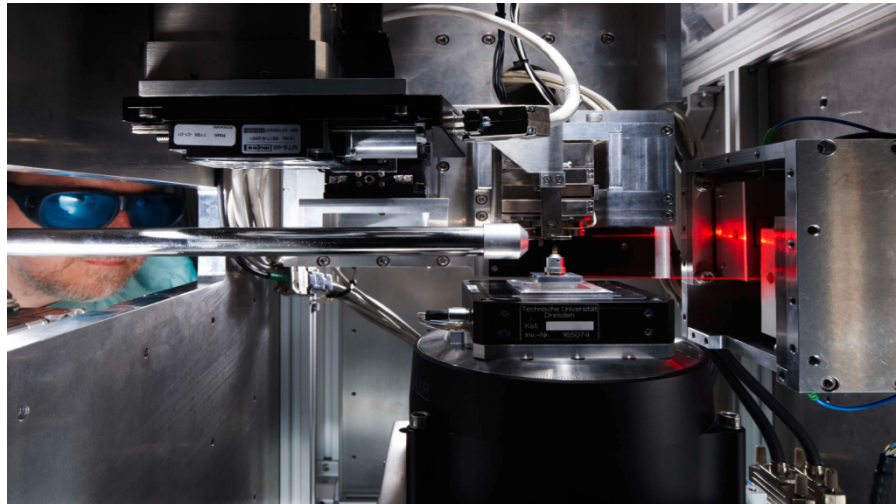


DESY incubator project

Trying to foster Entrepreneurship in Basic Science



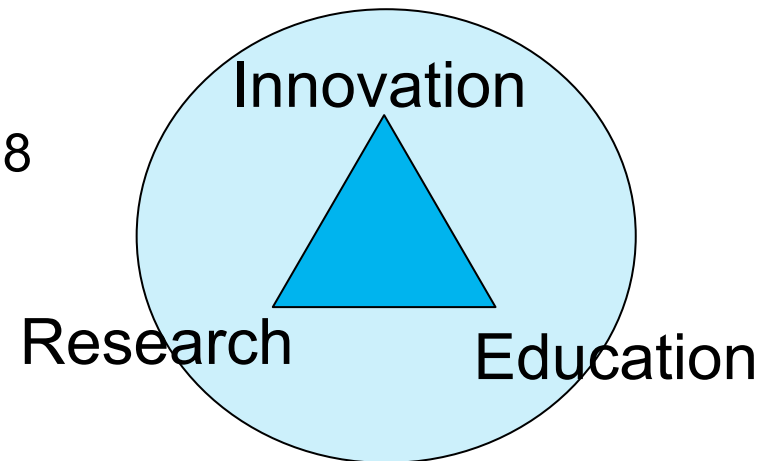
Overview

- How DESY interacts with industry
- Development of Science and Technology Parks in Hamburg
- DESY activities to approach topic Science and Technology Park
- External Feasibility Study
- Our Conclusions from Study
- Strategy & Next Steps

Background – the Knowledge Based Economy



- EU Horizon 2020
- German High-Tech-Strategy
- Hamburg Innovation Alliance since 2008
- ➔ Strategic Guidelines 2010
- ➔ Innovation Contact Point since 2011
- ➔ Workgroups Technology Park 2013



