



MARTIN-LUTHER-UNIVERSITÄT  
HALLE-WITTENBERG



## WORKSHOP „ESTABLISHMENT AND EMPLEMENTATION OF A CENTRE OF INNOVATION AND TECHNOLOGY TRANSFER“

### **Session 1: „The best practice of Knowledge & Technology Transfer and Science and Industry partnership“**

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- 1 Forstering entrepreneurship and innovation culture at MLU
- 2 Partnership for innovation & entrepreneurship
- 3 National and regional funding policies for innovation and entrepreneurship structure and projects

# 1 Short Introduction Martin-Luther-University Halle-Wittenberg



MARTIN-LUTHER-UNIVERSITÄT  
HALLE-WITTENBERG

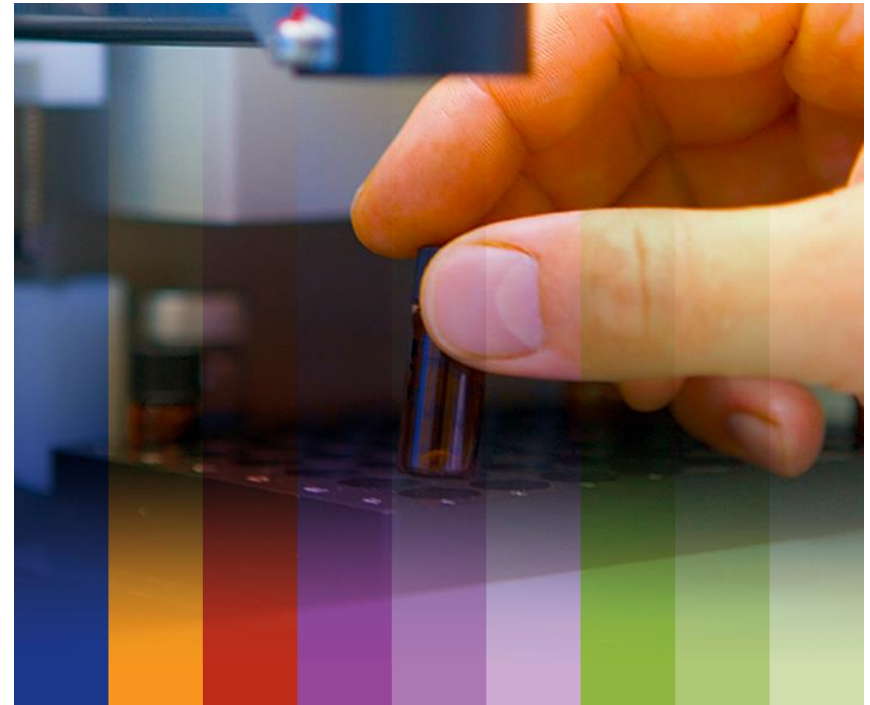
- Founded in 1502
- ~20,000 Students
- 341 professorships
- 1,500 research staff
- 10 faculties
- 52 international university partners



