

# CREMLIN Innovation Workshop



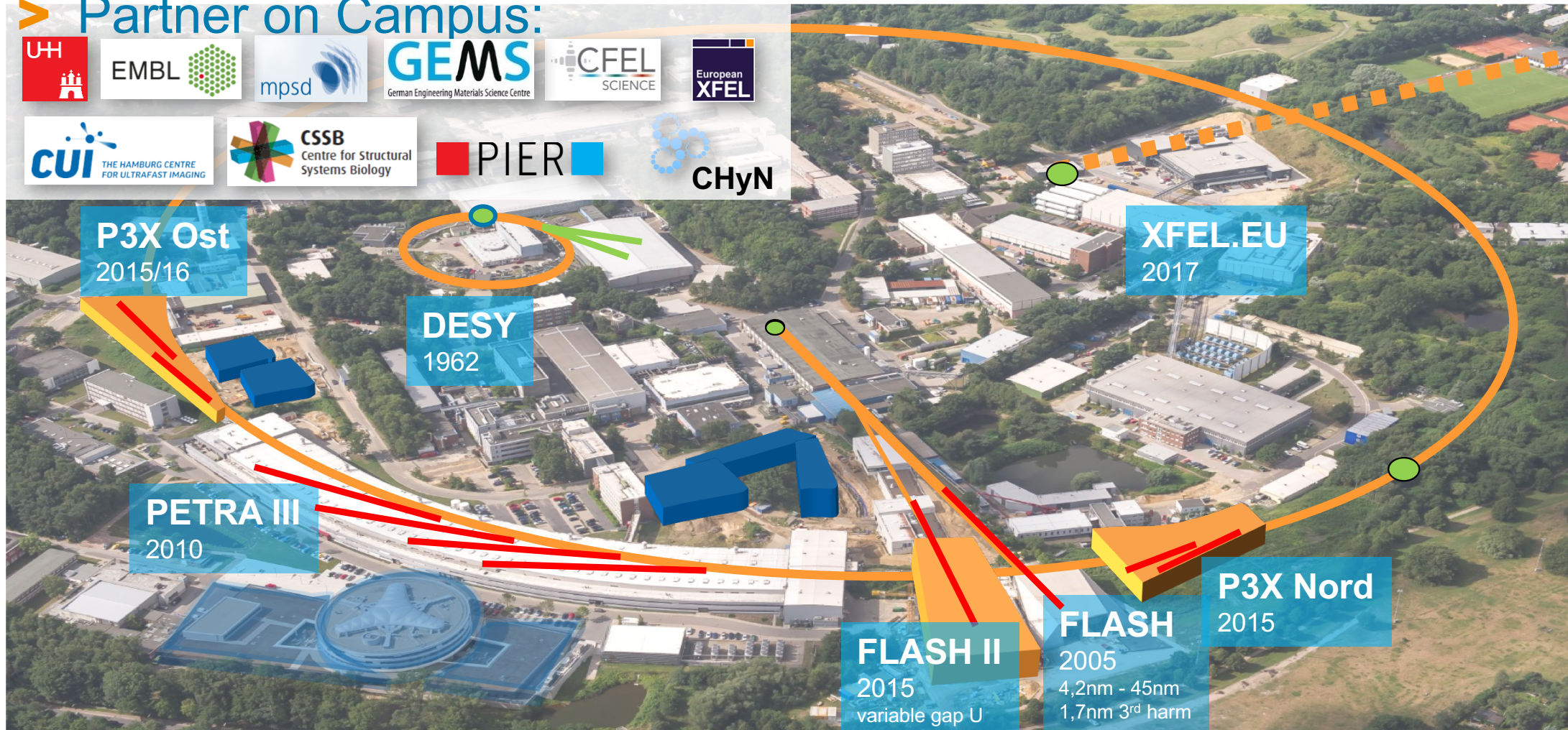
**From Science to Innovation**

# DESY - Basics.

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- > founded in 1959 as Germany's national accelerator laboratory
    - > ca. 220 Mio. € base budget + 100 Mio. € third party funding
  - > over 400 Mio. € investments p.a. in/around Hamburg in recent years
  - > 2.378 employees: among the largest employers in Hamburg
    - > more than 3.000 users per year  
from 45 countries
  - > DESY produces the most brilliant X-ray light worldwide

# DESY - Campus.

## > Partner on Campus:



# DESY as Core and Anchor of the Ecosystem



# Mission Statement.

transform the understanding of innovation:

**“Ideas to Market”**

**technology driven → market driven**

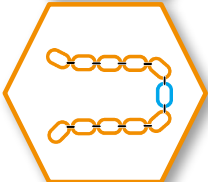
# Challenges and Goals.



