Lufthansa Technik is the world's leading provider of maintenance, repair and overhaul services and modifications in the civil aviation industry.

Lufthansa Technik is looking for a sensor system for monitoring and failure detection of a cryogenic hydrogen tank – sensors that can operate in a temperature range up to -260°C.

Meet the Buyer events offer interesting opportunities for your company to get in touch with the leading enterprises in a variety of business sectors. The event is invite only and will give you the chance to have an individual one-to-one meeting with key decision makers. Join the event, establish valuable collaborations, pitch your products and services, and discuss business partnerships that can fastforward your company's growth.

**Deadline for application:** 10. November 2021

**Individual online meetings between successful applicants and the Lufthansa Technik AG:** between 18. Nov and 3. Dec 2021





# Buyer profile

## What is their business?

Lufthansa Technik AG, is one of the world's leading manufacturer-independent providers of maintenance, repair and overhaul (MRO) services for civil, commercial and special mission aircraft.

We provide aircraft modifications and conversions and are specialized in the development of new repair technologies. We also manufacture aircraft components, based on the licenses issued by the aviation authorities. Lufthansa Technik serves more than 850 customers worldwide, including airlines, manufacturers, leasing companies and VIP jet operators. Of its 23,000 employees worldwide, about 8,000 are based in Hamburg.

## What are they looking for?

In order to pursue the transformation to climate-neutral aviation holistically, next to the development of new propulsion concepts, new ground processes and maintenance and repair technologies need to be designed. This will have a direct impact on the economic feasibility and safety of the aircraft operations of tomorrow.

In July 2021, Lufthansa Technik launched its very first research project on the hydrogen technology. Aim of the project is the modification of an A320 and the installation of a cryogenic hydrogen tank as well as a fuel cell in order to analyse the interaction of those components with the aircraft and its board systems.

For the monitoring and failure detection of the cryogenic hydrogen tank, sensors will be required that can operate in a temperature range up to  $-260^{\circ}\text{C}$ . The company is therefore looking for a sensor system able to work in cryogenic range thus allowing the condition monitoring of both the hydrogen systems and the aircraft structure.

The sensor system can be the used for predictive maintenance insights on the status of the LH2 tank, providing real-time health condition of the component at all times and will forecast probabilities and reasons of failure.

## What can Lufthansa Technik AG offer your company?

Lufthansa Technik is looking forward to be on the run towards a cleaner aviation and is looking for partners it can actively collaborate with in a research environment. Thanks to our link to the Lufthansa Group we offer a broad spectrum of expertise and networking links to internal departments.



## How can you apply?

If you are interested in this opportunity, please contact **Martina Christiansen** by sending an email to **m.christiansen@ee-sh.de** and briefly indicate the interest of your company in the Buyer's case.

You should include:

- a summary of why your product/solution or service meets the buyers' needs (max. 150 words)
- a link to your website
- your contact details

You can also contact your regional SCALE-UP partner.



## SCALE-UP PARTNERS

This Meet the Buyer event is an exclusive invitation for companies associated with the partner organisations in the North Sea region. Cleantech member organisations have joined forces in the Interreg SCALE-UP project to enable cross-border business contacts between SMEs with green solutions and established large companies. The overall aim is to facilitate for innovative cleantech companies to scale up your start-up. Consultants at the member organisations help participants prepare the meetings and support them through the business process.

## CONTACT

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