



# CASE STUDY

“Thanks to its network, expertise and effectiveness, Hagen PR has enabled us to promote our products and innovations in all our markets and greatly increased our visibility to prospects and partners worldwide. Hagen PR has become our optimal partner for our PR projects.

- Vincent Affolter, Affolter Technologies SA, Managing Director

**CLIENT**  
Affolter Technologies SA

<http://www.affoltergroup.ch/>

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## THE CLIENT

Tradition meets innovation: Affolter Technologies SA is a part of the Affolter Group with more than 160 employees worldwide. The Affolter Group was founded in 1919 by Louis Affolter in Malleray, Switzerland. Today, the fourth generation leads the family enterprise. The highly-specialized company is world technology leader in high-precision gear hobbing solutions, mainly for the watchmaking, high precision and automotive industries. Affolter Technologies operates worldwide with a broad network of distributors. A China daughter company was founded in 2013.

For more information, please visit:  
[www.affoltergroup.ch](http://www.affoltergroup.ch) and  
[www.affolter-applications.ch](http://www.affolter-applications.ch)

## STRATEGIC GOALS

Hagen PR started to support Affolter Technologies in 2014. The strategic goals of the Affolter Technologies marketing team were:

- Globalization of the company's communication efforts by issuing product press releases in all international key markets, including major markets in Europe, Asia and North America
- Ensuring continuous brand presence and the optimization of the company image in all markets by reaching out to decision makers of the global metalworking, watchmaking, high precision and automotive industries

- Supporting product launches with tailored PR campaigns; highlighting the technological expertise of Affolter Technologies
- Building and maintaining a strong network with international media partners, journalists and publishers; implementing contact researches and media market analyses
- Developing and implementing tailored PR campaigns to optimize the presence at major trade shows worldwide

## ACTIONS & RESULTS

The Hagen PR project team realized an initial research on relevant media contacts in all key markets around the globe. This database was the groundwork for all further communication activities.

In 2014, Hagen PR implemented a global PR campaign about the introduction of the new AF110 gear hobbing center in eight languages. The project team in Asia and Europe was responsible for following up with journalists, arranging interviews and optimizing PR results.

The press release was published in more than 30 high priority industrial magazines in all key markets as well as on 90 qualified websites. International print publications added up to an advertising value of 77'000 Swiss francs. The Affolter sales team experienced an immediate increase of interest and inquiries about the new product. Contacts with journalists and publishers in all key markets were made

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or intensified, facilitating further press releases and articles.

In 2016, a global PR campaign about the innovative Worm Screw Power Skiving (WSPS) technology was realized. A B2B press release was sent to industrial media in all key markets, in eight languages. Results were very positive: International print publications added up to an advertising value of 85.000 Swiss francs, the release was published on more than 150 industry websites. High priority media from all target markets published in-depth technical articles or interviews with the Affolter management.

Besides the global press releases, Hagen PR supports Affolter Technologies with tailored communication campaigns to boost trade show appearances in Korea, China, USA and other countries.

In 2019, Hagen PR supports Affolter Technologies with a PR campaign about the 100 year anniversary of the company in all of Affolter's key markets.

Affolter Technologies and Hagen PR plan to continue and intensify the cooperation to optimize the company's visibility and brand image in the long run in all the global target markets. ■

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