



## The EXIST – Program – University based Start ups

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## Agenda

- › Project Management Jülich
- › The Program EXIST – University based Start ups:
  1. EXIST - Culture of Entrepreneurship
  2. EXIST - Business Start up Grant
  3. EXIST - Transfer of Research
- › Experiences
- › Conclusions

## Project Management Jülich

- › We have been implementing the research goals of our clients from government within the framework of project funding for more than 30 years
- › We are a largely independent organizational unit of Forschungszentrum Jülich GmbH
- › We have sites at Jülich, Berlin and Warnemünde

## Project Management Jülich

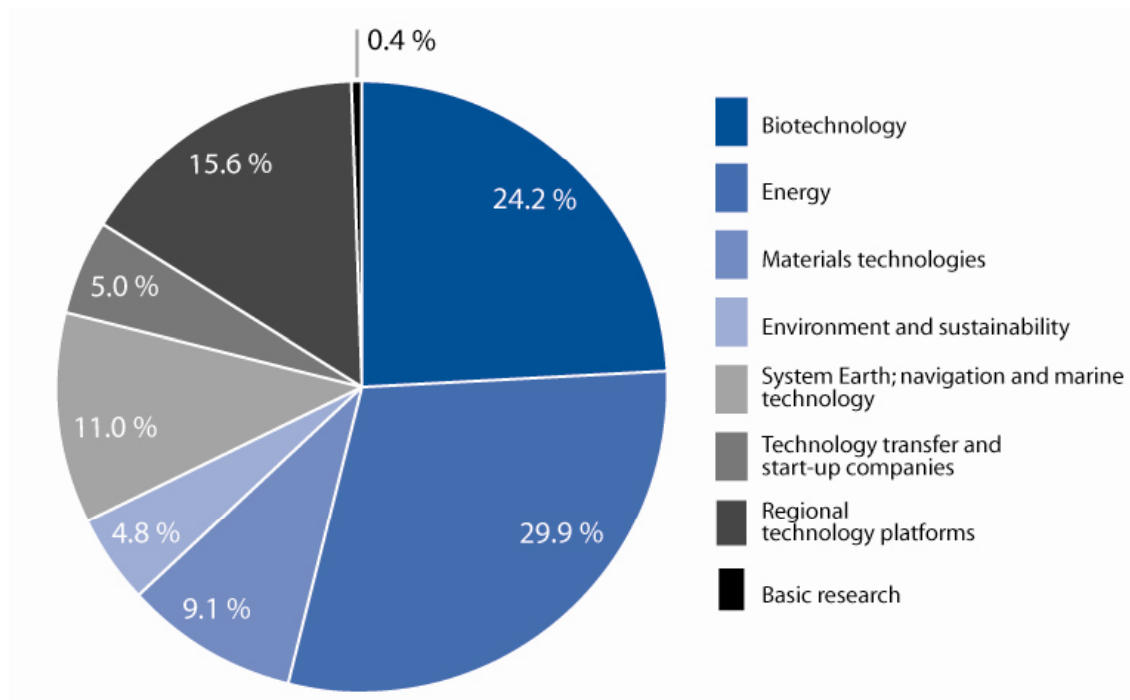
- › We manage the funding of research and innovation
- › We combine scientific, structural and administrative competence
- › We are a neutral partner and have no economic interests of our own

## Services

- › Analysis of scientific and technological trends
- › Moderation and development of innovation strategies
- › Development of funding concepts and guidelines **like EXIST-Program**
- › Implementation of funding programmes **like EXIST-Program**
- › Coordination of European and international funding initiatives
- › Check of review and evaluation processes
- › Evaluation of funding programmes
- › Advice on national and European research funding
- › Research communication and event management

## Business Areas

Funding volume 2008 in per cent



## The EXIST Program

A program of the Federal Ministry of Economics and Technology (BMWi)

**The EXIST program includes three program lines:**

1. EXIST - Culture of Entrepreneurship
2. EXIST - Business Start up Grant
3. EXIST - Transfer of Research

## EXIST – Culture of Entrepreneurship

### Main goals:


- › to establish a lasting “culture of entrepreneurship” at universities and research institutions,
- › to support consistent transfer of scientific knowledge into commercial output,
- › to promote the enormous potential of business ideas and entrepreneurial personalities at universities and research institutions,
- › to increase the number and the chances of success of innovative business start-ups.