Hamburg City of Light

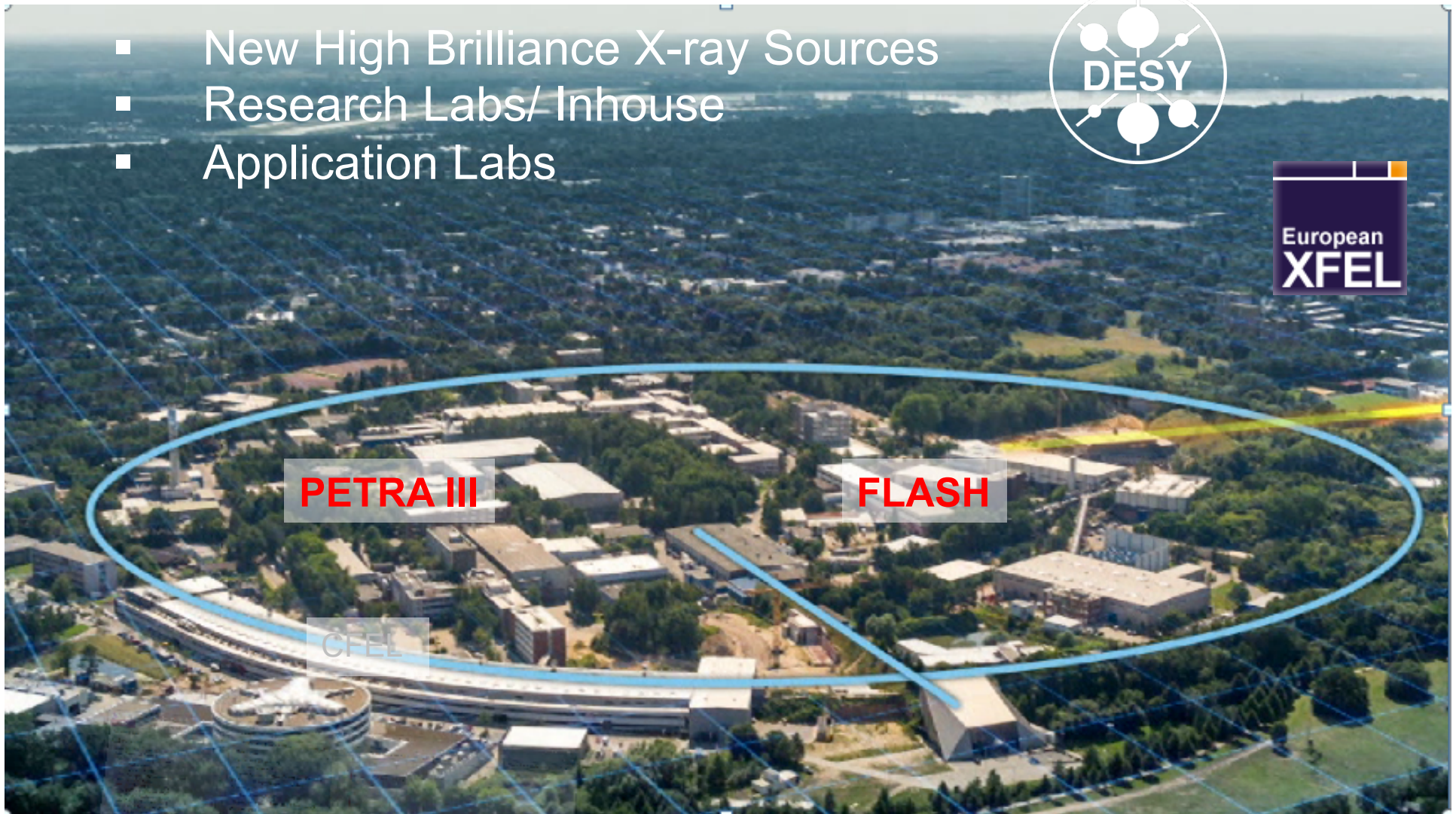
- New High Brilliance X-ray Sources
- Research Labs/ Inhouse
- Application Labs



PETRA III

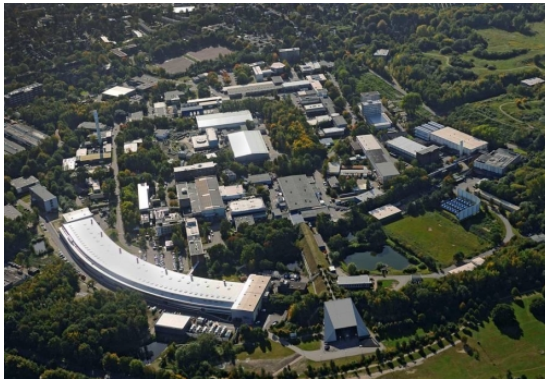
FLASH

CFEL



DESY's 3 Divisions

- Accelerators – DESY develops, constructs and operates accelerators to boost particles up to top speed
- Particle Physics – DESY explores what binds the universe together at its core
- Photon Science – DESY generates pulses of brilliant light for deeper insight into the structure of matter



What does DESY offer to industry?

