



# Centre for Entrepreneurship

Technische Universität Berlin

## Spotlight TRANSFER: How innovations come to life!

July 11th 2019

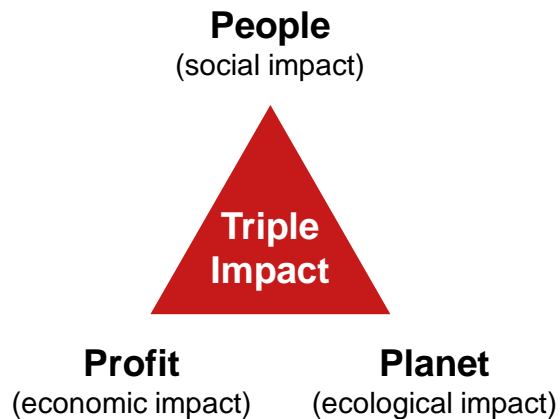
Stela Ivanova, Innovation Manager @ CfE

# What is Transfer?

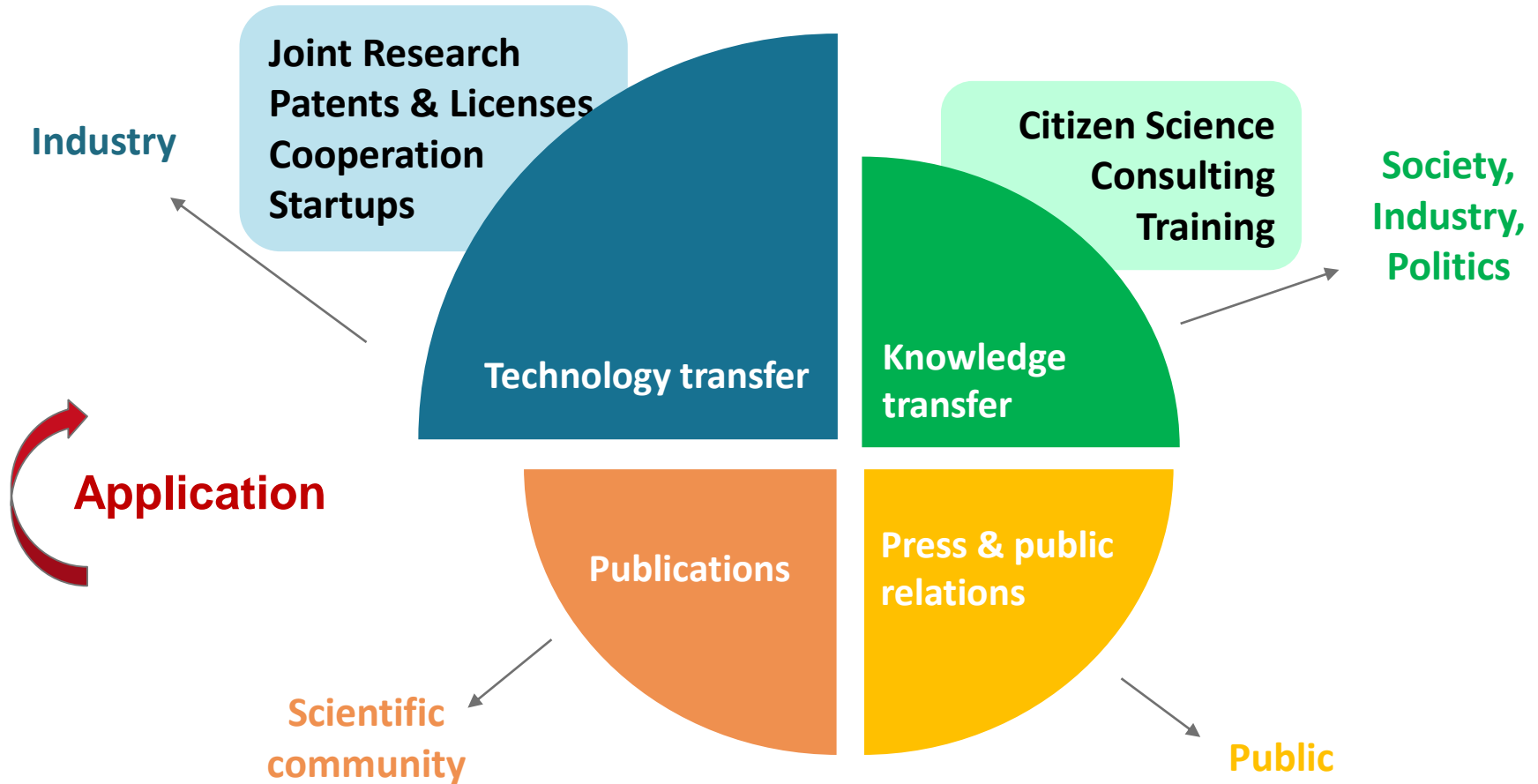
The process of **transferring** scientific knowledge and/or technologies from the research area into society, industry, politics and culture