## EXIST – Culture of Entrepreneurship

### History:


**1998** first call of EXIST Program as a Competition

 5 Model-Regions supported for 6 years

**2002** next call of EXIST for new EXIST-Regions

 10 so called EXIST-Transfer-Regions supported for 3 years

**2006** next call of EXIST for new entrepreneurial projects at Universities

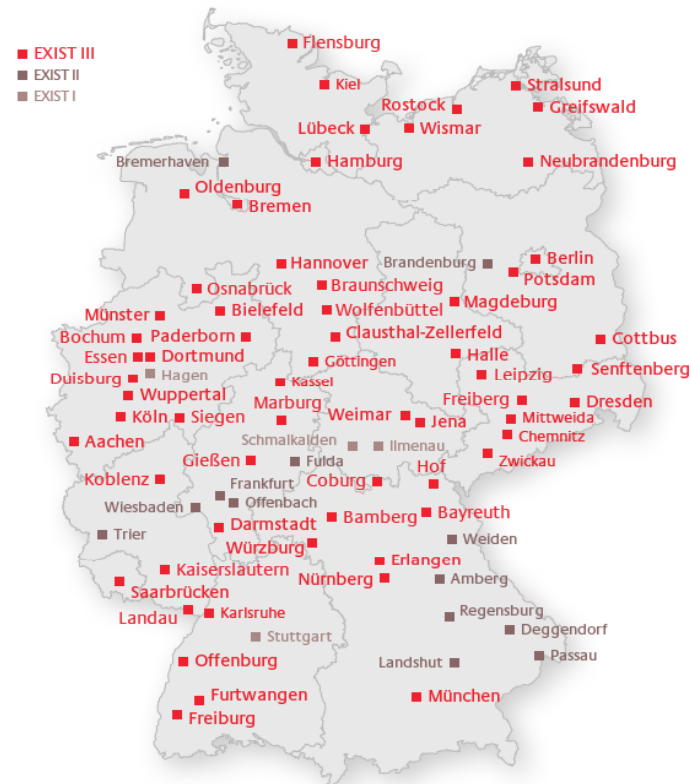
 3 calls, projects at each call supported for 3 years  
47 EXIST Projects at different Universities and scientific Institutes

