

## Dr. Harald Buchalla

Managing Director  
Direktor Innovation und Geschäftsentwicklung

Ingpuls Dynamics GmbH  
Brand KG



## Material Science meets Family Business

SMA has been well known in the context of actuator technology for many decades. Nevertheless, this technology is still a minor player in practical applications. There are several reasons for that. First: It requires severe in-depth and usually application-specific material know-how to obtain precise and stable actuator elements. Second: Potential customers have to be convinced of the suitability for their application. Third: Professional (large-scale) series development and production with all processes and certificates have to be available in order to successfully launch a robust actuator system with SMA components on the market. In order to avoid significant losses of knowhow all this must be provided without excessive explanation or training of the customer. A solution to this problem will be presented in the lecture and initial successes will be presented.