



***Towards a New Model for
University-Industry Cooperation.
The Case of Centre of Information
Society Technologies***



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Centre of Excellence in Information Society Technologies (CIST)

- an interdisciplinary research, development and training institution in the area of IST;
- performing high-quality research and development of IST-based systems & enabling technologies;
- a flexible junction between the university, the academic community, local community, industry & SMEs, NGOs, and policy makers co-ordinating their efforts at spreading the overall use of and excellence in IST.



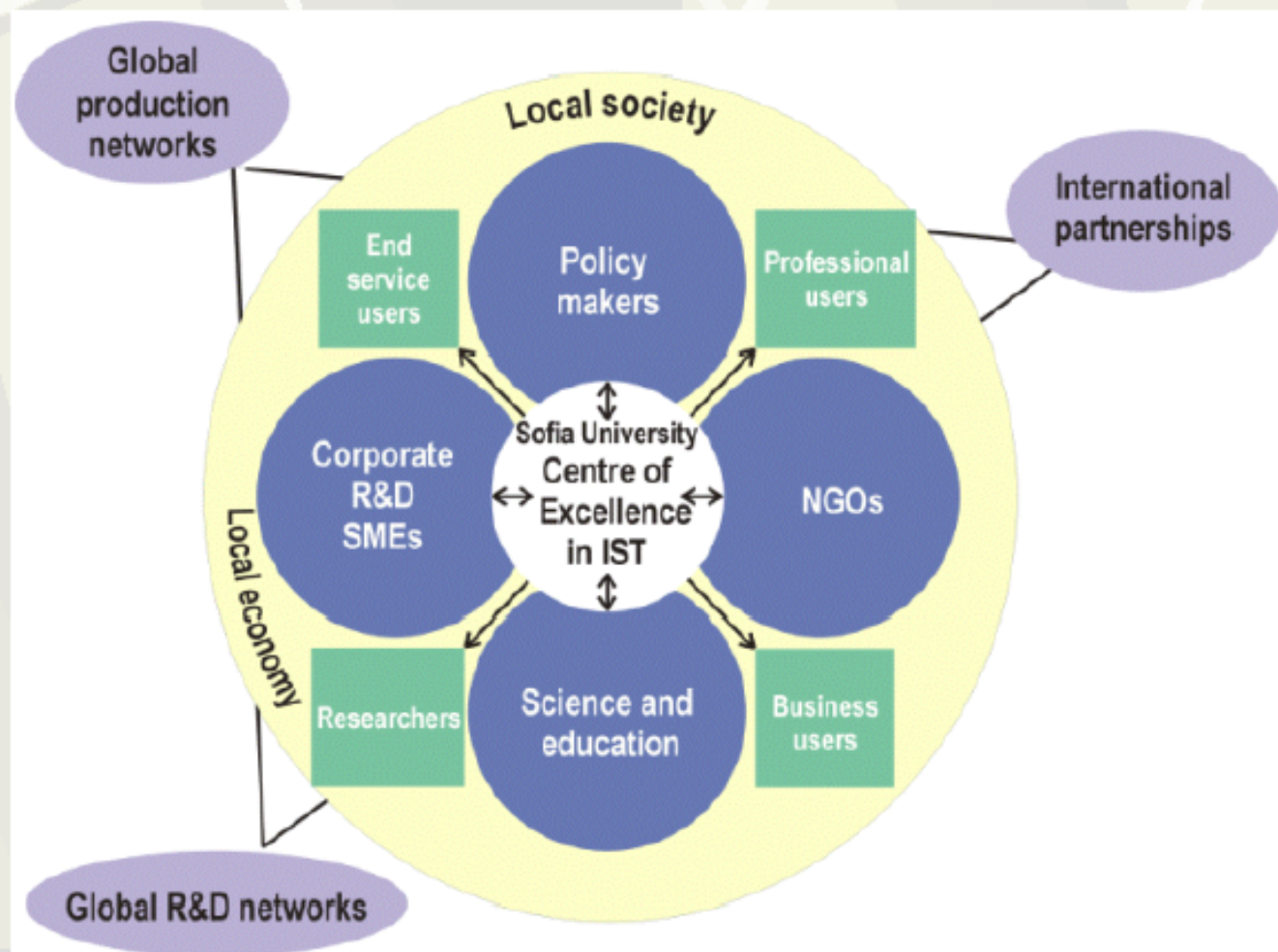
Main Ideas

Building sustainable cooperation university-industry-government through:

- RTD
- innovation and technology transfer
- training for industry, public administration, other
- networking - locally and globally
- using mediators and accelerators, e.g. BgTA
- science and technology parks, business incubation
- restructuring the university, e.g. a new Faculty of Applied Sciences has been approved by the AC



Centre of Excellence in Information Society Technologies (CIST)



The Science City



The „Science City“ campus also hosts a variety of research and development centers, run by

- ◆ DaimlerChrysler
- ◆ Siemens
- ◆ Nokia
- ◆ Atmel
- ◆ Infineon
- ◆ and others

The campus is also home to several publicly funded research centers.

Successful start-up companies have sprung from the university and often call the campus temporarily home.



University of Ulm

Science city Ulm



- Conception middle of the 80s
- Initiated from:
 - University president Prof. Fliedner
 - Lord mayor of the city of Ulm, Ludwig
 - Governor of Baden-Württemberg Lothar Späth
- Aim to get scientific research and company research closer in contact
- A means to an end by establishing a Science Parc



What is successful?



Research projects with industrial enterprises

Placing Start Ups from the universities in an immediate proximity to the universities

Coordination of the activities of the regional protagonists

Participation of researchers in events of the economy

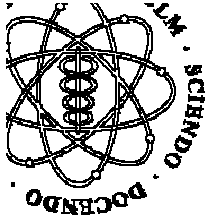
Institutionalisation (organization etc.) of information exchange and contact initiation of businessmen and scientists on technology fields common to both

Concept of the university under one roof (small flexible researcher groups with as a rule 8 to 30 employees and a willingness to cooperative)

Close proximity to university - mix includes:

- Large enterprises with own research
- SMEs with a high specialization





Start Up Center

Technologiefabrik Ulm

Science Parc

Zentralinstitut für Biomedizinische
Technik

Central Institute for biomedical technic

Förderverein Gesellschaft
für Biomedizinische
Technologien

Industrielle Forschungsein-
richtungen

Company research institutes

Daimler-Benz, Siemens,
Nokia, Takata, Rückert,
EADS

Society of
medical technics
Guilds

An-Institute
FAW, ILM, IDM,
Diabetestechnologie,
ZSW

Research Institutes in Connection with the University

ioRegio

technology Network

Gesellschaft für Existenzgründung an Ulmer
Hochschulen

Society for young
entrepreneurs at the
universities of Ulm

Universität Ulm
University of Ulm
and its competence
centers

FH-Ulm
**University of
applied
science Ulm**

Steinbeis transfer-zentren
**Steinbeis transfer
center**

Institut für Existenzgrün-
dungsförderung IFEX

**Governmental
supported institution for
supporting of Start Ups**

NEWI

Netzwerk Wissenschaft
Wirtschaft

Network Science
and Economics

Regional-Kuratorium
**Steering
Committee**

Technikfolgen Akademie
**Academy of
technology follow
up**

Technologie und Beratungsagentur
Baden-Württemberg

**Agency for
commercialising
intellectual
properties**

Enterprise hubs - A tailored programme for incubation



Remove barriers and increase Access

Flexible workspace

B to B mentoring and networking

Early Stage Finance





Business Support

Access to the knowledge base



accentus

Components of a Hub

-  Business Champion
-  Flexible workspace
-  University or research centre
-  Hub Director

Building the enterprise community

8

Expand

7

Electronic Communities
Network of companies

6

Physical Communities

5

Specialist Networks
e.g.: Business Angels

4



Champions : University

3



Champions : Industry

2

DIRECTOR

Links to other ICs

1

**INNOVATION
CENTRE**

Populate

Outputs: Targets for 2005

- 600 companies incubated per Year
- New workspace created –100 000 sq.m.
- Start-ups survival rates after two years increased by 25%
- New private sector investment of £375 million

Particular Targets:

- Knowledge based Companies
- Spin-outs

Closing comments

- Interim statement of output from BIGEAR network
- Best practice in BIGEAR
 - Requires input from several actors
 - Varies with regional context
 - Initial assessment of factors
 - Case studies of good practice across Europe