

IFAT Munich Solution Tours 2026

Your innovation in the spotlight

Focus: Water Management



IFAT Munich Solution Tours 2026: The offer at a glance

The IFAT Munich Solution Tours places your innovation in the spotlight – in front of an audience that not only recognizes its potential, but is actively looking for it.

An experienced expert leads the tour and strategically guides an international group of visitors to four to five exhibitors whose solutions perfectly match the tour's topic. The tour language is English.

Our service in detail:

- Each tour begins with a well-founded introductory speech by our tour guide on the respective tour topic.
- As an exhibitor, you will be given **10 minutes** at your stand to **present your solution and talk** with the tour participants.
- We ensure that visitors have a thematic interest by requiring them to **register free, but mandatory**. Afterwards, we will send you the **contact details** of your tour participants.
- We bring you efficiently and personally into contact with your potential customers: The cost of participating as an exhibitor is €1,290.

IFAT Munich Solution Tours 2026:

Your advantages at a glance

Specifically targeting an interested audience results in many advantages for you:

01

Targeted visibility instead of passers-by

You present in a setting appropriate to the topic – led by experts in front of an audience with genuine interest.

02

Two groups, double lead generation

There are two tour groups per topic. You gain visibility – and the contacts from both groups.

03

Application in the official tour program

You are part of a curated format – visible in the app, website, mailings, and visitor planning.

04

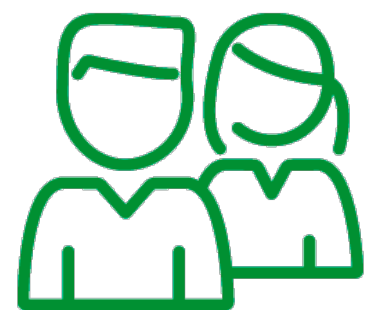
Professional classification by the guides

Your product is embedded – not just presented. The guide provides context, relevance, and thematic depth.

05

Specific contacts for your follow-up

After the tour, you will receive the participant data – for a targeted approach and efficient lead generation.



Key Facts Solution Tours

IFAT Munich 2024:

658

registered
visitors

Ø34

visitors per tour

~55%

of tour visitors are
managers or at C-level

49%

of tour visitors
from 61 countries

“Exciting people use the solutions tours, including new target groups. That’s why we’re here. I would love to do it again next time.”

Hermann Sewerin GmbH,
participating exhibitor 2024

IFAT Munich Solution Tours 2026: Tour guide and topics



Tour guide Peter Frenz

Head of Water Supply Systems, German Technical and Scientific Association for Gas and Water (DVGW)

- Focus: **Drinking water & network infrastructure**
- Specialist for **supply networks, standardization & system stability**
- Guides Tours on **digitalization, treatment & maintenance** in the area of drinking water
- Contributes the perspective of **technical regulations** – and knows the current issues from **utilities**

IFAT Munich Solution Tours 2026: Tour guide and topics



Tour guide Dr. Friedrich Hetzel

Head of Water and Waste Management, German Association for Water, Wastewater and Waste (DWA)

- Focus: Regulation in German water management
- Specialist in the field of water-conscious urban development
- Leads tours on digitalization in the wastewater sector & EU Urban Wastewater Treatment Directive



Tour: Digitalization in Drinking Water Supply

Tour guide: Peter Frenz



How do we increase controllability, security and efficiency in the network?

In this tour, you can show solutions to the following topics:

- AI systems for network control, digital twins, building information modeling
- Cybersecurity for critical infrastructures
- Cloud-based monitoring and process control

Tour: Analysis and Drinking Water Treatment Methods

Tour guide: Peter Frenz



How do you detect, remove or prevent pollutants in water?

In this tour, you can show solutions to the following topics:

- Sensors, analytics and monitoring to detect PFAS, pesticides and trace substances
- Process for water treatment and reuse
- Control technology and quality assurance during operation

Tour: Maintaining Infrastructure & Climate Adaptation

Tour guide: Peter Frenz



How do you react to leaks, aging and climate impacts?