**2010** next call for „The Entrepreneurial University“

 83 paper

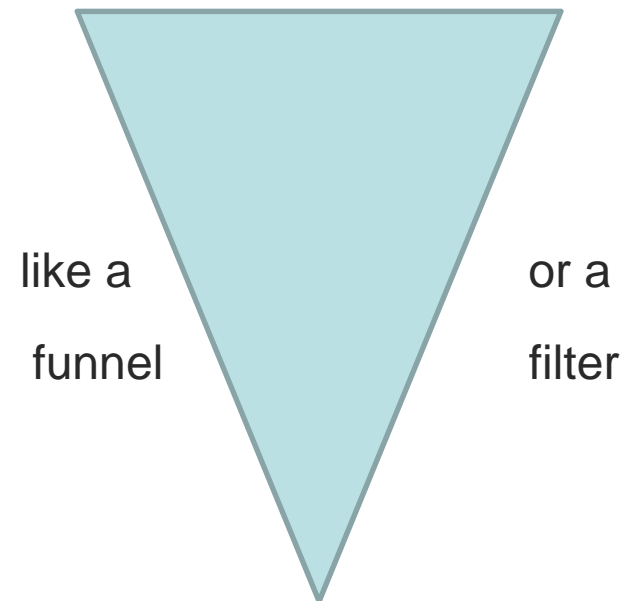
# EXIST – Culture of Entrepreneurship

- more than 100 Universities included -



## EXIST – Culture of Entrepreneurship

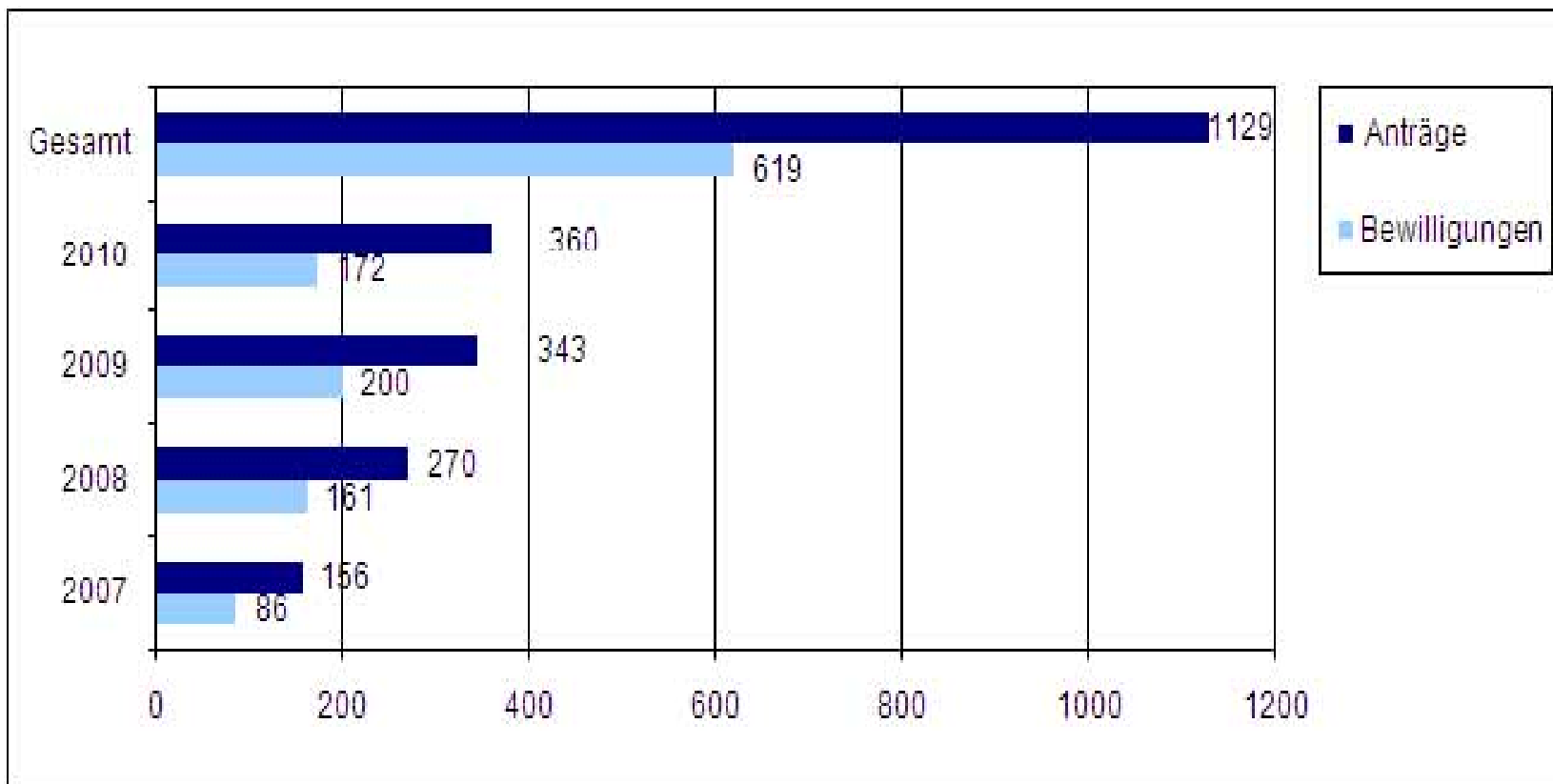
- › **Main spheres of activity in projects:**
- › Motivation to be an entrepreneur
- › Education and training
- › Generation of business ideas
- › Coaching / support of start-ups



## EXIST – Business Start up grant

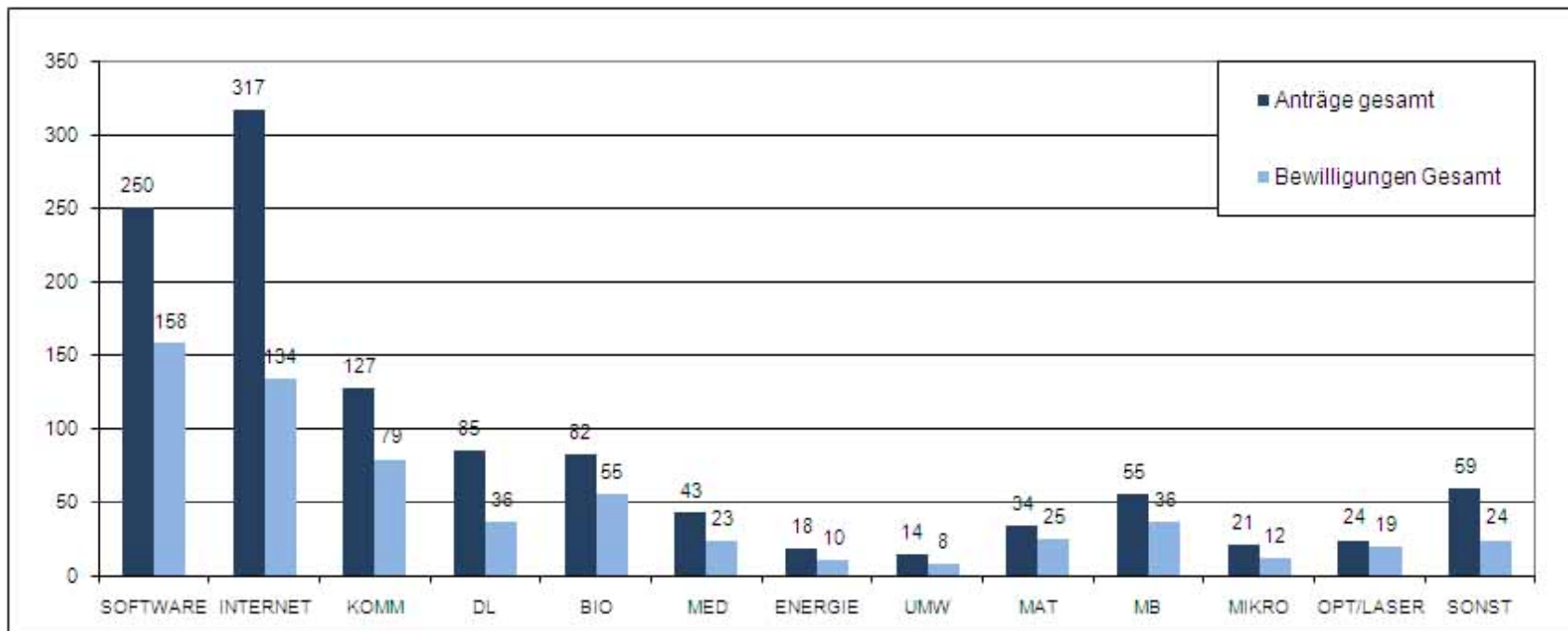
- › The grant helps scientists, university graduates and students developing their business ideas into business plans and to advance their ideas for products and services.
- › The entrepreneurs receive a grant between 800 to 2,500 euro per month, depending on their degree, for a maximum period of 12 months.
- › In addition, they receive materials and equipment (worth 10,000 euro for solo start-ups and 17,000 euro for team start-ups), funding for coaching (5,000 euro) and, if necessary, child benefit of 100 euro per month and child.
- › The university or non-university research institution offers them infrastructure during the pre-start-up phase and provides technical and start-up-related assistance.

## EXIST – Business Start up grant Number of applications and grants in 4 years



# EXIST – Business Start up grant

## Fields of technologies



## EXIST – Transfer of Research

- › promotes technology-based business start-up projects in the pre-start-up and the start-up stage.
- › the first funding phase is to support research teams at universities or research institutes so as to enable them to provide proof for the technological feasibility of their product idea and to prepare the business start-up.
- › The funding includes staff expenses for up to three staff members and 50,000 euro for materials and equipment. After one year, funding is available for another person with managerial skills to become a member of the start-up team later. The maximum funding period is 18 months in the pre-start-up phase.

## EXIST – Transfer of Research

- › During the second funding phase, the newly founded technology-oriented companies can be supported with up to 150,000 euro to continue the product design, for instance up to the prototype realization and to be able to solicit external funding for their company.



## EXIST – Transfer of Research

- › 337 Proposals = 79 Projects in the prestart up stage (first phase)
- › 14 in the Start up stage (second phase)
- › Fields of technologies:  
Biotechnology, Medical technologies, Optical technologies, Software

## Experiences

Needs to implement a culture of Entrepreneurship and Innovation:

- › Promotors at the university – Management like the President and the Vice President, Professors, Techtransfer, Administration
- › Methods for sensitisation and motivation for Entrepreneurship like Businessidea Competitions, speeches of successful entrepreneurs
- › Transparent and visible structures for everybody who is interesting in Entrepreneurship at the university – like a one stop agency
- › Implementing Elements of Entrepreneurship education in all faculties, curricular and extra curricular
- › Mechanism for knowledge valorisation in all forms, especially Start ups

## Experiences

- › Networking and cooperation with partners in the region: Industry, chambers, organisations etc.
- › Pool of experts for the support of the founders like lawyers, tax specialists, experts for intellectual property, finance-institutions, business angels
- › Instruments for financing the pre seed and early stage phase of knowledge based founders like governmental money
- › A network of alumni is very helpfull!

## Conclusions

- › It takes a long time to implement a Culture of Entrepreneurship in universities and scientific institutes
- › Without the commitment of the management – like the President or directors of a university and other key persons like professors it is impossible to implement the entrepreneurship idea in such an organisation
- › You need a network of experts and financiers in the region around the universities and institutes
- › You need successful founders as examples or role models

Thank you for your attention

Questions ?

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

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