



Institut für Biomedizinische  
Technik und Informatik

# Support of Spin-off activities

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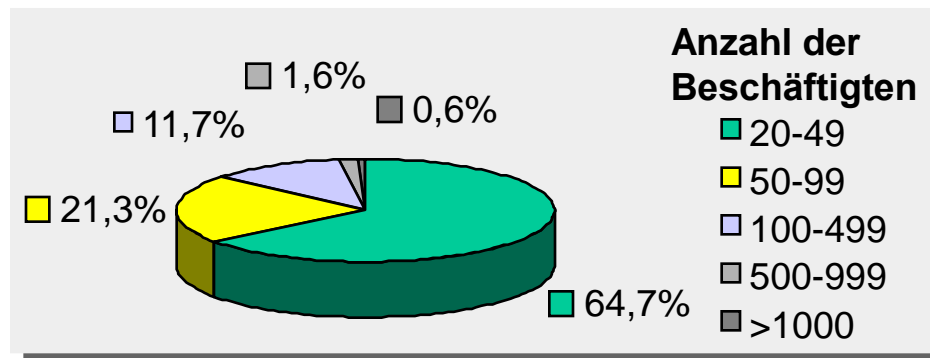
*Institute of Biomedical Engineering and  
Informatics  
Technical University Ilmenau  
Germany*

## Support of Spin-off activities

Round table discussion, February 18, 2008, Zagreb, Croatia

- 1 Introduction
- 2 Support at the University level
- 3 Support from the State Thuringia
- 4 Support at federal level (Germany)
- 5 Education aspects
- 6 Summary

- Medical Technology Enterprises in Germany
  - Average 78 (130 other industries) employees per company
  - Top 10 companies: 36 % of total turnover, 22 % of employees
  - Ca. 108,000 employees (2 % of total)
- Medical Technology Industrial Sector
  - R&D: 8.2 % of turnover; 8.1 % of employees
  - R&D: 50 % of employees are scientists
  - 50 % of turn over with products  $\leq$  2 years



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# Support at the University level

## Overview

- Get up (foundation network)
- APZ Ilmenau - Applikationszentrum Ilmenau
- TGZ Ilmenau - Technologie- und Gründerzentrum Ilmenau
- TU Ilmenau business plan competition



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# Support from the State Thuringia



## Overview

- Thüringer Aufbaubank (subsidized credits, investment support, research transfer projects)
- Gesellschaft zur Förderung Neuer Technologien Thüringen e.V. (e.g. pupils contest)
- IQ2b Business Angels Network in Thuringia
- Thuringia business plan competition
- Application centers
- High-tech and incubation centers



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## Overview

- Exist Program
  - Exist Spin-off stipend (was Exist-seed)
  - Exist Research Transfer
  - Exist III
- High-Tech Gründerfonds
- Research transfer projects
- German business plan competition



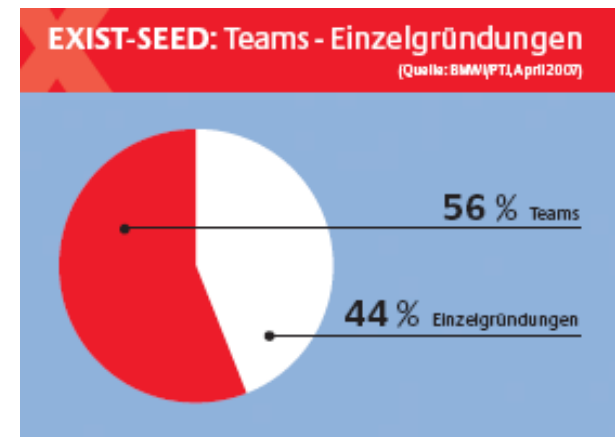
Existenzgründungen aus der Wissenschaft  
Ein Programm des Bundesministeriums  
für Wirtschaft und Technologie



Bundesministerium  
für Wirtschaft  
und Technologie

## Exist Spin-off stipend

- For innovative spin-offs
- 1 year
- Up to 2,500 € per month and person
- Up to 17,000 € equipment etc.
- 5,000 € coaching
- Application from university or research institution



## Exist Research Transfer

- High Tech Spin-off preparation and establishment
- 2 x 1.5 years
- Phase I: Up to 3 persons and 50,000 €;
- Phase II: Up to 150,000 €, but max 75% of total costs
- Application from university or research institution



## Exist III

- Supporting actions (e.g. business plan competitions)
- 3 years
- Model projects
- Application from university and/or research institution
- 2 application stages (short and full proposal)

### EXIST III

Förderung der unternehmerischen  
Selbstständigkeit an Hochschulen  
und Forschungseinrichtungen

[www.bmwi.de](http://www.bmwi.de)



# High-Tech Gründerfonds

- High-Tech Gründerfonds invests venture capital in young, high-opportunity technological companies implementing promising research results in an entrepreneurial manner
- Initiative by the federal German government, the KfW banking group and the industrial enterprises BASF, Deutsche Telekom and Siemens
- 272 million EUR

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## Gründer-Studium at TU Ilmenau

- Aim: development of entrepreneurial attitudes and ways of thinking
- Contains various economic and social subjects
- 4 modules, 16 semester week hours, additional seminars and coaching on the project
- Part of Studium Generale

Combined and long term effort at all levels provides the basis for a continuous and successful spin-off culture.