*Wissenschaftsrat (2016): Positionspapier Wissens- und Technologietransfer*

## Transfer @ CfE:



# From ideas to innovations



# Why Transfer?



- Application of your research results
- Further development of your preferred research topic
- Personal choice of the exploitation strategy
- Gaining a larger and more diverse professional network
- Finance for your innovations
- Continued employment
- Alternative career paths



# Centre for Entrepreneurship



Incubation Team

Transfer Team

# KEY QUESTIONS



**RESEARCH &  
DEVELOPMENT**

**APPLICATION**

**AWARENESS**

Why could be  
technology  
transfer of interest  
for me and who  
can support me?

**IDENTIFICATION**

Are my research  
results relevant for  
technology  
transfer? Which  
exploitation  
strategy fits best?

**MATCH MAKING**

How to find the  
right partners for  
my project?

**DEVELOPMENT**

I have an idea –  
what are the next  
steps?

# TRANSFER SERVICES AT CFE

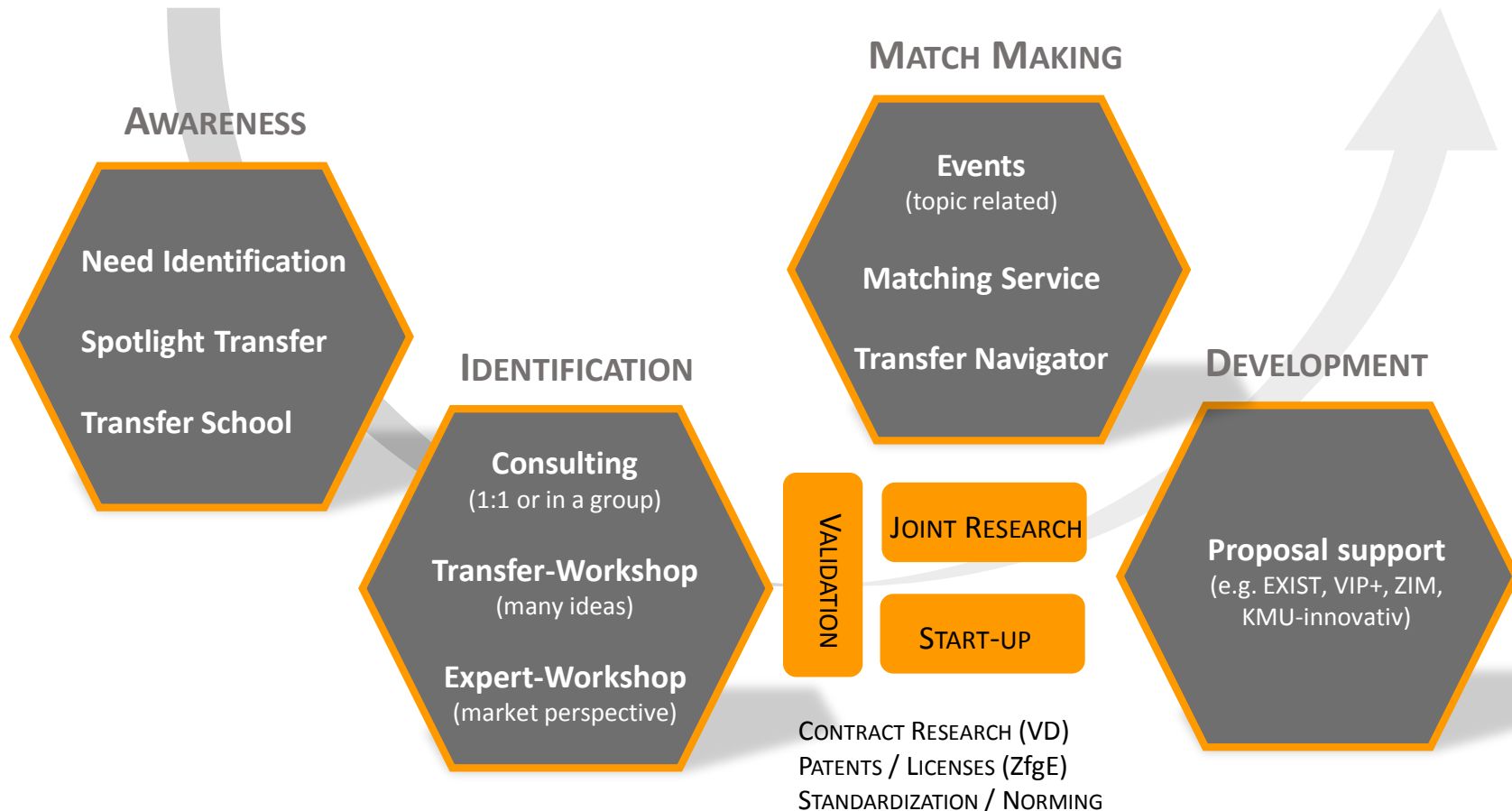
in cooperation with all transfer related units at the TUB



**RESEARCH &  
DEVELOPMENT**



**APPLICATION**





# Exploitation strategies

## IDENTIFICATION

**Consulting**  
(1:1 or in a group)

**Transfer-Workshop**  
(many ideas)

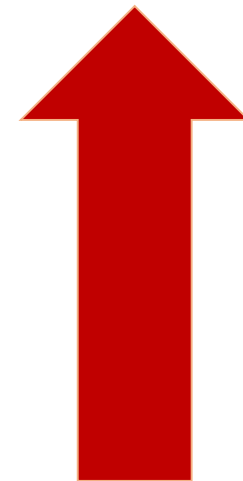
**Expert-Workshop**  
(market perspective)

