

# **Danube Innovation Partnership**

**Steinbeis-System and the Possibilities of  
Technology Transfer**

**- Support for the Danube Area**

**Prof. Dr. Heinz Trasch  
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- **Projects:** consultations, R & D, expertises, education
- **Customers:** approx. **8500 /year**, approx. **50** countries
- **Transfer Network:** more than **918** actual Steinbeis Transfer Centers, today very closed to 1000
- **Personnel:** **6021**  
Professors (752), Employees (1572),  
Project staff members (3.697)
- **Revenue:** **141** Mio. EUR (2011: 134 Mio. EUR)

### Medium-Sized Business in different countries

	<b>Bulgaria</b>	<b>Austria</b>	<b>Romania</b>	<b>Germany</b>	<b>EU - 26</b>
	%	%	%	%	%
0 – 9 MA	89.6	87.4	93.5	90.0	91.8
10 - 49 MA	8.1	10.6	4.7	7.9	6.9
50 – 249 MA	2.0	1.7	1.5	1.8	1.1
> 250 MA	0.3	0.3	0.3	0.3	0.2
$\Sigma$	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
absolut	73737	279.678	928.255	3.794.937	-

Unternehmensregister, Status:  
2005 and 2007

# Knowledge and Technology Transfer Recommendations for Danube Region

**Establishing a network of transfer centers as pilot study for building the fundamentals for economical development in Danube region is strongly committed and requested by:**

- DG Regional and Urban Policy
- Governments (e.g. BW)
- Local and regional governments (Council of Danube Cities and Regions)
  
- Academies of Sciences
- Universities
- Rectors Conferences
  
- Key Stakeholders (BW, Bavaria, Austria, Romania ..... Moldova, Ukraine)

**The decision is starting next year with approach to have a full roadmap in the following year, proceeding**

- Analyses of regional and macroregional requests
- Seminars to bring stakeholders together and stimulate demands
- Detailed toolbox

# Knowledge and Technology Transfer Recommendations for Danube Region

## Proposed details:

1. **Establishing of transfer or competence centers** at selected universities in Danube region - start with some local networks, come up to regional and finally to macroregional network with central management (e.g. DTC started)
2. **Appointing professors with identified transferability** as directors of **centers "all-rounder - one face to the customer"**. **First the professorate of the universities recruit the experts for scientific services.**  
Expert centers will outcome.
3. **Fixing transfer conditions by contract** for competitive technology transfer with appropriate partners from ministries and universities.  
**"Best benefit for the active part of the transfer"** as driving force for transfer activity.
4. **Economical development programs** as support for e.g. "short consultancy", **services, "innovation assistance" ... (e.g. vouchers) > optional.**

- Partner for regional enterprises
- Transfer center as „Incubator“ and nucleus for establishing new enterprises
  - Start-ups, spin-offs
  - New Transfer Centers (business plan not necessary – decentralized centers, access to existing network structure)
- Taking over management of municipal economic promotion agencies
- Active short consultancy (visiting and consulting)
- Further education and training, for employees
- Industrial location, jobs, taxes, ...

- Access to new generated knowledge and technologies (products, processes, services) by competitive transfer
- Utilization of the existing KTT-Network and its experts (wide range of technology and management systems)
- Holistic, interdisciplinary solutions (temporary formed teams)
- Project responsibility, functional skills and competences of the Transfer Centers (quality, liability, warranty, VAT)
- Knowledge based scientific services, utilization of existing infrastructure at universities, collaboration at all points of the added-value chain

- Increasing **reputation in regional economy**
- Economical requirements are able to **influence curricula and syllabi**, sometimes they generate **new research activities**
- **Increasing income**: rents, fees for using infrastructure and return of expense for e.g. expendables and energy
- **Involving students, trainees, graduates** in transfer projects very often leads to the „1st job“; arguments for **students acquisition**
- **Enhancing equipment** by investments in the context of transfer projects



# Thank You for Your Attention!

*» not contentment,  
but passion sparks innovation «*