> keep and built up the regional **innovative and economical power**



> generate an impact on **relevant developments for society** on short and medium term **#ideastomarket**



> positioning the DESY research activities within the **industrial innovation chains** **#branding**



> structure and professionalize the network between science and industry **#bonding**



> transform the innovation term in a traditional research surrounding **#DESY DNA**

# Fields of Action.

partner to  
the  
industry

*#Innovation-  
Service*

pushing and  
developing  
innovations

*#ideastomarket*

cradle for  
new enterprises

*#Start-ups*

testing area  
for new  
technologies

# Outreach – outside and inside DESY.

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CTO

## Establish DESY in the **industrial context**

- > membership of DESY in associations and unions of all relevant branches
- > integrating the brand DESY into regional and national innovation concepts
- > participation in conferences, conventions and other industry related events
- > hosting events on the DESY-Campus
- > professional external outreach with a defined product portfolio

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ITT

- > communicating all topics of the operational fields by providing catchy info material to all departments at DESY
- > Setting up a new homepage with interactive functions for all employees
- > Holding events and workshops on innovation and technology transfer to inform and foster exchange within DESY

# DESY ITT – Team Structure.



# Ideas to Market.

## Exploitation



- > building up a regular tech-screening within DESY  
#technologyscouts
- > protecting the intellectual property (IP) and thereby strengthen the brand DESY #DESY-Technologies
- > scientific transparency vs. intellectual property – finding the right balance between scientific and industrial needs
- > building up an efficient patenting process – making sure we only patent the right developments
- > DESY Generator Program – internal support mechanism to validate DESY-Technologies
- > involving the industry precociously into research project  
#validation

# Ideas to Market.

## DESY Generator Program

- > Funding for potentially innovative technological developments at DESY
- > activities must be outside the daily research business
- > funding depends on the evaluation of the market value
- > Goal is making a lab prototype ready for further validation
- > „Generator Program” can also be used for co-funding of third party funding

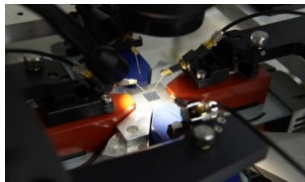
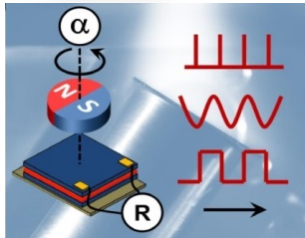
## Advisory Board

- > reviews applications and gives advice



# Ideas to Market.

## Validation Projects



- > DESY supports the development of promising technological inventions to industrially useable products

**Example:** Magnetic Sensors

**GOAL:** joint validation with the industry in an industrial context

- > patented DESY-Technology enables the production of made-to-measure magnetic sensors with outstanding qualities
- > by using a special layering process the new sensors are vastly more effective and able to measure more then one parameter at a time
- > this project received a funding from the Helmholtz Validating Fund of 1,8 Mio €

# Partner to the Industry.

## Innovation Service



- > offering an easy and direct access to large scale research infrastructure
- > optimizing internal processes to quickly handle offers and purchase orders → minimal administrative afford for the scientist!
- > founding of a DESY-Innovation Company
- > broad spectrum of highly specialized machines and methods to solve various problems
- > offering access to the whole DESY-Ecosystem – single access point
- > offering packages by involving all sources available on campus #allinclusive

Involving the Industry into large research projects from the beginning **#IndustrialCase**

