







ASKING QUESTIONS...

FINDING ANSWERS...

DEVELOPING SOLUTIONS...

MASTERING CHALLENGES!

**How many links are there
in a blockchain?**

**How do you sequence the DNA
of artificial intelligence?**

**Is there a seventh heaven
for drones?**

**On what kind of exchange would
you expect to find a tech broker?**

Can you print in 4D?





TUTECH IS ...

a private-sector subsidiary of Hamburg University of Technology and the City of Hamburg. Together with our sister company, Hamburg Innovation GmbH, we connect all the city's public higher education institutes as well as many research organisations in the Hamburg Metropolitan Region with markets and society.

At TUTECH we act as consultants, matchmakers, initiators and coordinators in knowledge and technology transfer, both nationally and internationally. With our strong team - with its wealth of experience, diversity, flexibility and adaptability - we tackle demanding tasks and challenges at the interface between higher education and industry.

Our mission is to create lasting value by putting the latest research results and inventions into practice - with people and for people.

TUTECH works with public sector bodies, NGOs, federations and clusters and participates in publicly-funded projects.

KNOWLEDGE TRANSFER GOES FURTHER

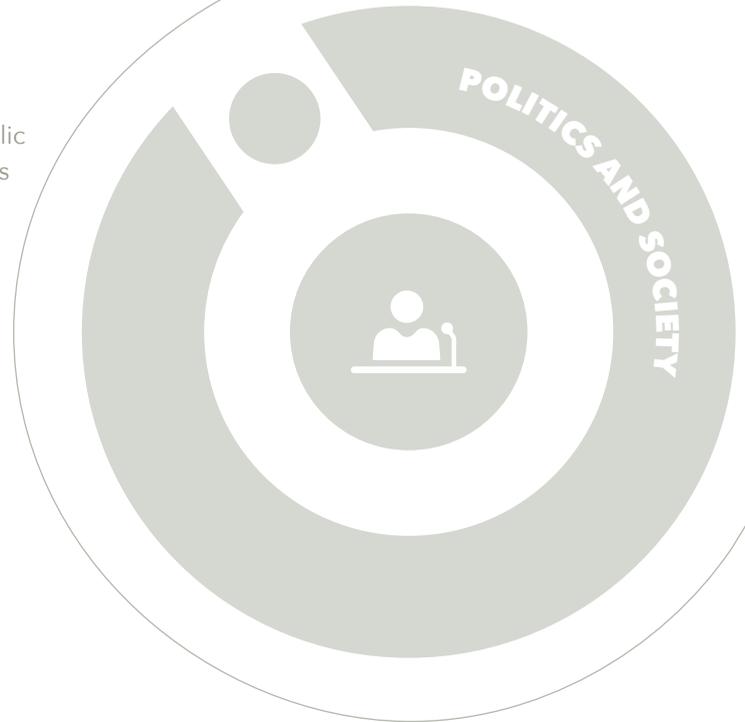
TUTECH connects research, business and society

TUTECH knows what works when it comes to technology and knowledge transfer. We're fluent speakers of many languages - especially those of research and business - and we've been linking up entrepreneurial, research and societal potential successfully for 25 years.

We create lasting value for our clients by exploiting the potential for innovation and putting new research results into practice. Along the

way we draw on a variety of expertise from a wide range of institutes and disciplines within our extensive network.

TUTECH is located in the Harburg Upriver Port, the so-called channel hamburg, and is thus right at the heart of one of Hamburg's four designated Innovation Parks.





TUTECH is experienced at supporting research projects with industrial partners and draws on its years of expertise in technology and knowledge transfer.



TUTECH can help with everything to do with the interface between industry and science, from finding experts to providing training.



RESEARCH MANAGEMENT

Putting new insights into practice

Our mission is to help new research insights and new technology to achieve a breakthrough. Our partners from research, business and the public sector mean we have access to virtually all technology sectors.

Developing concrete applications is our aim – whether through contract research and development, research cooperation or in thematic networks, collaborative projects and cluster projects.

Our technology consultancy helps our partners find solutions to the challenges they face. We are pragmatic, fulfil compliance requirements and are successful in using public funding programmes, and we have lots of experience in managing projects with diverse partners or broad topics.



