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A direct line to the electronics suppliers industry – the Procurement Center at MES Expo 2019

Finding out about innovations, comparing suppliers and negotiating prices – with the Procurement Center, MES Expo, which is debuting from 5 to 7 November 2019 on the Berlin Exhibition Grounds, will specifically target buyers from large companies.

“Electro-mobility has been a rail transport topic for over 100 years. The aim now is to move forward in such areas as fully automated vehicles and digitalised rail transport and to take rail system technology to the next level. As an event that covers a wide range of transport, MES Expo’s arrival in the marketplace has been long overdue. It is also the ideal platform for exploring markets“, said Uwe Günther, chief procurement officer of Deutsche Bahn AG.

Special tours for buyers will give procurement managers an opportunity to acquire an overview of products and services from suppliers, with an emphasis on cars, utility vehicles and rail transport. At individual meetings at the Procurement Center they will be able to make contact with suppliers, negotiate prices and prepare contract talks.

The future of mobility at MES Expo

As the trade fair catering for suppliers of electronics for the mobility sector, MES Expo is a platform for exchanging views, obtaining information, observing the market and naturally for building and cultivating business relations. The biennial event is organised by Messe Berlin with the support of the German Electrical and Electronic Manufacturers’ Association (ZVEI). “The electronics suppliers industry is where digitalising and interconnecting transportation systems begins“, said Lisa Höfer, the project manager of MES Expo. “This is a key industry that paves the way for concepts such as driverless vehicles, electrification and connectivity in the entire mobility sector. This is where MES Expo, which covers a wide range of transport systems, comes into play.”

Olaf Zinne, managing director of the Electric Traction Systems and Vehicles Division and the Contact and Overhead Line Construction Division of the German Electrical and Electronic Manufacturers’ Association (ZVEI), added: “Huge challenges await the mobility sector. With hardware such as petrol engines now almost 100 per cent efficient, software components in particular will play a significant role in the future. Efficiency will be achieved mainly by using intelligent solutions such as interconnecting transport systems, smart traffic light management or driverless vehicles. That is where future potential lies, and the electronics industry will provide the necessary expertise.”

MES supporting programme: a dialogue on equal terms

Dialogue and networking formats will accompany MES Expo. At the Dialogue Forum for instance, which is being coordinated by the ZVEI and German Railway Industry Association (VDB), topics will include driverless vehicles, electro-mobility, electrified powertrains, digitalisation and vehicle connectivity. Be it at a panel discussion or lecture, at Speaker’s Corner exhibitors will be able to present products in the format of their choice, while the Networking Area will provide trade visitors and exhibitors with

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the perfect setting to establish contacts and cultivate business relations.

More information is available online at www.mobility-electronics.de.