# Cradle to new Enterprises.

## Start-ups



- > licensing either into the industry or into a DESY spin-off (implement a decision process)
- > developing a specific counseling for start-ups in their pre-seed phase
- > integrating into the regional founder community and start-up-networks
- > combining different local offers and networks
- > establishing events and training programs especially for founders and potential founders (e.g. Scientists, Post-Docs, PhDs)
- > making founding a visible career option

# Cradle to new Enterprises.

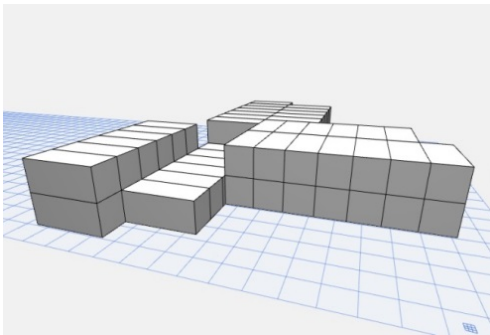
## Innovation Village



- > container village with offices, workshops, meeting rooms and shared spaces
- > giving innovation an own address within the scientific research campus

### 1. Phase:

- > Used by our Start-ups until our Innovation Center is built

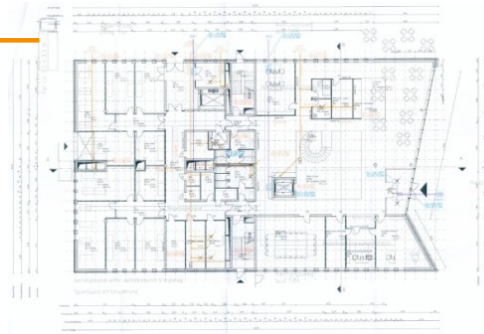


### 2. Phase:

- > visible outstanding spot on campus for our innovative projects
- > final state: three stories high with own lab spaces

# Cradle to new Enterprises.

## Innovation Center



- > open to Start-ups from DESY, the University of Hamburg and others
- > also branch related small tech companies and external start-ups are welcome
- > mix of established and newly found companies gives a value to both of them



- > our unique selling point: we offer lab and office space in one building
- > special start-up related offers like trainings and consulting
- > establish and build a founding culture at DESY by a supportive and permeable infrastructure

# Innovation Center - Start-up Chain



> by this spatial closeness they remain part of DESY's ecosystem



> once established, DESY start-ups may then move to the Technology Park nearby



> newly founded start-ups will then move to the Innovation Center



> DESY start-ups are fostered at DESY during their pre-seed phase

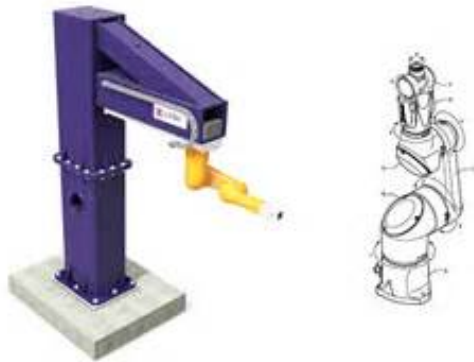
# Thank you!



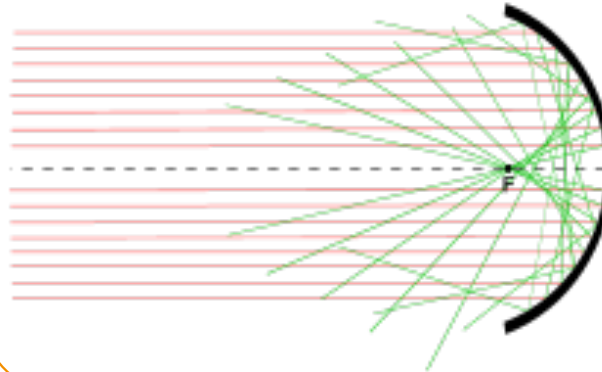
# TESTBETT für innovative Ideen:

## innovative Projekte

- > Wartungsroboter im Tunnel des European XFEL



- > neuartige Solarpaneele bekommen auf dem DESY-Gelände eine Testfassade



- > Pilotprojekt „autonomes Fahren“ auf dem DESY-Campus