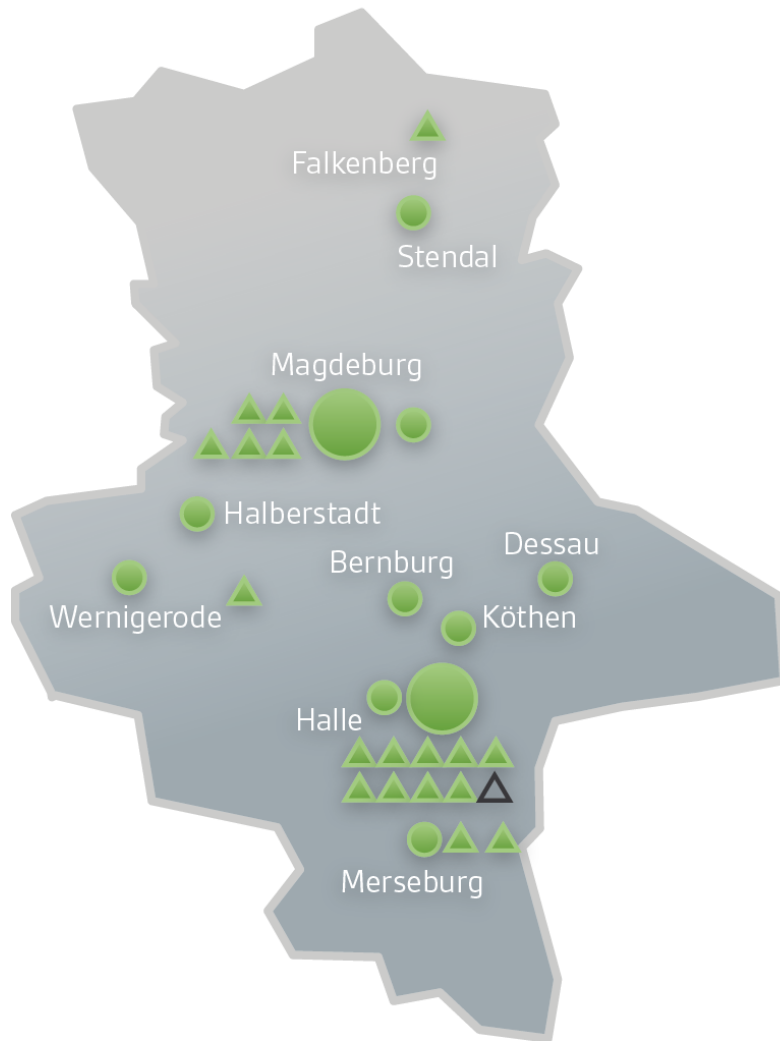


## research excellence





- Enlightenment – Religion – Knowledge
- Society and Culture in Motion
- Nanostructured Materials
- Plant and Protein Biotechnology



# 1 Saxony Anhalt research landscape



## Saxony-Anhalt research institutions

-  Universities
-  Universities of Applied Sciences
-  Non-university research institutes
-  Leopoldina German National Academy of Sciences

5 Leibniz Association (WGL)  
3 Max Planck Institutes (MPI)  
6 Fraunhofer Research Institutions  
2 Helmholtz Centres (HGF)

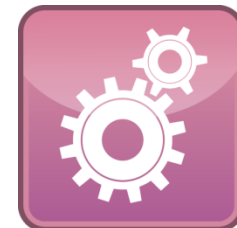
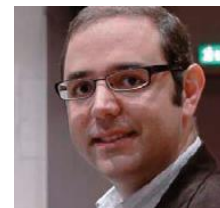
# 1 Saxony Anhalt - Facts

- Central Germany
- Federal state „Saxony-Anhalt“
- Population 2.26 mio
- Traditional sectors:
  - Chemical processing
  - Polymers
  - Heavy machinery
- Emerging sectors:
  - Services
  - Silicon photovoltaics
  - Biotechnology





# 1 Strategic approach to entrepreneurial culture at the MLU



**Lifelong learning:**  
**Process-oriented. Situation-oriented. Market-oriented.**

# Sensitisation

## For students and researchers

- **Founders week** at the beginning of the semester
- Informations about startup financing and funding,
- Informations about IP protection
- Idea generating
- Founders network event

## Objectives

- Fostering a campus-wide culture of innovation and entrepreneurial Spirit





# Teaching Entrepreneurship

## For students

- elective for-credit course in entrepreneurial skills
- curricular module in M.Sc. program Pharmaceutical Biotechnology
- interdisciplinary lecture series
- seminars for business model generation
- software-based business simulations
- optional workshops for specific topics

## Objectives

- stimulate the entrepreneurial spirit
- improve entrepreneurial skills



# Incubator Labs

**For students and researchers**

**Targeted at research excellence**

- Biotechnology
- Nano-structured materials

**The facilities offer**

- Equipped labs including supplies
- Desks and meeting space

**With direct access to**

- Scientific and technical staff
- Univations start-up support





# Advice and Guidance

## For academic entrepreneurs:

- in business planning,
- Funding start-ups
- professional start-up and innovation network
- Trainings and qualification
- business mentors



# The startup service team





# Public grants for Entrepreneurship at higher educational institutions



SACHSEN-ANHALT



EUROPÄISCHE UNION  
**ESF**  
Europäischer  
Sozialfonds

Gefördert durch:



Bundesministerium  
für Wirtschaft  
und Energie

aufgrund eines Beschlusses  
des Deutschen Bundestages

**eXIST**  
Existenzgründungen  
aus der Wissenschaft





## 2 Partnership for innovation & entrepreneurship

weinberg  
campus  
GERMANY HALLE (SAALE)