- > Procurement for a large variety of products from low tech to high tech
- > Cooperation on the border between laboratory & engineering for components of new scientific machines
- > Inventions in various fields which might turn into innovations
- > Access to experiments at x-ray light sources (synchrotron and laser) with a vast range of applications for industry
- > Large pool of scientists, engineers & craftsmen – part of tomorrow's industrial work force

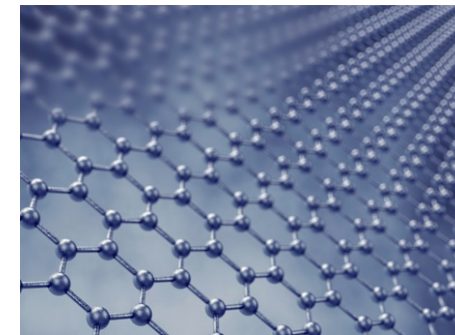
Cooperations on site that might foster Industrial Use



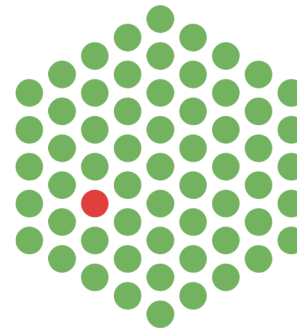
CSSB



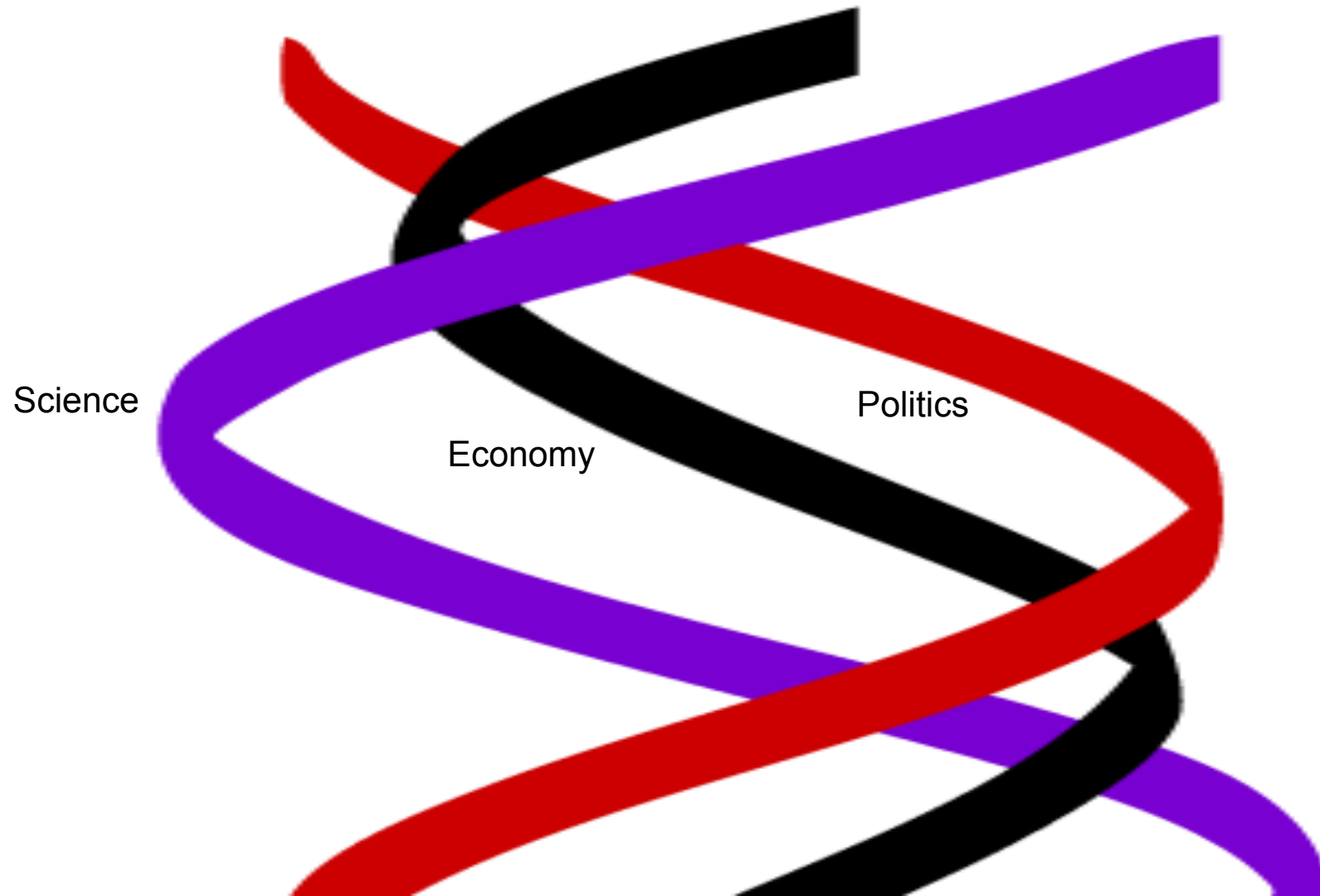
Nanolab



EMBL



Triple Helix Innovation



Hamburg: 6 Sites for Technology Parks suggested – at 3 sites further activities



Hochschule für Angewandte Wissenschaften Hamburg
Hamburg University of Applied Sciences