In this tour, you can show solutions to the following topics:

- Leakage detection and determination of water losses (Infrastructure Leakage Index ILI)
- Refurbishment and repair methods, and condition assessment (life cycle)
- Innovative inspection procedures
- Network documentation

Tour: Digitalization in the Wastewater Sector

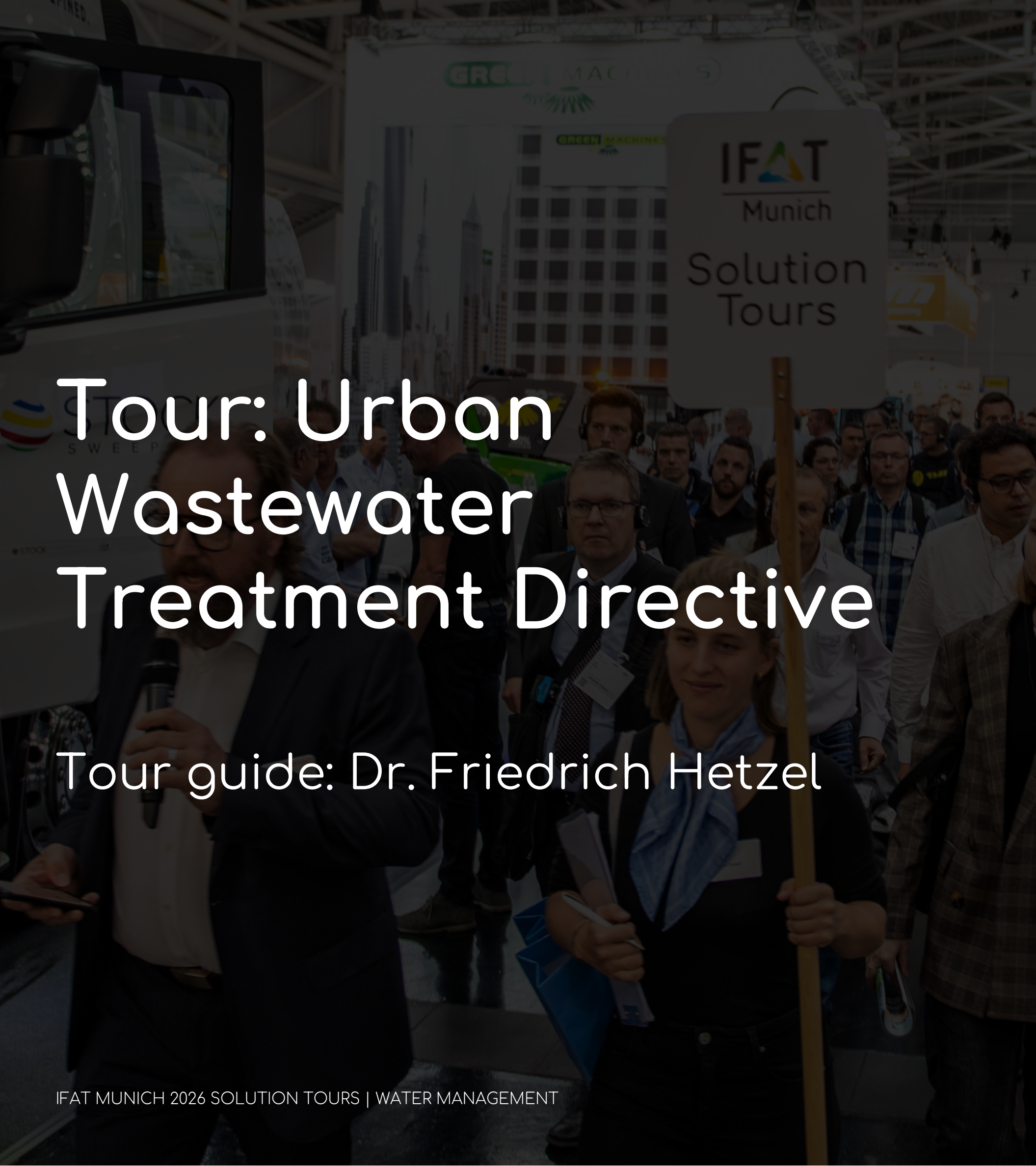
Tour guide: Dr. Friedrich Hetzel



How do you digitize the planning, operation and monitoring of wastewater systems?

In this tour, you can show solutions to the following topics:

- Building information modeling for wastewater treatment plants and network planning
- Cloud-based data analysis for control & resource efficiency
- Early warning systems for overload, backwater & heavy rain



Tour: Urban Wastewater Treatment Directive

Tour guide: Dr. Friedrich Hetzel



How do you put new legal requirements in practice?

