

Technische Universität Berlin

# Providing Active University Interfaces for Cooperating with Industry



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**TU Berlin faces two major problems in the context of technology transfer:**

**1**

Cooperation is generally conducted in form of bilateral contract research

**2**

Lack of industry in the Berlin/Brandenburg Area

**TU Berlin's general and overall target is:**

To establish multilateral, long-term cooperation programmes to provide comprehensive competence

## **Problem No. 1**

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### **Problem 1:**

Cooperation is traditionally conducted in form of bilateral contract research

### **Challenge:**

Establishing multi-lateral research associations between different stakeholders of the innovation system

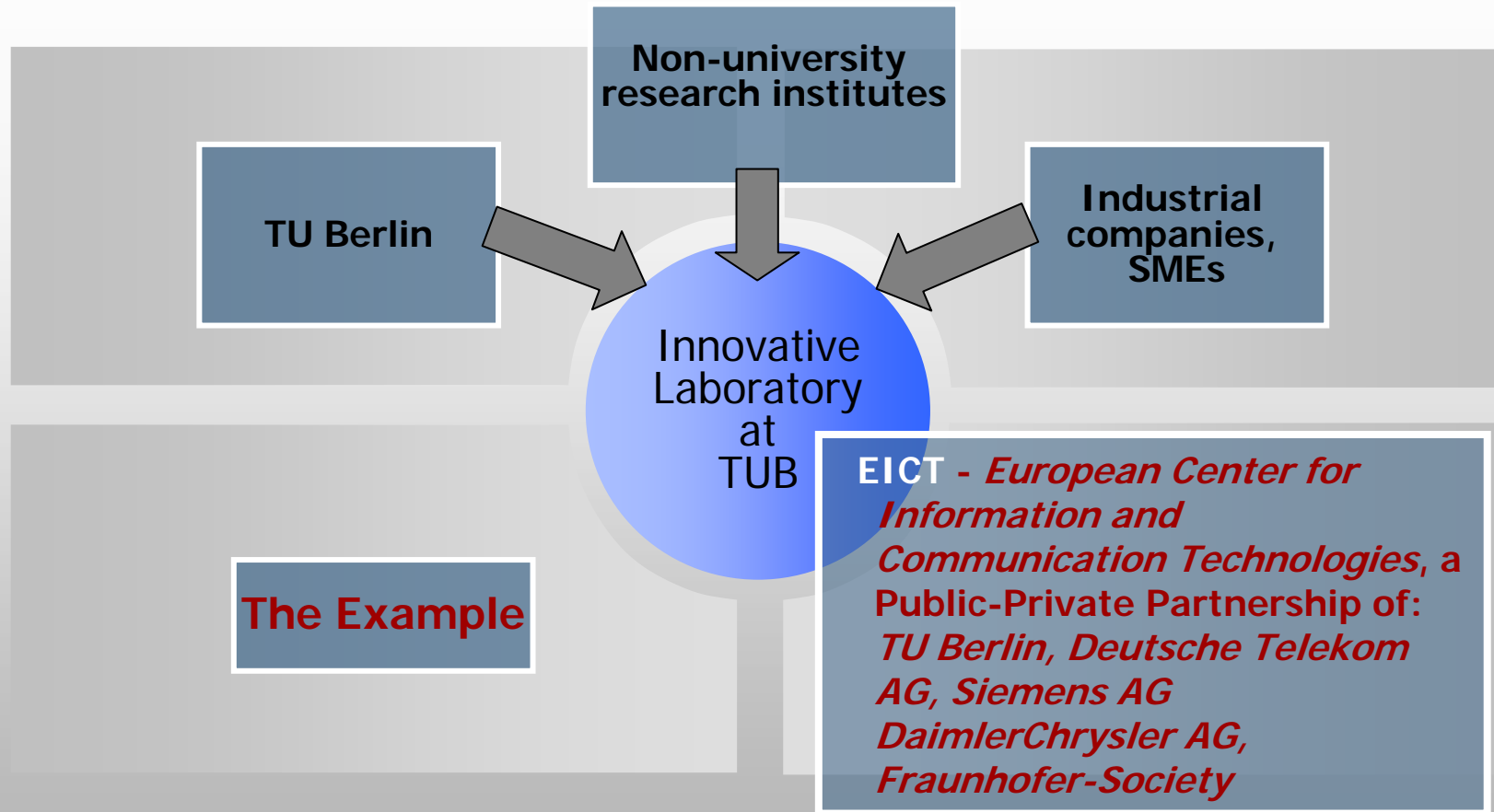
### **Strategy:**

Bundling internal competencies and providing interfaces for (collaboration with) external partners

