



# **Entrepreneurship as a driver for Innovation at the BioMedTec Science Campus Lübeck**

***Its future rôle at the University of applied Sciences Lübeck***

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# | Questions at least...



- \* **What does entrepreneurship at a university of applied sciences mean?**
- \* **What are we doing – what may we gain?**
- \* **What should we do – where are we going?**

# | Who we are



UNIVERSITÄT ZU LÜBECK  
INSTITUT FÜR ENTREPRENEURSHIP  
UND BUSINESS DEVELOPMENT



## University of applied sciences Lübeck

- technology oriented, specific profile, ~5000 students

## University Lübeck

- medicine/life science oriented, ~4999 students :o)

## BioMedTec Campus

- strong collaboration of researching institutions at the Lübeck Campus:  
two universities, two Fraunhofer institutions,  
companies with local R&D (Olympus et al.),  
accompanied by chamber of commerce, Life Science North network et al.



UNIVERSITÄT ZU LÜBECK  
INSTITUT FÜR ENTREPRENEURSHIP  
UND BUSINESS DEVELOPMENT

**EXIST**  
Existenzgründungen  
als der Wissenschaft



FACH  
HOCHSCHULE  
LÜBECK  
University of Applied Sciences

## Institutes of Entrepreneurship and Business Development



Central, common institution of the two universities for counseling and developing entrepreneurship at the Lübeck campus. Located in the „Cubes“.

# | The <Cube>



- [General Information](#) on all related questions
- [Consulting](#) for people with entrepreneurial ideas and projects
- [Coaching](#) and mentoring of founding teams
- [Workshops](#)/events for entrepreneurial qualification
- [Advise](#) for financial questions and possible support
- [External networking](#) guide, own networks
- [Internal networking](#) for collaborators, team members etc.
- [Scouting](#) of technical and general potentials of research ideas

*Free of costs for members (students or not)  
and alumni/alumnae of both universities.*

# | Some supported spin-offs



*Ingenieurbüro für Softwareentwicklung | Toren Gebauer*



*Bicycle Smart Power*

**BUCHARCHITEKTUR  
KATHRIN SCHMUCK**



**Infinite Science**



**BÖTTGER ELEKTRONIK**

Ingenieurbüro | Elektroinstallation | Automation



**ImproStats**



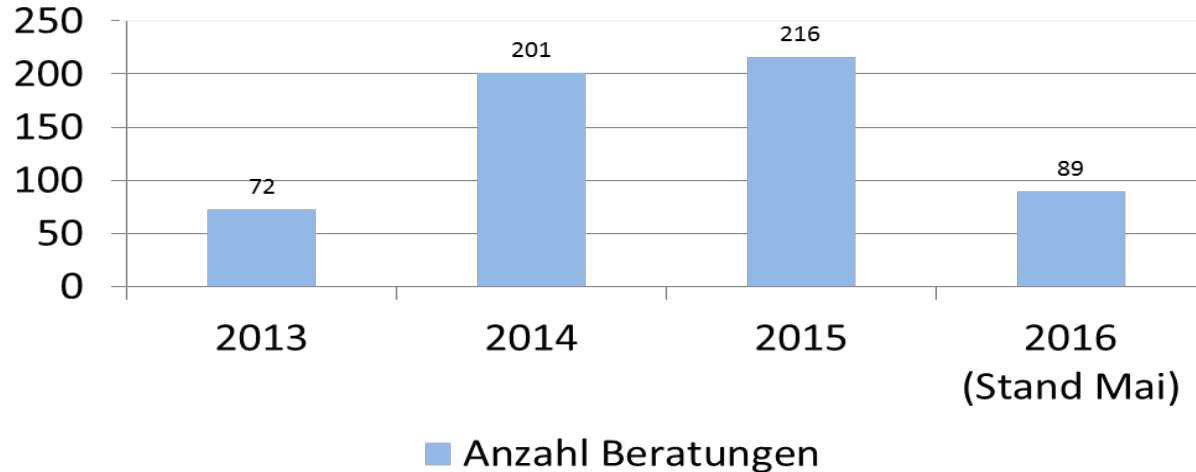
**Handwerksbetrieb Christian Braasch**

**Gabrecht IT Services**



# | There is need for counseling

Gründer-Cube counselings for university/FH – spin-offs/business formations



# I (Hypo-)Theses



- ~ There are so many ideas at universities and practically no business capital.
- ~ Especially universities of applied sciences are strong „qua definitionem“ in technology transfer and have good company contacts
  - **but:** this implies, that practically all of their research is third-party funded and hence hard to transfer into independent spin-offs. Even for public funding (ministries, EU) there are usually mandatory business partners.
  - **Good for traditional transfer, but barrier for new businesses** (see the strong GmbH's for third party project administration at FH).
- ~ Innovation necessary not only in technologies, but especially in setting up new ways of founding, co-financing, business models.



# I Implications for the crystall ball



\* There shall be more alternatives in future on the scale

traditional employé – entrepreneurial thinking employé – entrepreneur.

→ Universities (of applied sciences) need to strengthen entrepreneurial spirit for all (?) of their students – in individually determined grades (there is no unique qualification for that) .

# I Implications – cont'd



- \* Entrepreneurship implies the combination and development of complementary skills.
- \* The universities strength is long-term education, interdisciplinarity, *immersion of science into technology into solutions into applications.*
  - Especially future „entrepreneurs“ should benefit from better **linking** „Bologna“-modules intrinsically and extrinsically.
  - Also benefit from **temporal linkage**: support continuity from early school contacts via academic studies and practica to the first professional steps.

# Implications – finally...



- \* The universities (of applied sciences) are not venture capitalists, but they shall support entrepreneurship by:
  - exploiting their (excellent) **contacts and networks**, both for financial support in the preparational phase (personal grants), idea match-making and professional advise.  
All that ideally personalized and mid-/long-term.
  - identifying new ways of **initial support** like granting IP of the students university work to the spin-off for getting shares,
  - finding new ways of **academic transfer** by early immersion of learning at real problems, support of „trying-out“, continuous transition from *'pupil'* via *'student'* to *'independency'*.

**Thank you for your attention!**



[www.bio-med.tec.de](http://www.bio-med.tec.de)

[www.gruendercube.de](http://www.gruendercube.de)

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