TUHH

Technische Universität Hamburg-Harburg



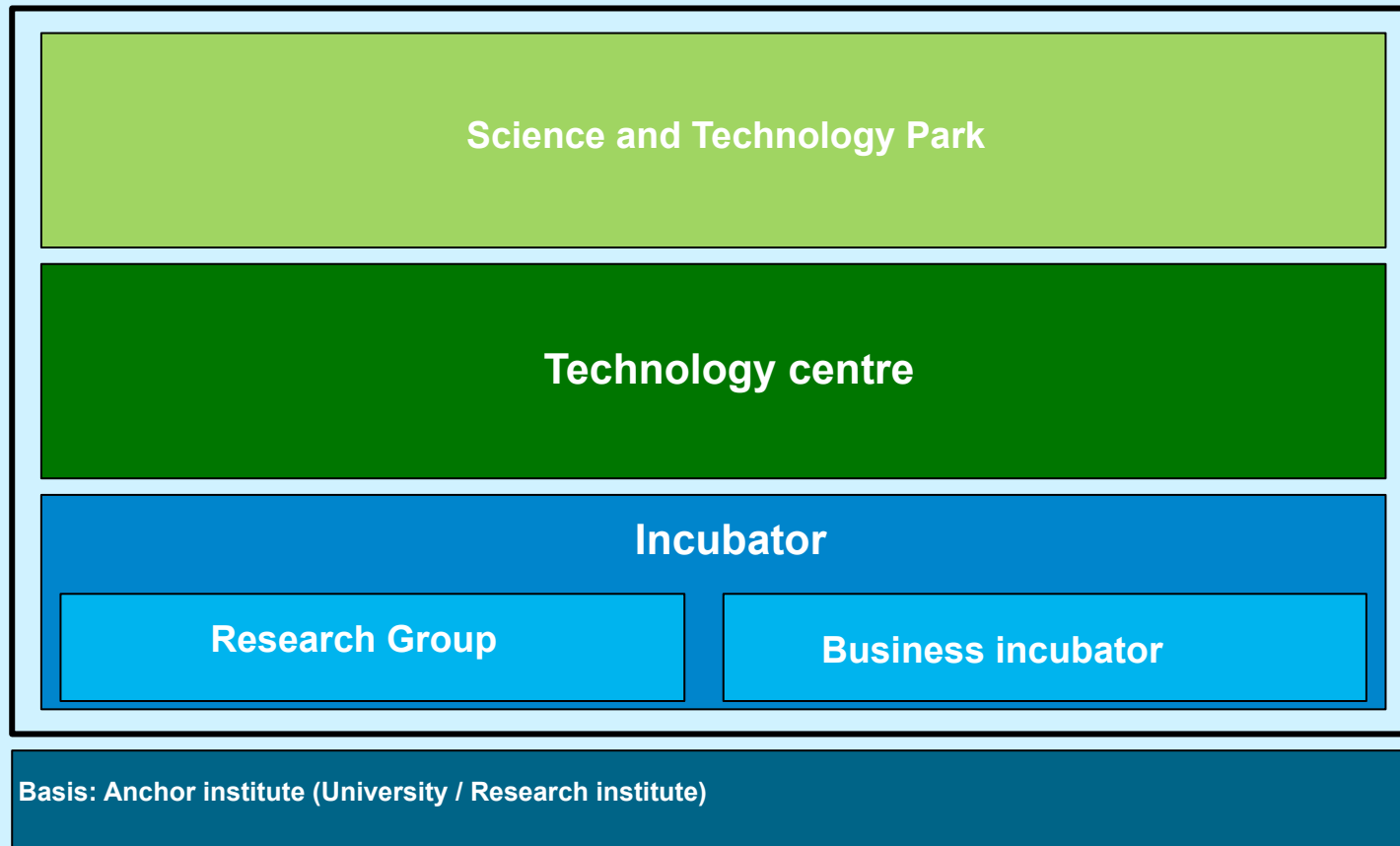
DESY activities towards Science and Technology Park

