



Innovation Partnerships at RWTH Aachen University

Innovation partnerships between science and industry

November 7 2016, Leverkusen

RWTH Aachen: at a glance 2015

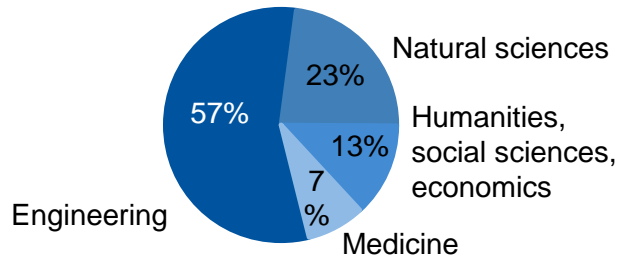
Statistics

- Annual budget 2015 € 869m
- External funding € 337m
- Students > 44.000
- Professors 539
- Researchers 5355
- Institutes 260
- 9 Faculties (incl. medical school)

Innovation figures

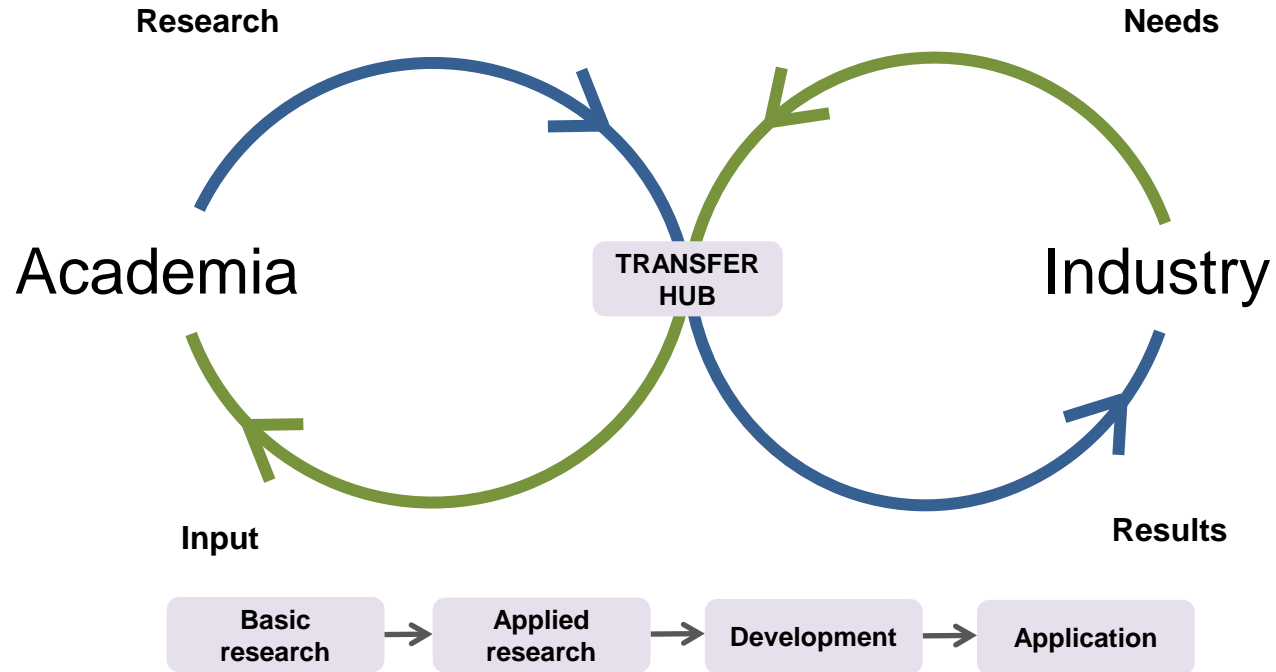
- Budget from Industry € 90m
- Invention disclosures 202
- Assignments 78
- Patents filed 64
- Licenses 14
- Spin-offs 51