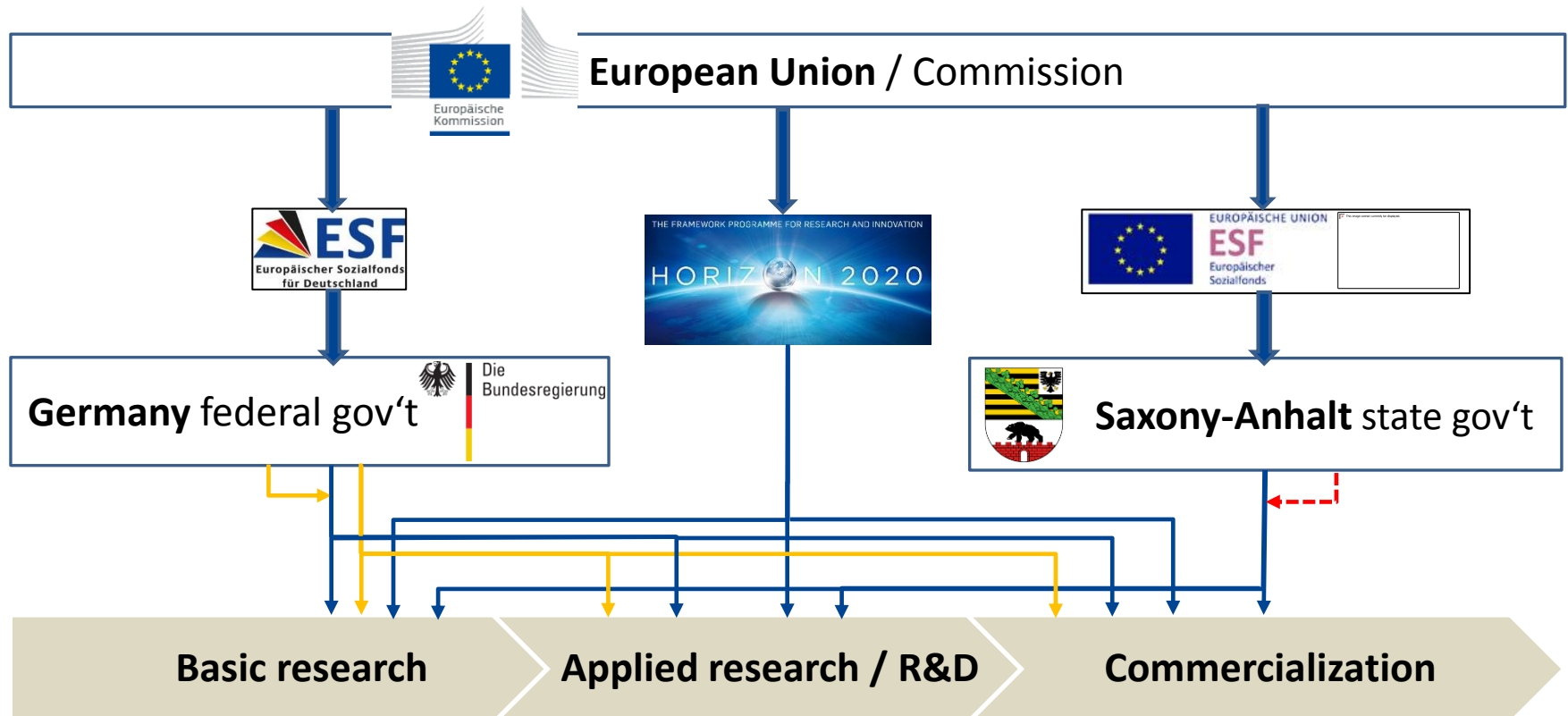
MARTIN-LUTHER-UNIVERSITÄT  
HALLE-WITTENBERG

**univations**

*Institute of Knowledge and Technology Transfer  
at Martin Luther University Halle-Wittenberg*

- **information and advice**
  - re IP protection
  - re commercialization through industry or spin-off
  - proactively and individually
- **Support and guidance**
  - Securing IP rights
  - funding acquisition for validation, transfer, start-up
  - recruitment of industry partners
  - preparing research-based start-up
- **Team: 1 patent assessor, 1 biologist, 1 MBA**