**Selected Instrument:**

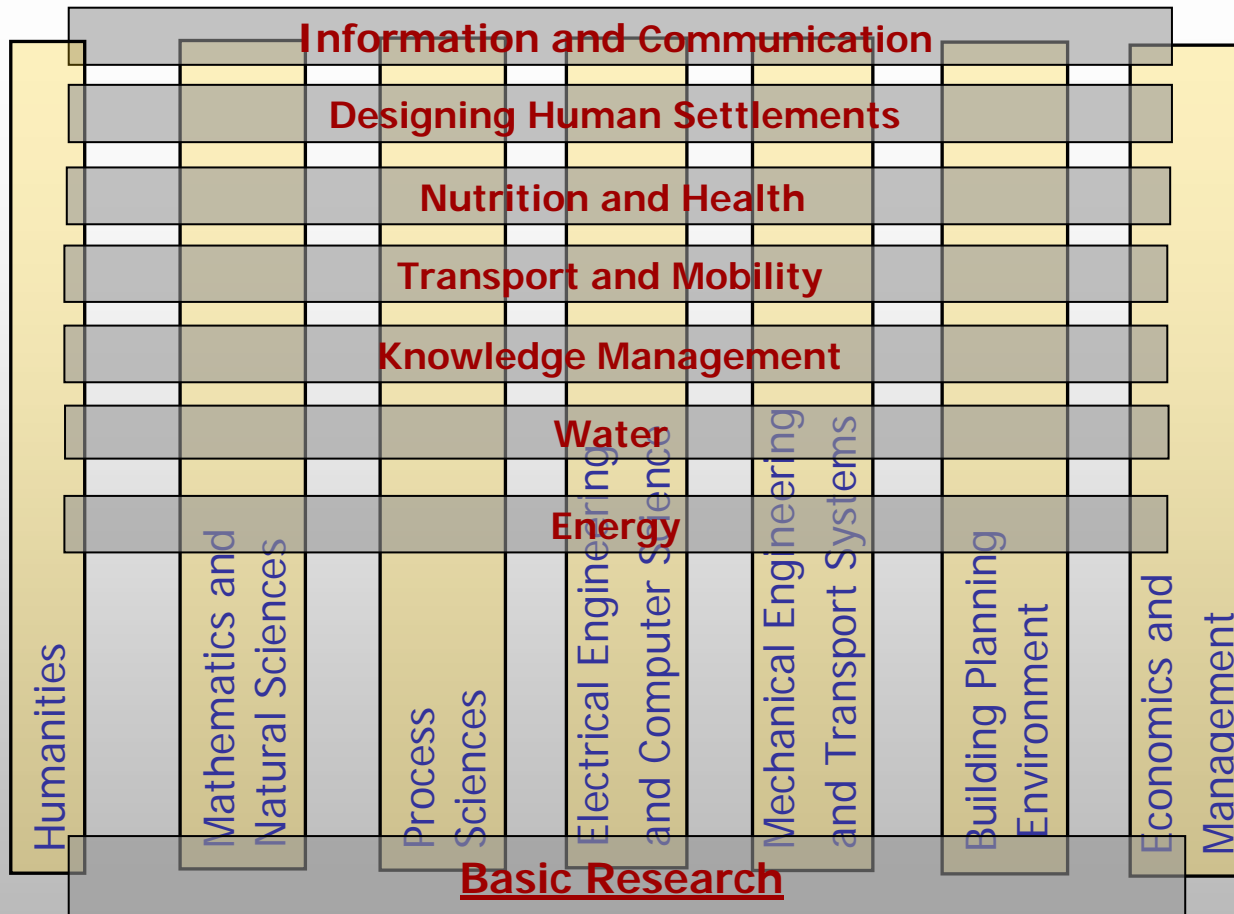
**Innovative Laboratory  
(I-Lab)**

## Innovation-oriented joint research and development



## General framework:

TU Berlin's identified 7 focus areas of further development



Research in this focus areas demand for interdisciplinary problem-solving competencies.

Interdisciplinary research will often be conducted in collaboration with partners from research institutes and industry.

## Set up of an I-Lab - Precondition:

TU Berlin has already concluded general agreements with (inter)national companies

### General Agreements

- QP-Labs (Deutsche Bank)
- DC AITI (DaimlerChrysler)
- T-Labs (Deutsche Telekom)

## Set up of an I-Lab - Precondition:

TU Berlin has established a structure that allows to bundle and consolidate TU Berlin's competencies

Innovation  
Centre

## Problem No. 2

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### Problem 2:

Lack of industry in the Berlin/Brandenburg Area

### Challenge:

Promote the settling of industry /enterprises

### Strategy:

Creating business environments; offering consultation and qualifying services

### Selected Instruments:

Berlin Innovation and Business Incubation Centre (BIG)

Career Service

Center for Entrepreneurship

## Technology Transfer at TU Berlin – Selected Milestones

Center for  
Entrepreneurship

New TU-initiatives for the foundation of businesses (Venture Campus, “Gründergeist”...)

2007...

“Center of Knowledge Interchange” (CKI)

T-Labs

Systematic realisation of inventions (ipal)

Standard Transfer-Tasks  
in faculties

TU - stakeholding

TU-Career Service

“Center for Change + Knowledge  
Management”

Business plan-competition

1st endowed chair

Co-operation-Catalogue  
„Research-Market Berlin“

Knowledge transfer (WTB)

BIG Business Incubator

First institute associated with the TU Berlin  
(Railroad Engineering)

TU-transfer

Professional participation in fairs

since 1972...

Double institutes,  
double appointments



## Start-ups and Spin-offs

Number of start-ups and spin-offs emerging from TU Berlin:  
**614 (as at January 2006)**

### Results from a TU-survey in 2005/06:

- Total of companies participating in the survey: **189**
- Total of employees **11.652** ('05), thereof: 3.300 in research and development
- Total revenue in 2004: **1.35** billion €

In its initial phase, the number of employees accounts for merely 581



Today: 20 times more than in the initial phase!

In 2006: more than 700 people, interested in starting a business, received support in TU-networks and initiatives

**Thank you for your attention!**