

IMPLEMENTING TOP RESEARCH RESULTS  
IN INDUSTRIAL APPLICATIONS FASTER –  
**TOGETHER**



# FIVE QUESTIONS TO JANA ULBER AND JENS VOIGT

The goal of GWT is to make use of research results in new processes and products more quickly. As a knowledge and technology transfer company, we focus on organising the innovation process between scientific institutes and business enterprises as efficiently as possible. In close cooperation with scientists, universities, other research institutes and industry, we develop innovations in interdisciplinary projects.

*An interview with Jana Ulber and Jens Voigt, Industrial Department*



# 1

**“How do you judge the current situation of research and development in Germany?”**

“More and more industrial enterprises are facing a dilemma: While production cycles are becoming shorter, fewer and fewer companies are able or willing to afford a comprehensive development team. However, research and development are vital to every company. A fast and efficient project implementation through external R&D service providers is therefore becoming increasingly important.”

# 2

**“What is the role of GWT in this context?”**

“GWT is in an excellent position in the area of technology transfer – first of all, thanks to its access to over 200 scientists of various disciplines across Germany, but also thanks to its over 1,600 industrial partners, many of which are active globally. Those networks are invaluable when it comes to implementing the complex requirements of industrial partners precisely and in time.”

# 3

**“How do you support your partners in the networks?”**

“Currently, this is done from our locations at Dresden, Chemnitz and Berlin. But principally, our approach is to follow our clients to where they wish to enter into a close cooperation with us. For this purpose, we set up a joint transfer centre with research institutes (e.g. with the Helmholtz Research Centre at Dresden-Rosendorf) or with individual scientists (e.g. the ‘Innovation Center Dresden’). Thanks to our network partners, we have contacts across Germany even today.”

# 4

**“What do you consider as the core competencies of GWT in the industrial sector?”**

“For our partners in the research as well as the industrial sector, we simplify the technology transfer, which was rather complex originally. This is possible because, unlike many other transfer companies, we can act with the speed and flexibility of a medium-sized enterprise since we are a private-sector company. This is an advantage that should not be underrated because speed is always one important factor in the implementation of projects.”

# 5

**“What developments in the area of R&D do you expect for the coming years?”**

“The trend towards specialised research and development (open innovation) will become even stronger in the coming years. In order to be prepared for this, we will make further investments into the development of our network of top researchers and innovative industrial partners – because we want to offer our clients the optimum R&D platform, with the suitable partners and with flexible services.”



## WHAT SERVICES DOES **GWT INDUSTRIE** OFFER, AND FOR WHOM?



### FOR SCIENTISTS

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You do research – we take care of the rest. Use your funds more flexibly thanks to the GWT platform and fulfil your target agreements as regards the acquisition of third party funds.

### FOR INDUSTRY

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You want to use the latest research results for your innovations – we give you access to over 200 scientists in our subject-specific networks. As project managers, we deliver clearly defined results to you for your contract research projects in time.

### FOR RESEARCH INSTITUTES

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You want flexibility and speed, and you want to acquire more third-party funds – we show you the way and create structures for research, whether as part of your main activities or as an additional activity. We take over the networking and support you with the acquisition of third-party funds.

# THE CHALLENGES OF INDUSTRY: STRENGTHENING LEVELS OF INNOVATION, MINIMISING COSTS

Every company that is successful in the long run makes investments into research and development. Whoever is the fastest to develop new processes and products using the latest research results has the biggest chances of profit. In this context, industrial enterprises face the challenge of continuously increasing the share of successful products (level of innovation), controlling the growing complexity of R&D projects, minimising the risk and reducing the costs.

On the research side, there are scientists, universities and other research institutes who are specialised in obtaining and publishing the latest scientific findings in their respective specialist fields. The largest part of their free research is financed with tax money. In addition, top scientists and research institutions focus on contract research and acquired third-party funds to an increasing extent. The protection and marketing of their research results therefore plays a central role.



## How can both parties' interests and strengths be integrated optimally?

### 1. With clear requirements:

We know both parties' requirements and connect different worlds, expectations and standards – for a target-oriented project implementation.

### 2. With consequent result orientation:

Carefully targeted results require consequent planning: Offers, functional specifications, milestones, plans and acceptance protocols are therefore core elements of our day-to-day work.

### 3. With scalable project scopes:

Whether it is small measurements for a few hundred euros or research results that can only be obtained in complex international R&D projects – we feel at home in projects of any size.

### 4. With real interdisciplinarity:

Top results are often obtained through cooperation across subject areas. We can deal with the challenge of integrating the best specialists from different universities and disciplines into a project – even within short deadlines.

### 5. With real compliance:

It is easy to assure confidentiality and compliance. In order to guarantee them, we establish clear processes, commitments and control mechanisms across all levels and partners involved.