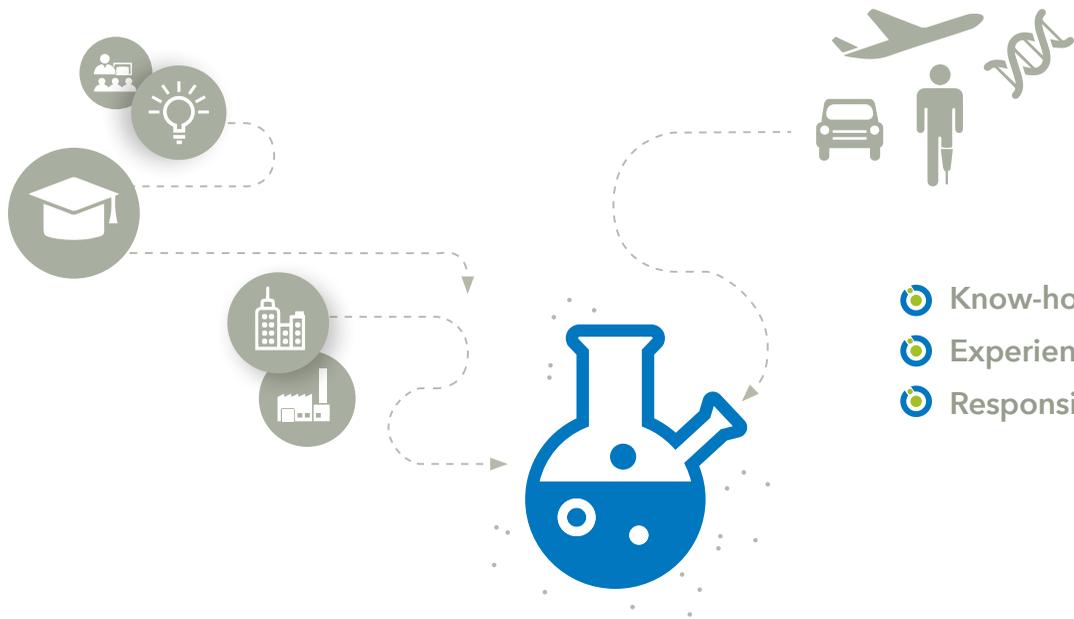
„Tutech is indispensable for our cooperation with industry because it forms an ideal bridge between private enterprise and TUHH, which is part of the public sector.

It is the only way of rapidly transforming research innovations into benefits for society.“

Prof. Dr.-Ing. Michael Schlüter

Institute of Multiphase Flows, Hamburg University of Technology

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Services

- ▶ Finding partners from research and industry
- ▶ Contract research
- ▶ Research cooperation
- ▶ Technology consultancy
- ▶ Technical services
- ▶ Peer reviews
- ▶ Funding expertise
- ▶ Network and cluster management

Partners

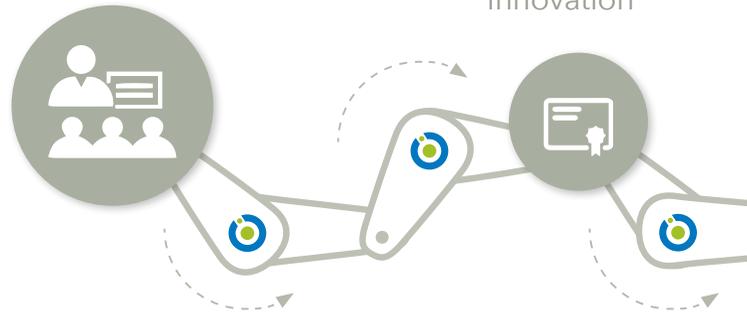
- ▶ Businesses
- ▶ Universities and knowledge organisations
- ▶ Politics and the public sector
- ▶ Project management bodies

Selected technology sectors

- ▶ Process engineering
- ▶ Information technology
- ▶ Energy and environmental technology
- ▶ Industry 4.0
- ▶ Aerospace
- ▶ Marine technology
- ▶ Mechanical engineering, materials engineering
- ▶ Biotechnology
- ▶ Medical technology
- ▶ Microelectronics and sensor technology

Universities

Innovation



IP MANAGEMENT

IP MANAGEMENT

For reliable commercial success

Anyone who develops an innovative product or some new technology usually wants to find a way to market it successfully. TUTECH can support you with protecting your intellectual property, securing the exclusivity of your product and thus strengthening your competitive advantage.

And with the creation of the Patent Agency Hamburg (PVA Hamburg) TUTECH has set up one of the first operational points of contact for IP management. PVA Hamburg is a recognised

service provider for Hamburg's universities and extramural research institutes. It is funded by the Federal Ministry of Economics and Energy's WIPANO programme.



„Competent! Flexible! Quick! Professional! I'm extremely satisfied with TUTECH's comprehensive advice, their refreshingly uncomplicated style and their open and direct way of communicating. Their overall concept is convincing and working with them is enjoyable too.“

Prof. Dr.-Ing. Kerstin Kuchta

*Institute of Environmental Technology and Energy Economy
Hamburg University of Technology*



Our services for inventors

TUTECH supports inventors in research institutes, startup teams or companies who want to commercialise their innovations. The services our teams of experts provide encompass initial consultations, evaluation of inventions according to technical and commercial criteria, prior art and novelty searches and IP strategy consultations, and preparation and coordination of the technology validation of projects. We can also assist you with patent applications, identify and bring you together with suitable partners in industry, and take over contract negotiations for you - regionally, nationally and globally.

