

Haishu Private Companies pioneered in international interactions

—Sino-Finnish Talent Nurturing Collaboration Platform has produced practical results

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Recently, after winning the local Challenge Contest, three expert teams from Ulvila Finland have offered their production line automation and upgrading solutions to a Haishu private company. Now the project has entered into application phase. A project-based method is used so that practical solutions could be tailored to the need of private companies. It is understood that this kind of talent collaboration method is rare in China—targeted International expert teams had rarely been engaged in a governmental initiative to help solve specific challenges faced by each company.

Haishu boasts a large number of manufacturers who are in urgent need of upgrading and transformation. As one of the four automation and robotics clusters in Europe, Ulvila city has long been committed to exploring overseas market. In October last year, the two sides agreed that in the next three years, Haishu would invest 2 million Euros and the Finnish side would organize expert teams to come up with targeted solutions for Haishu private companies in need.

During the first half of this year, Finnish experts paid multiple visits to Haishu, contacting the first group of more than 30 companies here, learning about their demands in details. The experts have provided development reports for 7 among them before deciding on working with Junhe Pumps in their very first project whose aim was product line upgrading and production line automation. Previously, 50% of Junhe's production lines were automated, and some lines still required manual laborers. They were challenged in meeting customer demand in peak seasons and the standardization was sometimes compromised due to human error. These have become major obstacles for Junhe, holding them back from gaining a bigger share in the high-end water pump markets in Europe and the United States. "The Finnish experts have responded specifically to our need. In order to achieve improved packaging efficiency, they offered us three ways to proceed—through process optimisation, mechanical hand application and assembly line automation. Now that we have made some major technical breakthroughs, our production efficiency is up by 20% by adjusting the packaging process alone," said Mr. Zhang Junbo, general manager of Junhe Pumps.

The collaboration between Haishu and Ulvila will continue to expand. Upon the completion of the Junhe Pumps project, the Finnish side will move on to work with Jiale Corporation. They will help with the promotion of artificial intelligence software, new materials, and production line automation, as well as assist in lowering energy consumption and boosting resource utilisation. In addition, the two governments plan to open a research and development center in Ulvila in an attempt to improve collaboration efficiency and expand the scope of partnership.

Source: originally on China Ningbo website(中国宁波网) and the front page of *Ningbo Daily* (《宁波日报》, Dec 17 2018)

<http://news.cnnb.com.cn/system/2018/12/17/030011375.shtml>

http://daily.cnnb.com.cn/nbrb/html/2018-12/17/content_1141298.htm?div=-1

then also published on the official provincial news outlet Zhejiang Online(浙江在线)

http://biz.zjol.com.cn/zjjbd/cjxw_11149/201812/t20181217_9005548.shtml

Attachment 1:

Chinese Text:

海曙民企“尝鲜”跨国互动 中芬人才合作平台进入实操阶段

日前，芬兰乌尔维拉市的3个专家团队从当地的挑战赛胜出，为海曙民营企业提供的产品线升级和生产线自动化解决方案进入实操阶段，以项目化的形式为民企切实解决发展中遇到的个性化难题。据了解，政府在服务民企过程中引入国际专家团队精准对接，这一人才合作模式国内鲜见。

海曙制造企业众多，转型升级诉求迫切。乌尔维拉市是欧洲自动化机器人产业四大集群地之一，长期致力于拓展境外市场。去年10月，双方约定未来三年海曙方投入200万欧元，芬兰方组织专家团队，为海曙民企转型升级提供精准解决方案。

今年上半年，芬兰专家多次来海曙考察，与第一批30多个企业进行深入的需求对接，并为其中7家制造业企业提供了发展建议报告，最终确定了君禾泵业的产品线升级和生产线自动化为首个合作项目。目前，君禾泵业50%的生产线实现了自动化，部分生产线仍需人工参与，销售旺季时常常供货不足，同时影响了产品的标准化，成为企业拓展欧美高端水泵市场的“绊脚石”。“芬兰专家此次专门针对我们提出关于包装效率提升的要求，通过流程优化、机械手应用和组装线自动化三个方向进行改进。技术瓶颈实现突破后，仅包装环节就能帮助企业提升20%的生产效率。”君禾泵业总经理张君波说。

海曙与乌尔维拉市的合作还将持续加码。君禾泵业产品线升级和生产线自动化项目完成后，芬兰方将与宁波嘉乐企业展开合作，推广人工智能软件、新型面料和生产线自动化技术，帮助企业降低能耗、提高资源利用率。此外，双方政府计划在乌尔维拉市建立相关研发中心，以进一步提高合作效率、拓展合作范围。

Attachment 2:

The article on *Ningbo Daily*:

