

TUM. The Entrepreneurial University.

Dr. Alexandros Papaderos

Entrepreneurship at the Technical University of Munich

Ψηφιακός μετασχηματισμός, ηλεκτρονική
διακυβέρνηση και καινοτόμος
επιχειρηματικότητα στην προοπτική της
βιώσιμης ανάπτυξης

Ερμούπολη
Πέμπτη 18 Ιουλίου 2019



TUM at a Glance



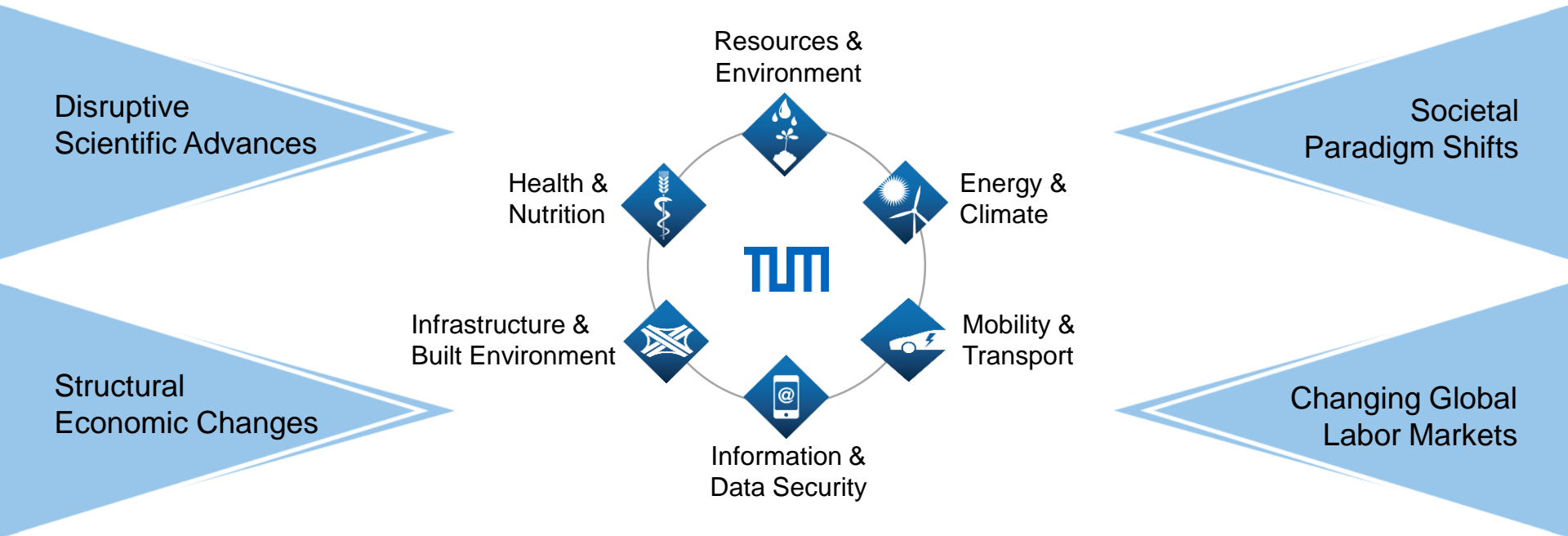
| | | | |
|--|--|--|---|
| Students ~ 41,000 35% female 27% int'l | Professors 545 | Faculties 14 | Degree Courses 177 ~ 100 Masters 50% in English |
| Graduates ~ 8,700 | Doctoral Theses > 1,000 | Publications ~ 7,000 <i>Peer reviewed</i> | Research Agreements > 1,200 |
| Alumni ~ 60.000 | Invention disclosures 178 <i>2018</i> | Patent applications 105 <i>2018</i> | Nobel Laureates 17 |
| Startups 800+ <i>Since '90</i> | Fundraising EUR 323 M <i>1998 - 2018</i> | 3rd Party Funding EUR 356,8 M <i>2018</i> | Frame Agreements 16 |

University of Excellence since 2006

Responsible Research and Innovation

...is the ongoing process of aligning research and innovation to the values, needs and expectations of society.

ROME DECLARATION (EU, 2014)



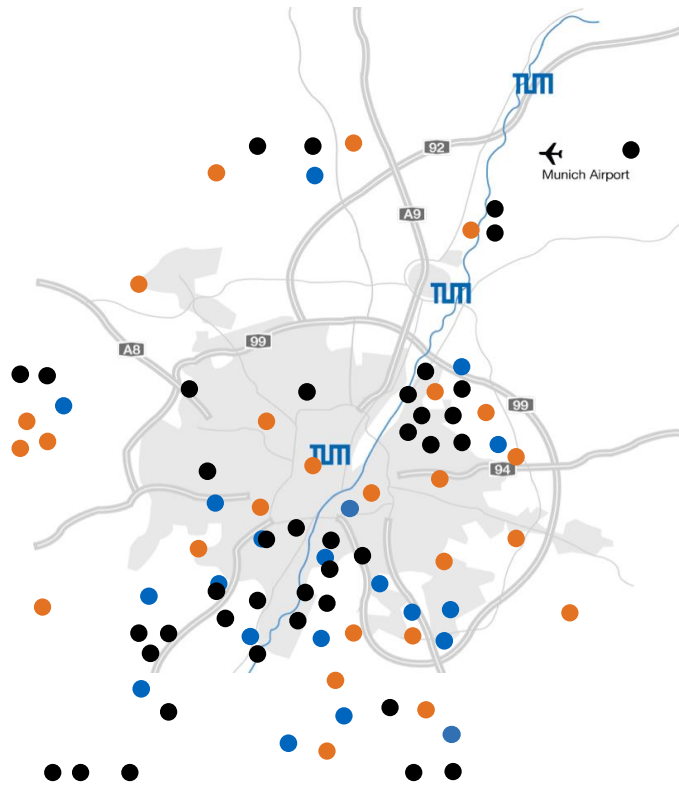
University's Third Mission

- as stated in the [Bavarian Higher Education Law](#)
 - “... act together with economic and professional practice and [promote knowledge and technology transfer](#). “
- Mission statement of TUM
 - “...TUM....proactively brings results from fundamental research into [market-oriented innovation processes](#) ...
 - TUM initiates the [founding of growth-oriented startup companies](#) by its members and supports them...”
- TUM IP Policy::
 - „...the [commercialization of research results](#) is part of the mission of TUM.“

European Metropolitan Region Munich

Academic Network

LMU **lrz** **DLR**
IHS Hochschule für Philosophie München **UNA** Universität Augsburg University
HOCHSCHULE FÜR FERNSEHEN UND FILM MÜNCHEN **HOCHSCHULE FÜR MUSIK UND THEATER MÜNCHEN**
Fraunhofer
MAX-PLANCK-GESellschaft **HOCHSCHULE FÜR ANGEWANDTE WISSENSCHAFTEN MÜNCHEN**
HelmholtzZentrum münchen Deutsches Forschungszentrum für Gesundheit und Umwelt
HELMHOLTZ acatech
Deutsches Museum
Universität der Bundeswehr München **ES+O**
Leibniz-Institut für Lebensmittel-Systembiologie an der Technischen Universität München



Industry Network

Google **IABG** **EPCOS**
cerlikon **SIEMENS**
EVONIK **vbw** **WACKER**
Infineon **TDK** **DRAXLMAIER**
OSRAM **MAN** **Audi** **SGL GROUP** **THE CARBON COMPANY**
KNORR-BREMSE **THE LINDE GROUP**
ROHDE & SCHWARZ **KUKA**
AIRBUS **SAP**
MTU Aero Engines **BAUINDUSTRIE BAYERN** **BAUER**
Clariant **Microsoft** **BR** **Continental**
Allianz **GE** **PUMA**
O₂ **Munich RE** **BayWa**

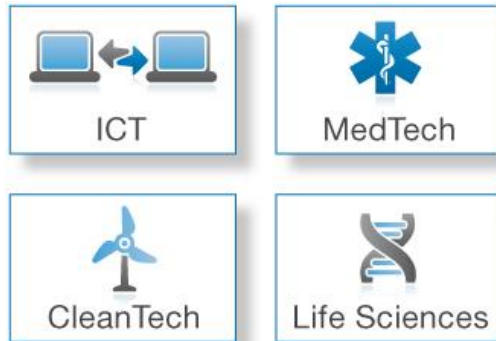
Start-up Network

unternehmertum **fos4X**
CDTM CENTER FOR DIGITAL TECHNOLOGY AND MANAGEMENT **CEVOTEC**
dynamic BIOSENSORS **PROGLOVE** wearables for industry
celonis **agrilution**
Blickfeld LIDAR / scan your world **IPT** HIGH PERFORMANCE FIBERGLASSES **QOLware**
CRASHTEST SECURITY **DYNAMIC COMPONENTS**
KEWAZO **KONUX** **innosabi** agile innovation software
IRUBIS **INVENOX** ADVANCED BATTERIES
NAVVIS **AMSilk** **KUMOVIS**
MAGAZINO simple storage **orcan** The Efficiency Company
EVUM **vectroflow** measurements in fluids
VISCOPIC **XL-protein** Super Biotherapeutics **PARK HERE**
drag&bot
tado° **ULIUM** AVIATION **vixeljet**
Climedo **evalu** **Blackwell**