# THE GWT SERVICE PORTFOLIO FOR INDUSTRY



**SCIENTISTS**



**RESEARCH INSTITUTIONS**



**INDUSTRY**

Implementation of their own research project

Acquisition of third-party funds

Success management in the R&D project

## TAILORED INTEGRATION INTO R&D PROCESSES

Tailored services for research projects (tendering process, contract drafting, easy accounting of all project expenses)

Taking over the project responsibility in R&D projects: from the planning over the project management to the successful completion

Inclusion into the competence centre – across universities

Creation and management of research structures, including rooms and staff (as a profit centre as part of GWT or as a spin-out/start-up)

Support with the evaluation, protection and exploitation of the scientist's own inventions (IP management)

Control of industrial projects: from the project initiation to the project completion (the services are provided by the scientists, as part of their main activities or as an additional activity, at their choice)

Support of the acquisition process for projects with third-party funding by bringing together scientists in networks

Creation of joint research structures, inclusion of synergies in joint ventures

Support with the transfer of university patents to business enterprises

R&D services on an industrial level in all research projects

Fast and tailored integration of our researchers and transfer experts into your R&D projects

Access to patents and licences, evaluation and exploitation of existing IP rights, creating contacts with licensors (IP management)



You can find an overview of all services on:  
[www.gwtonline.de/dienstleistungen/  
industrielle-auftragsforschung/](http://www.gwtonline.de/dienstleistungen/industrielle-auftragsforschung/)

### Main industries

- Automotive
- Railway and aerospace engineering
- Civil engineering and architecture
- Electrical/energy engineering
- Computer science / information technology
- Machinery and plant engineering
- Materials science

- Medical technology
- Measurement and automation engineering
- Microelectronics, microsystem and precision engineering
- Process and chemical engineering



# GWT INDUSTRIE REFERENCES

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“GWT is an important element of our portfolio, guaranteeing an effective knowledge transfer. Everyone profits from it – the company, the Technical University of Dresden and the scientists involved in each project, who are given professional support in their efforts.”

**Prof. Dr.-Ing. habil. DEng/Auckland Hans Müller-Steinhagen**  
**Dr. h. c./Brno, Rector of the Technical University of Dresden**



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“During our cooperation, which has been going on for over ten years now, GWT has always proved to be a reliable and professional partner for carrying out projects in the field of mobile information systems. Therefore, I look forward to tackling the next milestone, the cooperation with the 5G Lab Germany, together with GWT.”

**Prof. Dr.-Ing. Dr. h. c. Gerhard P. Fettweis, Technical University of Dresden, Executive Board/CFAED CENTER FOR ADVANCING ELECTRONICS, DRESDEN**

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“The foundation of HZDR-Innovation GmbH as a joint subsidiary of GWT and HZDR was a good decision that pointed the way ahead. With HZDR-Innovation, we give high dynamics to the implementation of our transfer strategy.”

**Prof. Dr. Dr. h. c. Peter Joehnk, Commercial Director, Helmholtz Research Centre, Dresden-Rossendorf (HZDR)**

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“For me, GWT provides the possibility to transfer, enabling us to implement the research results of the Chair in industrial applications and, inversely, to identify the need for new and, above all, interdisciplinary research in the course of development work for industry.”

**Prof. Dr.-Ing. Ullrich Hesse, Bitzer Endowed Chair of Refrigeration, Cryogenics and Compressor Technology, Technical University of Dresden**



**Prof. Dr.-Ing. Fritz J. Schmidt**  
Hochschule Zittau/Görlitz  
– University of Applied  
Sciences –  
GWT invention center