**VALIDATION**

**START-UP**

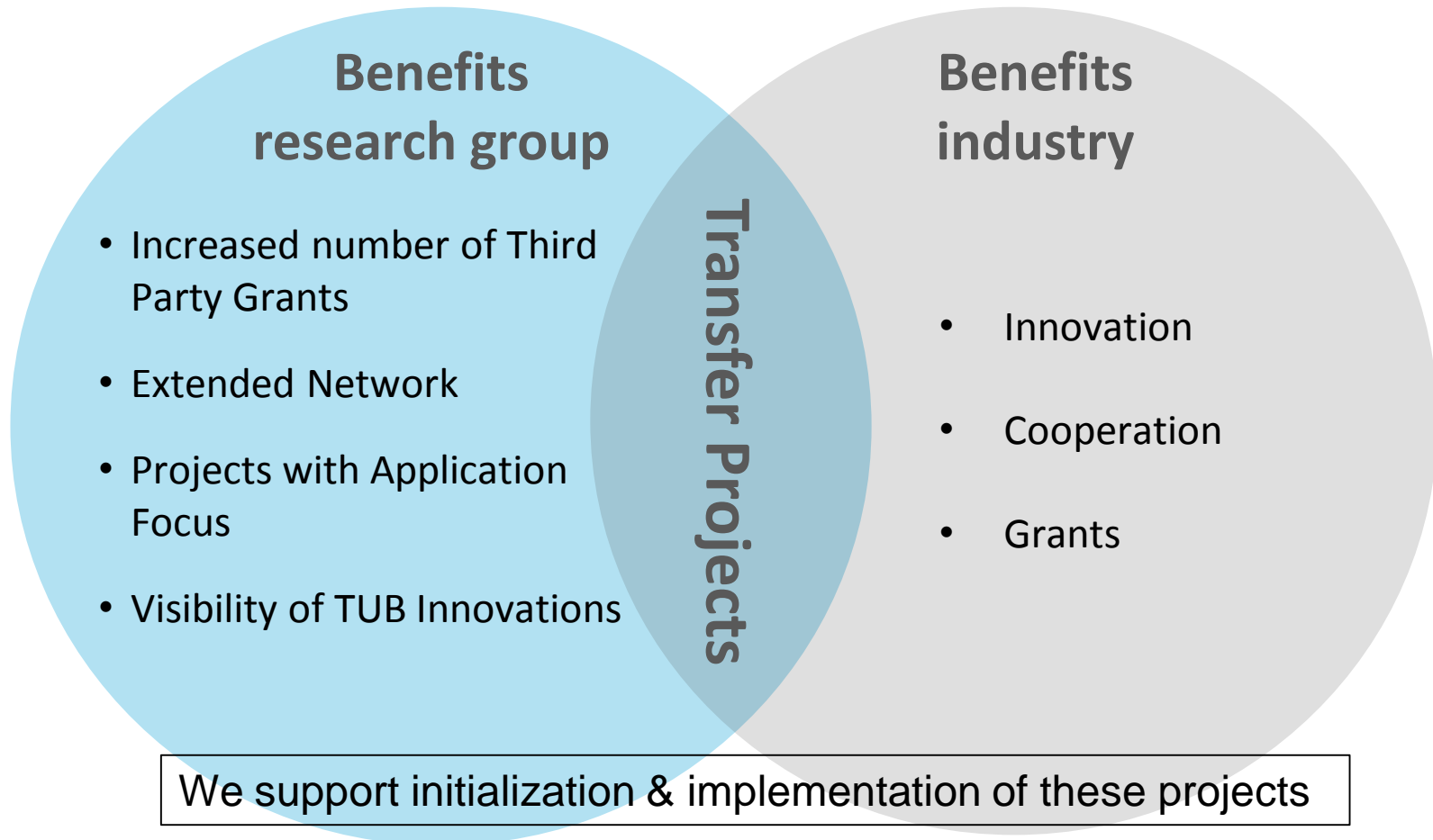
**JOINT RESEARCH**

**PATENTS / LICENSES (ZfGE)**  
**STANDARDIZATION / NORMING**





# Joint research with industry



Contact: **Transfer Team @ CfE**, Head of the team: **Florian Uhlig**

[florian.uhlig@tu-berlin.de](mailto:florian.uhlig@tu-berlin.de)

# Incubation Support

- Pre-Seed-Funding (e.g. BSS, EXIST grants)
- Qualification (e.g. StarTUp School)
- Infrastructure
- Customized Business Model
- Access-to-Business
- Access-to-Finance
- Required: Acceptance to & Participation in the Incubation Process @ CfE

Contact: **Incubation Team (CfE); Head: Karin Kricheldorff**

[karin.kricheldorff@tu-berlin.de](mailto:karin.kricheldorff@tu-berlin.de)

# Incubation process at CfE

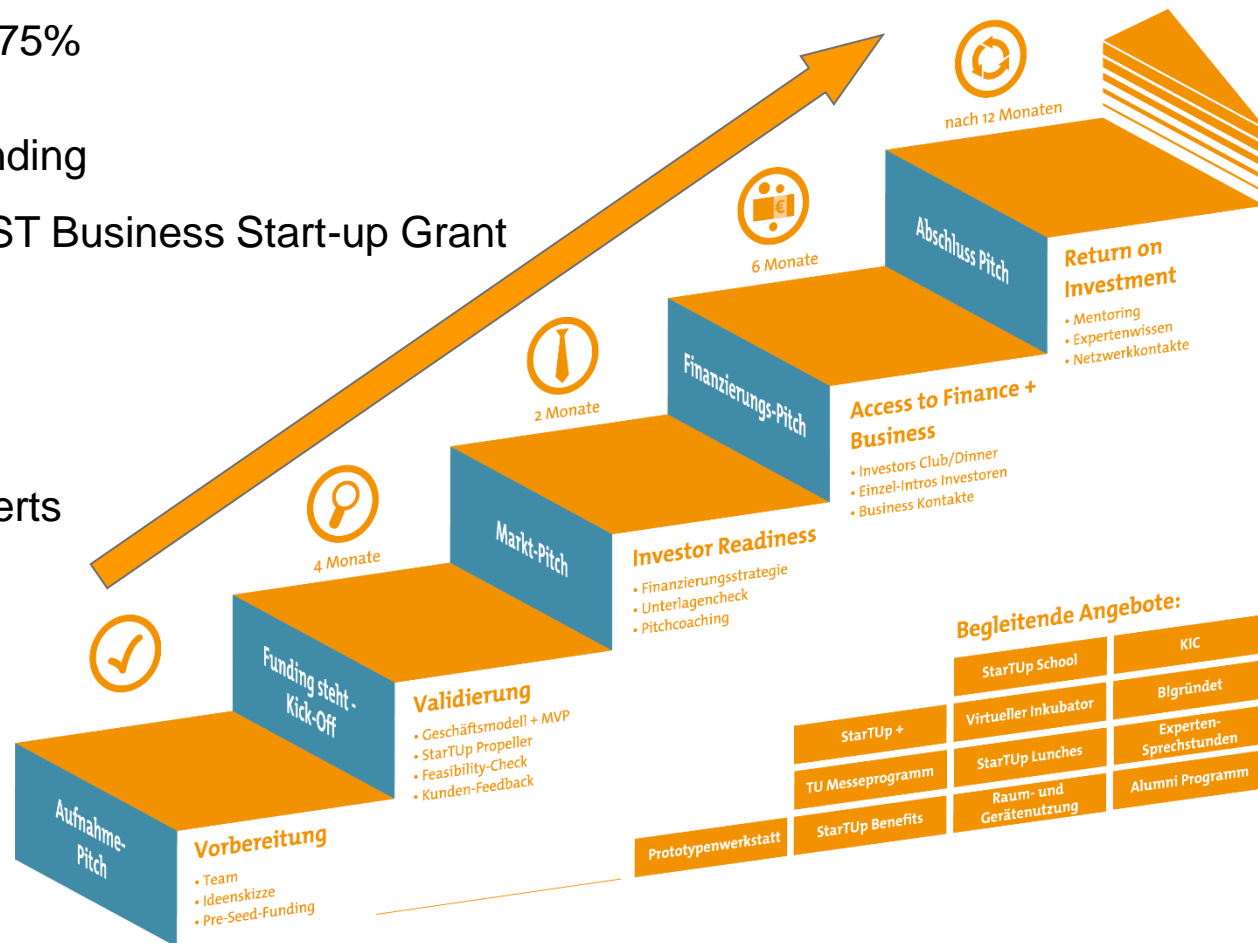
## 2008 – 2017:

- 150 Supported Start-ups; 130 Founded Start-ups
- Survival Rate after 3 yrs: 75%

- > 17 Mio. € Pre-Seed Funding

2018: Top 2 ranking; EXIST Business Start-up Grant

- Exclusive Qualifications
- Access to CfE-Network:  
Alumni, Companies, Experts
- Access to Investors
- > 30 Mio. € Seed-Investments

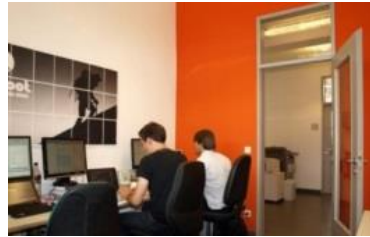


# StarTUp Incubators @ TUB



Berlin Charlottenburg  
Hardenbergstr. 38

**8 offices** & kitchen  
& 3 meeting rooms  
200 m<sup>2</sup>



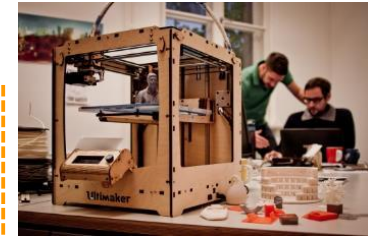
Berlin Mitte  
Ackerstr. 76

**6 offices** & kitchen  
& 1 meeting room  
150 m<sup>2</sup>



Berlin Charlottenburg  
Straße des 17. Juni  
“Inkulab-Container“

**4 labs** & essential lab  
ware  
70 m<sup>2</sup>

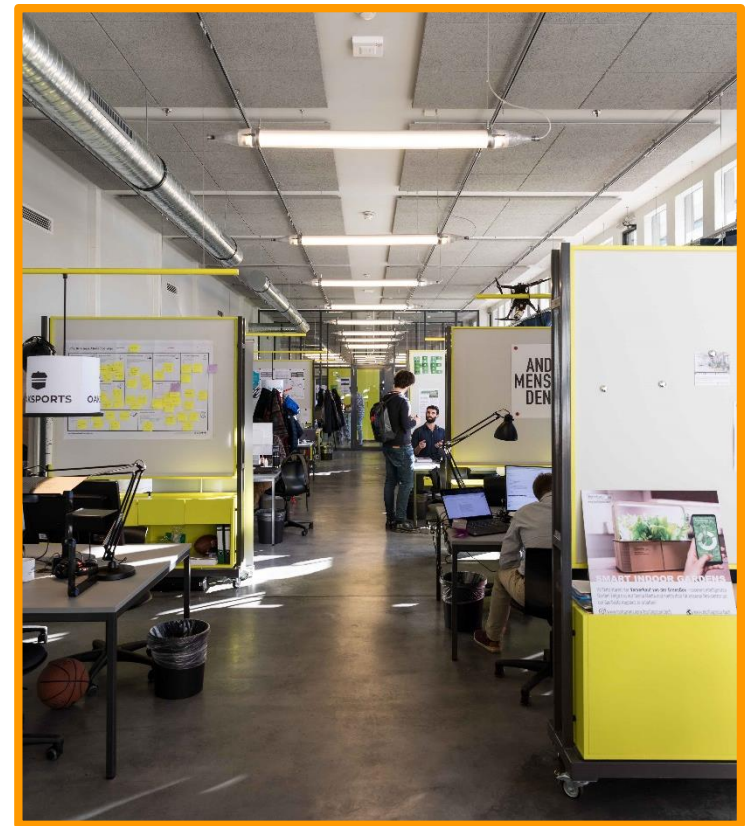


Berlin Charlottenburg  
„**Gründungsinseln**“ at  
TUB

**Total:** 420 m<sup>2</sup> and 18 rooms for start-ups + „TU Gründungsinseln“

**New:** 1.000 m<sup>2</sup> co-working space, prototype studio & event platform  
for your innovations







# Thank you!



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