TUM Joint Appointments | 51

Becoming the leading European Entrepreneurial University

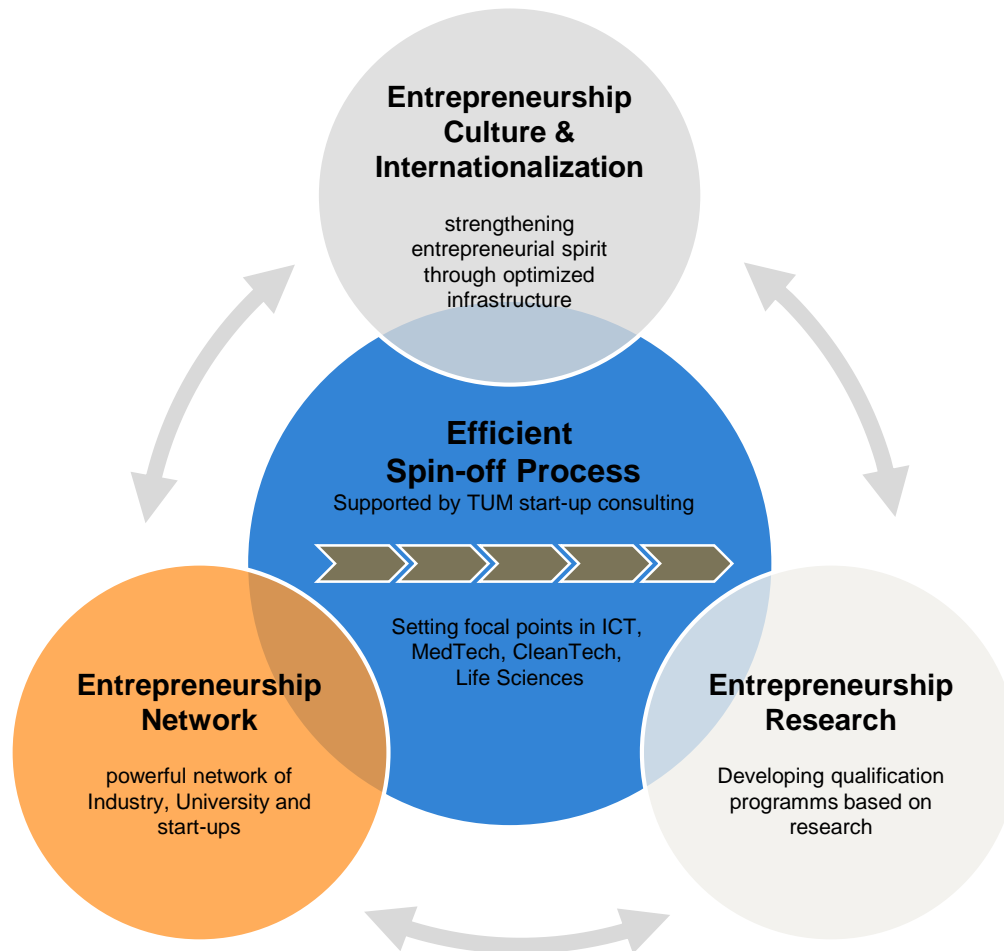
TUM as the accelerator for growth-oriented technology spin-offs in four target-areas



Aim: 10 growth-oriented technology spin-offs p.a.

- Unlock the potential of researchers
- Create a pro-active support system for entrepreneurs
- Optimize start-up-infrastructure
- Offer access to experts, partners, investors, clients
- Use best practice-methods, and tools
- Appoint of entrepreneurial professors

TUM *entrepreneurship*: strategic elements



TUM Start-up Consulting

TUM start-up consulting is a joint service of TUM and UnternehmerTUM

Service:

- Individual consulting from start-up coaches
- Support in team-building, team-development, and team-matching
- Advice on financing and funding procurement
- Arranging contacts within Network
- Arranging internal and external expert contacts in legal issues, employee rights, and intellectual property law
- Provision of working space and equipment at the TUM incubator



Entrepreneurial Network

Powerful network of industry, university, and start-ups

Experts from Industry and Academia acting as:

- Mentors for long-term support
- Advisors for short-term feedback
- Trainers / Speakers for workshops and keynotes (start-up & entrepreneurship topics)
- Investment experts and business angels
- Business partners and (pilot) customers

Start-up Mentoring

- Connecting entrepreneurial alumni and other supporters with TUM Start-ups



TUM *Entrepreneurship* Expert Pool

Entrepreneurship Ambassadors:

communication of
entrepreneurship matters
within the university



Scientific advisors:

Technology and industry
expertise, network

Mentors:

Technology and industry
expertise, network

Entrepreneurship Culture



TUM IdeAward Competition for Start-up ideas
Win up to 15.000 Euro plus coaching for your entrepreneurial idea

TUM Entrepreneurship Day
Start-up fair for networking and prize giving of TUM Presidential Entrepreneurship Award



European Venture Program
International program in 4 countries for 20 Entrepreneures to become an European founder within 12 days

US Venture Program
10 day program for 5 startups in Silicon Valley with workshops, pitch trainings and best practise exchange.



Entrepreneurship Research Institute (ERI)

Institute with four professors and 20 academics at doctoral/post-doctoral level



Thank you for your attention!

Dr. Alexandros Papaderos
papaderos@tum.de