# USING GERMAN RESEARCH RESULTS TO DEVELOP INNOVATIONS WORLD-WIDE

## Did you know?

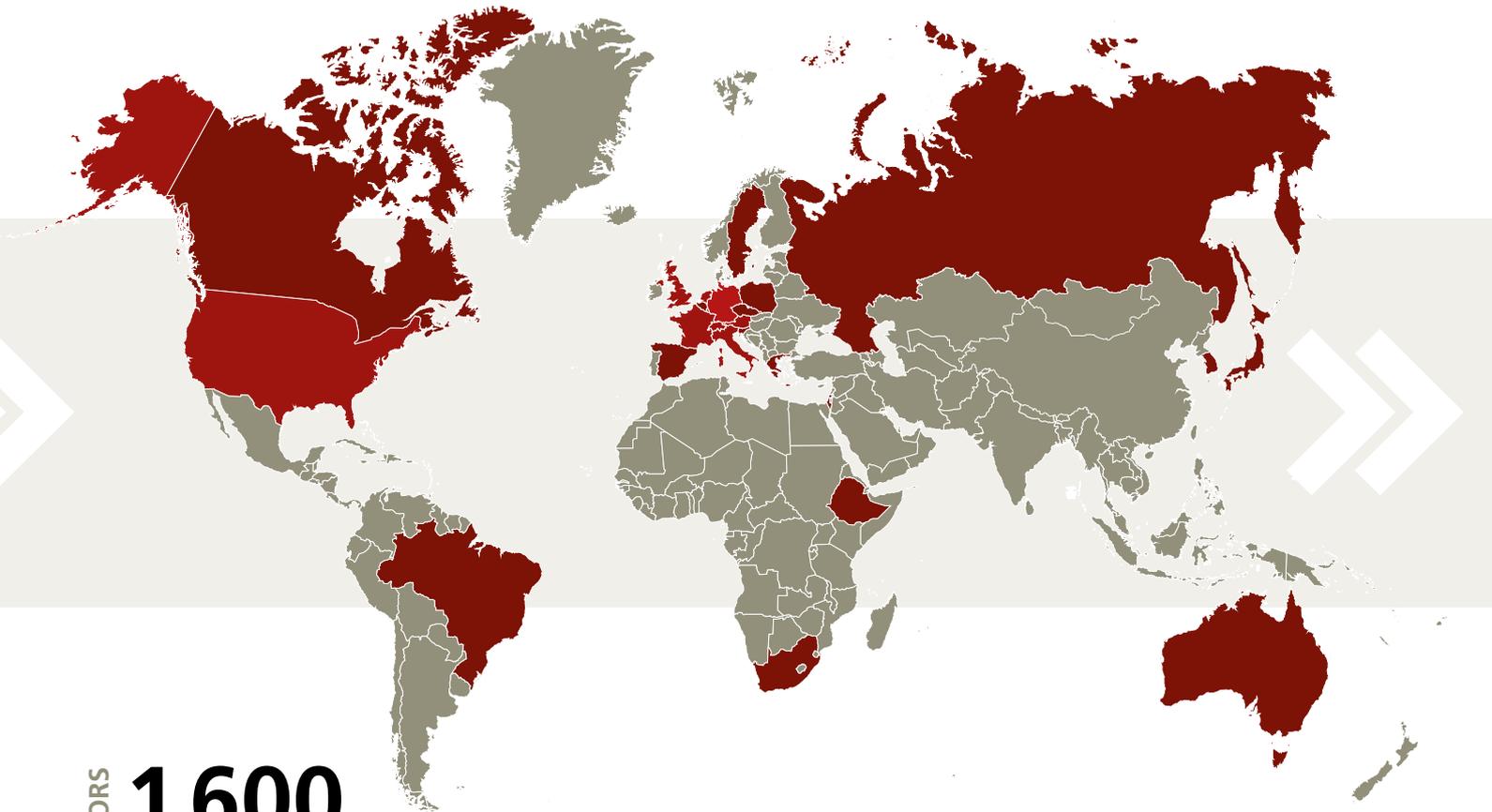
More than 1.600 industrial clients in over 30 countries trust in the transfer know-how of GWT.

Number of clients

●  $\geq 1$

●  $\geq 10$

●  $\geq 100$



PERFORMANCE INDICATORS

**1.600**

industrial clients  
world-wide

**500**

projects p. a. in the  
industrial sector

**264**

GWT staff

**209**

scientists in the  
network

**83**

per cent of the staff  
members are project  
engineers

**1,4**

million EUR (largest  
project volume)

**70**

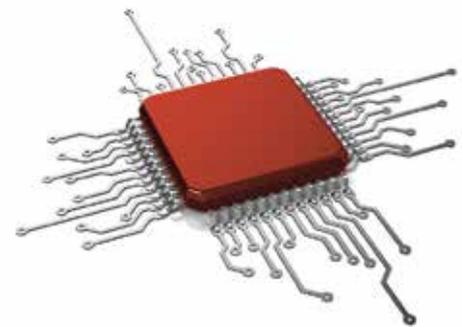
EUR (smallest project  
volume)

**10**

years (longest project  
duration)

**1**

day (shortest project  
duration)



# GWT AT A GLANCE

## SCIENCE PROFITING FROM MANAGEMENT, BUSINESS PROFITING FROM SCIENCE

### Did you know?

30% of all university patents in Germany are registered by researchers of the Technical University (TU) of Dresden. GWT is the preferred technology transfer service provider of TU Dresden and supports scientists, universities and research institutes across Germany, also with the exploitation of patents.

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### Profile:

GWT is a medium-sized R&D service provider. In close cooperation with scientists of TU Dresden and with other universities and non-university research institutes in Germany, GWT contributes research services and results to development projects of its industrial partners. At the client's choice, GWT either takes overall responsibility for a project or supports the project partners with services during the project implementation. Any surpluses of GWT are returned to the research sector.

### Services

- Project services for scientists
- Industrial contract research
- Clinical research
- Technology consulting & intellectual property rights

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