In this tour, you can show solutions to the following topics:

- Process for removing micropollutants (4th purification stage)
- Measures to reduce emissions & optimize energy
- Monitoring solutions to comply with new limit values

IFAT Munich Solution Tours 2026: **Your participation**

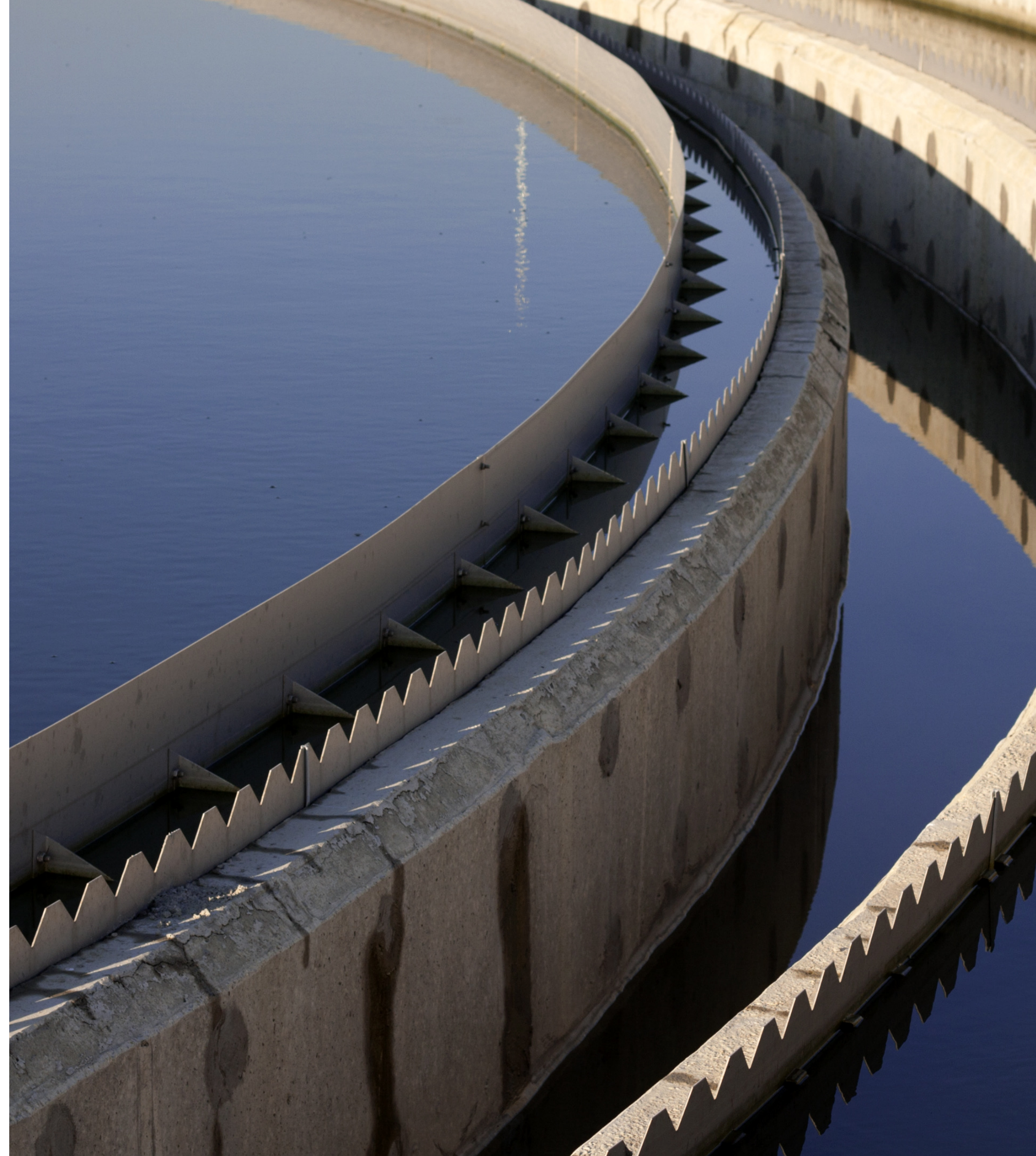
Do you have a product or service that you would like to present as part of one of the tours? If so, we look forward to you taking part. Work with us to design your individual presentation in the Solution Tours.

Please send to eventprogram@ifat.de:

- A brief description of your solution (max. 3-5 sentences)
- Assignment to one of the tours
- Your contact details

Places are limited. The final selection will be made after being checked by the tour guide.

The official registration for exhibitors will be via the exhibitor store from fall 2025: <https://ifat.de/en/trade-fair/exhibitors/exhibitor-shop/>



IFAT Munich Solution Tours 2026 Contacts



For content-related questions:



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For organizational questions:



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