- > DESY internally: potential for STP?
 - Taskforce across all 3 divisions to gather potential and thematic focus
 - SWOT-Analysis
- > Talks/Interviews stakeholders Science/Economy/Politics
- > Diploma Thesis in economics overseen by Hamburger Institute of Economics, HWWI : Success factors for a Science and Technology park at DESY
- > Selecting suitable areas near by
- > Feasibility Study INNO AG (financed by Hamburg)

→ Research-based incubator as possible step towards science and technology park!

DESY suggested as Anchor Point for Technology Park

Implementation levels of Technology Parks



Pull

Push



© Chamber of commerce Hamburg 2011

SWOT – Turn Risks into Chances

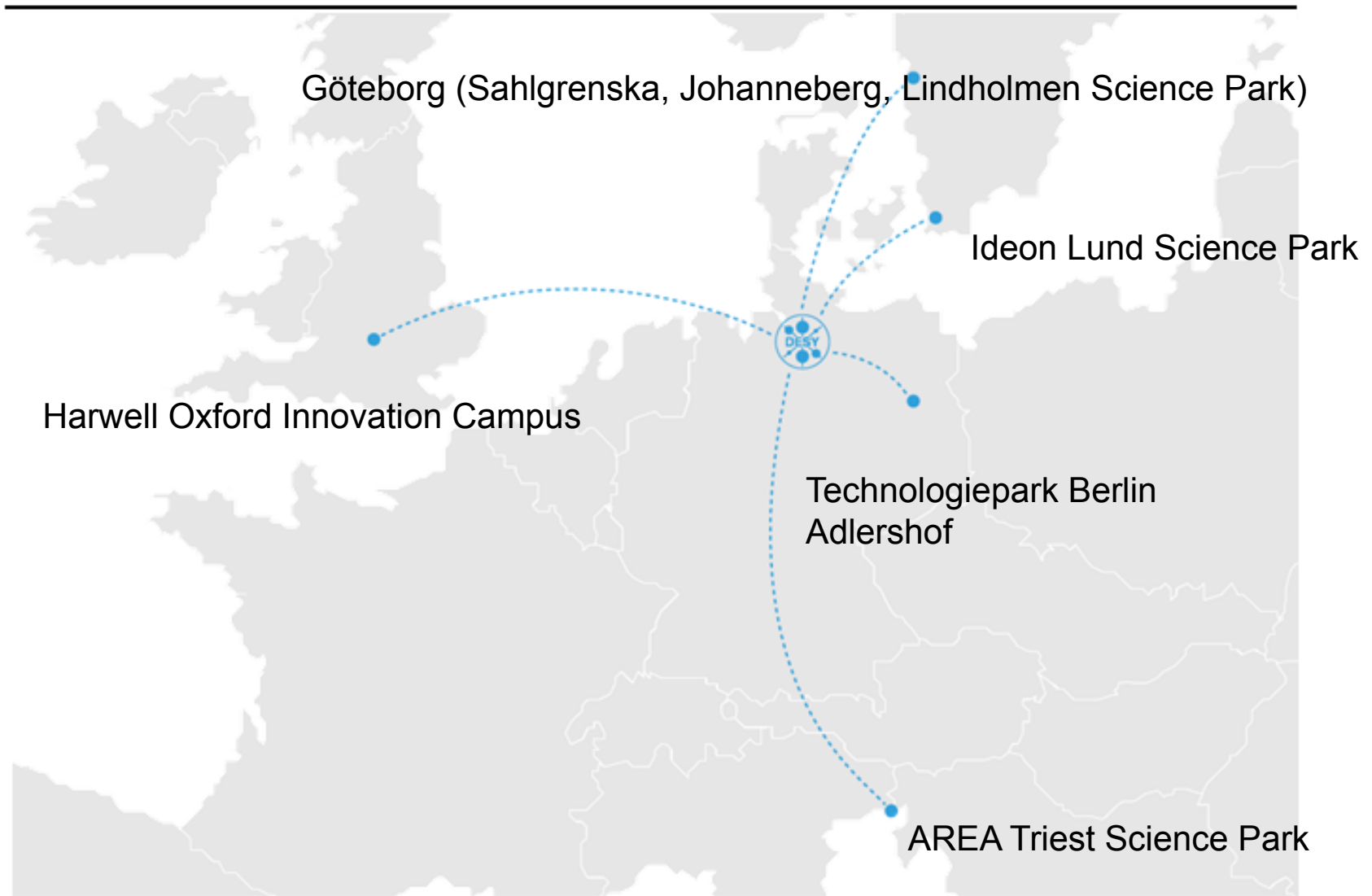
> Turn Risks into Chances

- Internal coordination and involvement of different divisions to develop profile and to receive complete support of DESY for the STP
- Important is assistance with spin-offs and marketing aspects
- Establish of a common start-up-culture
- Sustainable organisational and financing concept, supported and implemented by various scientific, economic and political parties.

→ Chances of success despite initial difficulties



Case Studies from Diploma Thesis



Best Practice from DA Thesis „Success Factors for Science and Technology Park at DESY“

1. Location

- Mixture of Periphery, Urbanity, and Variety of Usage

2. Organisation and Financing

- Lean management, longterm basis
- Sustainable mix of trades and industry

3. Structure and Operation

- Life cycle approach with focus on founding, growing and establishing company
- Longterm strategy for brands and branches
- Innovative climate and culture of confidence

4. Service spectrum

- Powerful **incubator**, networking
- Support for companies in all stages of life

Taking the idea further

- DESY internal decision process
 - DESY Guidelines for spin-offs to offer framework and incentive
 - Searching for suitable areas close to DESY for an incubator
