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Pressemitteilung



RAUMAG JANICH is one of the 100 most innovative medium-sized enterprises in Germany

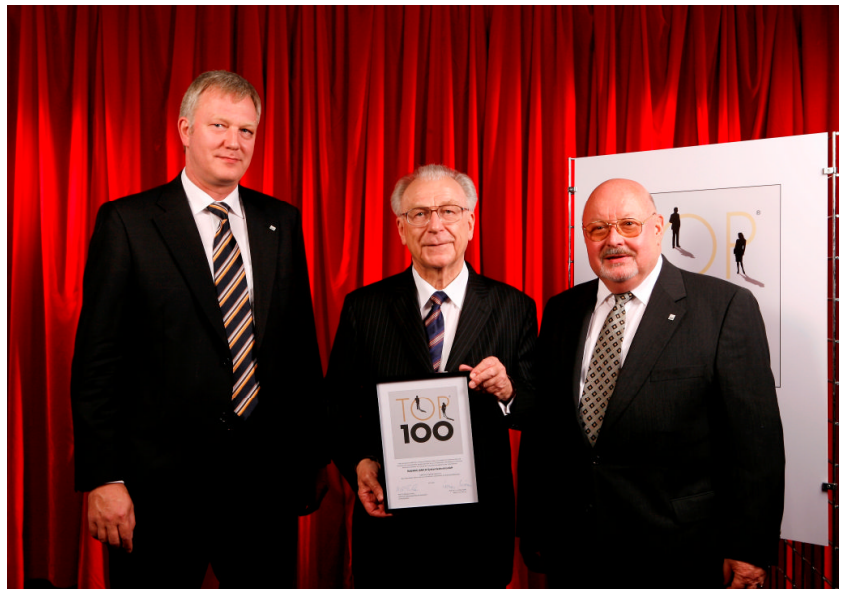
Lothar Späth awards Top 100 seal of approval to process engineering company from Rauenstein in central Germany

Rauenstein – **RAUMAG JANICH-Systemtechnik GmbH** is one of the 100 most innovative small and medium-sized companies (SMEs) in Germany. The company has been awarded a seal of approval in the 16th Top 100 corporate benchmarking competition for its systematic, well thought out and successful innovation management. Lothar Späth, former state premier of Baden-Württemberg, will present this prestigious award to RAUMAG JANICH at an official ceremony in Düsseldorf's Meilenwerk building on Friday, 4 July 2008. As patron of the SME project he will be recognising RAUMAG JANICH's achievements in the five key categories of "Innovative Processes and Organisation", "Innovations Marketing", "Successful Innovations", "Innovation-friendly Senior Management" and "Climate of Innovation". The company, which generated revenue of around € 10.5 million in 2007, specialises in the development, construction, manufacture and distribution of systems for regulating and shutting off flue gases in power stations, gas turbine plants and other industrial sites. The company has won the award primarily for its management team's commitment to driving forward innovation. "I have been granted more than 80 patents in my lifetime. Constantly thinking of how to make improvements is in my blood," is how managing director Hans-Jürgen Janich describes his recipe for success. Since 1996 he has been actively supported by director Winfried Deppe who has gradually taken over the operational management of the company.

Dipl.-Ing. (Univ.) Winfried Deppe
Vice- President RAUMAG-JANICH

Prof. Dr. h.c. Lothar Späth
The project's patron

Dipl.-Ing. (FH) Hans-Jürgen Janich
President RAUMAG-JANICH



Sales and marketing staff at this 72-strong firm find out where improvements to plants are needed by meeting their customers on site. Back at the office they get together to find a solution, with management, marketing, development, production and commissioning teams working alongside one another. Customers are also constantly involved in the innovation process. Because it is not possible to make prototypes or test them in operational conditions due to the size of the products, close collaboration with the plant operators is vital – from the development phase via initial commissioning to the trial run.



To qualify for the award, the company had to undergo a stringent two-stage process devised by the Vienna University of Economics and Business Administration. Professor Nikolaus Franke assesses the innovative capabilities of the entrants and selects the top one hundred, which this year include 49 German market leaders and 17 global market leaders. The results in other categories also illustrate the exceptional position of the top 100 companies, as shown by a benchmarking survey undertaken by Vienna University. This reveals that the top 100 companies are twice as successful in terms of innovation as other SMEs in their peer group. In the past three years they generated 67 per cent of their profits from innovations and innovative improvements – compared with 35 per cent in the sample of similarly structured companies. 58 per cent of the top 100 companies provide "internal venture capital", i.e. money for employees to pursue their own innovative ideas – compared with just 2 per cent of the average SMEs questioned. "I was very impressed by this figure, but not surprised by it. After all, if you want to launch radically new products and to succeed with them, you have to be willing to take certain risks" says Professor Franke. With such tough competition, RAUMAG JANICH is even prouder of its place in the *Top 100* as Hans-Jürgen Janich confirms "We are now one of the 100 most innovative SMEs in Germany, which proves to us that we are on the right track".

Mentor, partners and coordination

The project's patron is Lothar Späth. Partners in the project are: Fraunhofer Society for the Promotion of Applied Research, the German Centre for Productivity and Innovation (RKW), the Association for Electrical, Electronic & Information Technologies (VDE) and the Association of German Engineers (VDI). Its media partner is the *Süddeutsche Zeitung* newspaper. The project is coordinated by Professor Nikolaus Franke of the Institute for Entrepreneurship and Innovation at the Vienna University of Economics and Business Administration.

Organiser: compamedia GmbH

compamedia specialises in organising benchmarking projects for medium-sized German firms and in developing networks of such companies. It runs the "Top 100 - the 100 most innovative companies in Germany's SME sector" project, the employers' benchmarking award "Top Job – Germany's 100 best SME employers" and "Ethics in Business – pioneers of ethical conduct".



The most important product of RAUMAG-JANICH today is a Diverter Damper for Gasturbine Power Plants. The blade design and the sealing system are patented worldwide.

2007, RAUMAG-JANICH secures an order from ZURLU ENERGY, Turkey for the supply of six diverters, ND 3048 x3048 mm, destined for Russia's largest combined cycle power station at Moscow. The diverters are equipped with internal lagging (picture). The customer decided in favour of the RAUMAG-JANICH technology.

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Perfekte Technik, Qualität und Sicherheit





Unter der wissenschaftlichen Leitung von Nikolaus Franke vom Institut für Entrepreneurship und Innovation der Universität Wien werden jedes Jahr die 100 innovativsten Unternehmen im deutschen Mittelstand ermittelt. Die Prüfung des Innovationsmanagements des Unternehmens

RAUMAG JANICH-Systemtechnik GmbH

ergab hervorragende Ergebnisse.

Das Unternehmen zählt zu den 100 innovativsten Unternehmen im deutschen Mittelstand.

Juli 2008

Prof. Dr. Nikolaus Franke
Institut für Entrepreneurship und Innovation
Universität Wien

Prof. Dr. h. c. Lothar Späth
Mentor von TOP 100