Students by discipline

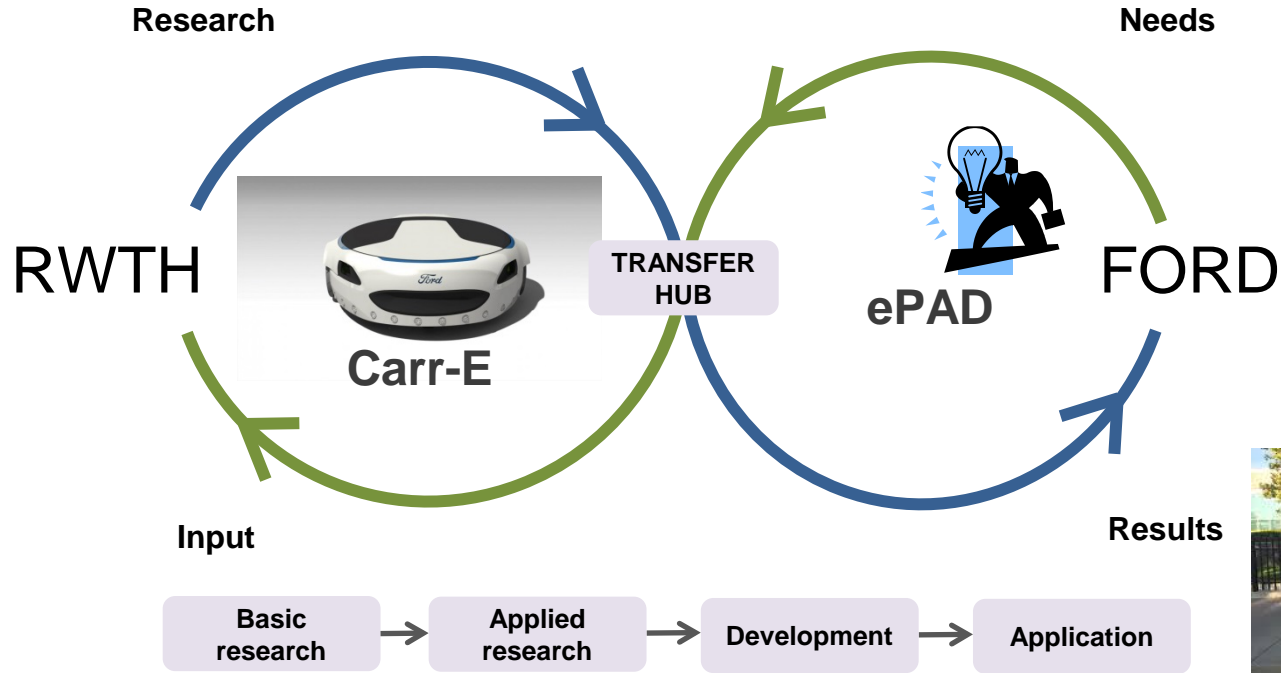


**In a successful innovation partnership
research brings value to industry and society
vice versa
needs from industry and society foster new research ideas
and approaches**

Innovation Partnerships: innovation loop



Innovation Partnerships: FORD RWTH Alliance



Innovation Partnerships: trends in industry and academia

Industry

- Outsourcing of corporate R&D
- Dependence on external parties to tackle accelerating demand for innovations
- Shift in production standards and fast changing markets

Academia

- Increased battle for talents
- Intensified competition among universities
- Altered relationship between industry and academia

Innovation Partnerships: benefits

Academia

- + Insight into industrial challenges
- + Personnel and assets
- + Publications and funding
- + Efficient knowledge and tech transfer
- + Career opportunities: developing talents

Industry

- + Longterm research and technologies
- + Infrastructure and research network
- + New IP
- + Improved processes and products
- + Source for highly qualified co-workers

Public outreach / Image

Innovation Partnerships: critical success factors

- **Strategic fit:** alignment of strategic goals of the partners
- **Intellectual property:** who owns what?
- **Proximity:** don't let distance be a barrier
- **Capacity:** available infrastructure (space) and staff
- **Work attitude:** reliability and pace
- **Budget:** availability of funding

Innovation Partnerships: 5 things to think about

- **Active approach**
- **Build up trust**
- **Establish Key Account**
- **Manage expectations**
- **No „one size fits all“ solution**



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