 - Regular Communication with Local Politics and Authorities
- decision for feasibility study of innovation centre at DESY
- In the meantime: significant rise of candidates for spin-offs at DESY
 - Interest from recently founded spin-offs from the University of Hamburg



Results from Feasibility Study for Innovation Centre at DESY

- > Feasibility study for innovation centre at DESY by Inno AG funded by Hamburg Senate
- > At DESY: existing potential für research based spin-offs:
 - Nano- und Biotechnology, IT und Engineering and research related services
- > Potential has by far not been lifted
- > It is important to offer close to research infrastructures an attractive meeting point for people to foster ideas
- > A research based incubator is recommended close to DESY
- > Target groups: mix of Spin-offs, existing companies, research groups
- > Various Models suggested

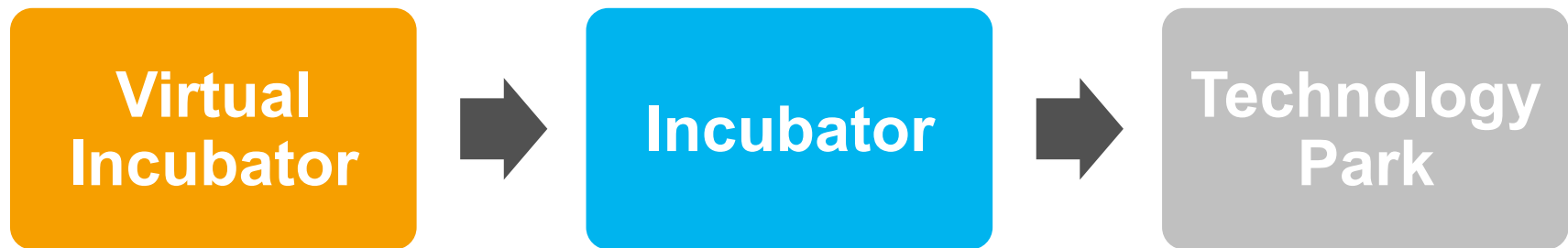


Our next Steps

- Implement spin-off Guidelines
- Start with „virtual“ incubator
- Find suitable building and working model
- Deepen collaborative plans with possible partners (Cluster Life Science, ...)



Strategy Incubator: Establishment of a Virtual Incubator



Tasks of Virtual Incubator

- > Provision of services under DESY's spin-off Guidelines
- > Consulting and training
 - Find consulting services & fitting training courses
 - Assist with the development of business plans
 - If desired, obtain external expertise
 - Support on funding applications
 - Provision of contacts
- > Provision of premises



A research based incubator as part of utilisation strategy

Aims:

- > Commercialisation of research results
- > Support of young companies with their R+D activities
- > Support of existing companies with their spin-off activities
- > Technology Transfer (patents) for institution
- > Development of Entrepreneurship Education
- > Location and economic development / Growth and job creation
- > Image improvement for the facility



Thank you for your attention!