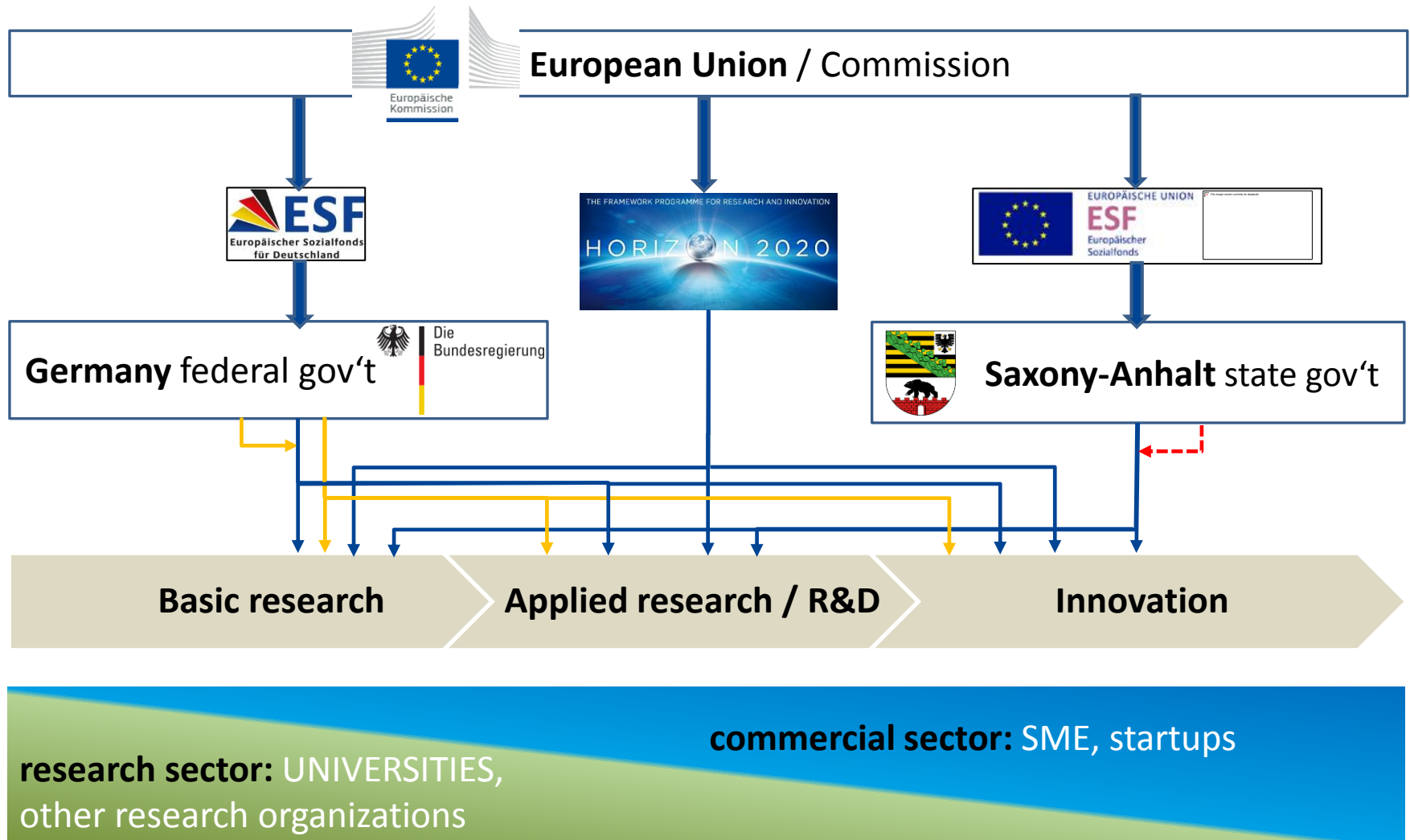
# Public funding landscape for R&D, startup creation



**research sector:** UNIVERSITIES,  
other research organizations

**commercial sector:** SME, startups

# Public funding landscape for R&D, startup creation



# Typical funding conditions for most R&D / innovation grant schemes

- Thematically restricted or open
- General funding priority: EU → Federal → Regional
- Non-repayable grants, beneficiary pre-finances, milestones
- Staff, equipment, consumables, services, travel
- Duration: 12-36 months
- 50k...500k €
- universities 100% vs. businesses 65-25% funding
- Sole vs. collaborative projects (preferably with SME)
- Standard regulations for university-business projects
- **Main Criteria:** level of innovation / commercial potential



# Example R&D grant: „ZIM“ (Central Innovation Programme)



**amount granted 2015/2016: € 845m**

**Sole R&D projects**  
(SME)

**Joint R&D projects**  
(multi-SME  
or  
SME-university)

**Cooperation  
networks**  
(multi-project, including  
network management)

market entry services

- Develop new products, methods or technology-based services to market readiness
- Sustainable increase in competitiveness

# Example entrepreneurship funding: „EXIST Business start-up grant“



Federal Ministry  
for Economic Affairs  
and Energy

**EXIST**  
Existenzgründungen  
aus der Wissenschaft

- **Scope:** technology-based product or service innovations
- **Funding:** 12-month subsistence allowance for team of max. 3 academics/graduates/students + €35k budget incl. €5k coaching
- **Aims:** business plan, prototype, fundraising, form company
- **Technique:** projects applied and hosted @ university, teams mentored by a PI and enrolled in startup network



- 150-200 projects granted p.a. @ € 120-150k; > 1.300 since 2007
- > 50% approval rate, 80% company creation, 70% survival rate 3 years

## Martin-Luther-University Halle-Wittenberg

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### Referat 6.3 service office ideas - protection - conversion

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