Our cooperation partners

- ▶ University Hamburg
- ▶ University Medical Center Hamburg-Eppendorf
- ▶ Hamburg University of Technology
- ▶ Helmut Schmidt University
- ▶ Hamburg University of Applied Sciences
- ▶ Bernhard Nocht Institute for Tropical Medicine
- ▶ Heinrich Pette Institute, Leibniz Institute for Experimental Virology

CONSULTANCY AND COOPERATION DEVELOPMENT

CONSULTANCY AND COMPETENCE DEVELOPMENT

Development based on experience

Are you looking for opportunities and partners to strengthen your ability to innovate? Do you wish to become more international in your approach to innovation? With TUTECH you can draw on 25 years' experience of supporting research and development cooperation between businesses, industry, universities, public bodies and governments in Hamburg and worldwide.

We can support you in finding research and innovation grants. We are experts in initiating and managing projects. We tailor our work to suit your needs - anything from providing feedback on proposals to longer-term support for change management.

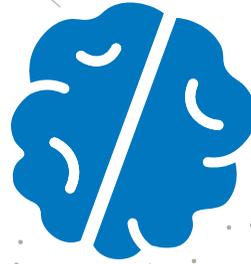


„Working with TUTECH was both inspiring and productive. We're still reaping the benefits for Horizon 2020.“

Dr. Stefan Seibling

Head of Technology Transfer Center, Ernst Moritz Arndt University Greifswald

COMPETENCE

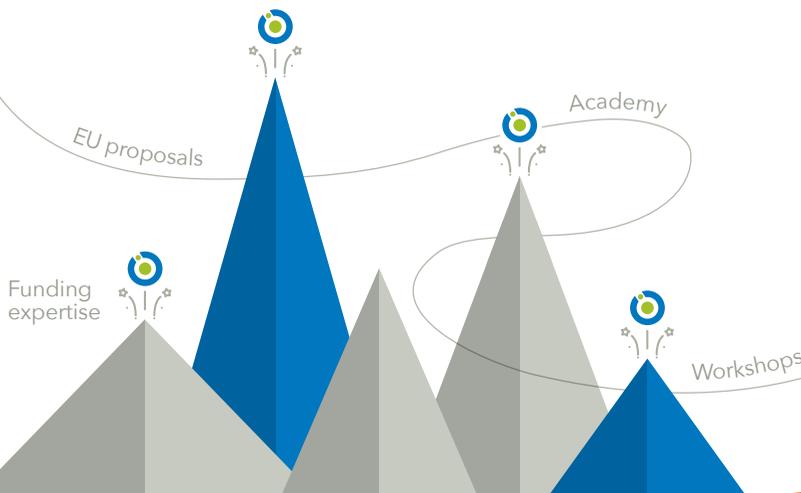


TUTECH ACADEMY

TUTECH ACADEMY offers a broad range of research-based training plus practical workshops and seminars. Our experienced trainers share basic information as well as expert knowledge as required (on topics such as innovation management, international research management, patent management, startup support and technology and knowledge transfer) - for example the ContinuiNG@TUHH project that encourages and develops personal continuing education through interaction between industry and the university. As well as promoting personal continuing education it also intensifies contact and exchange between industry and the university.

Enterprise Europe Network

TUTECH is one of the Hamburg partners in the EU-funded "Enterprise Europe Network" (EEN), providing access to the world's largest service network for cross-border business support. The EEN team at TUTECH and our network of 3,000 colleagues in more than 60 countries provide small and medium-sized enterprises and their partners with free targeted support to develop international business and research collaboration and advice on innovation and international operations.





STARTUP SUPPORT

STARTUP SUPPORT

From startup to company

Even before setting up a company there are lots of steps that can secure a competitive advantage and lay firm foundations for the future. We can help to find the answers to fundamental questions at an early stage of the startup. Our objective is to work with you to market your good ideas precisely and rapidly and so achieve decisive advantages for your business success in the long term.

Having a good idea is just the start. Founding a successful startup involves lots of separate steps, with lots more to come before a company

is established on the market. TUTECH has been guiding research and technology-based initiatives throughout the startup process for more than 20 years.

TUTECH is one of the key players in the Hamburg startup network and shares the responsibility for ensuring that startups are supported seamlessly from the initial idea though to the early phase of company growth. Here we work closely with Hamburg University of Technology's (TUHH) Startup Dock and hit-Technopark.



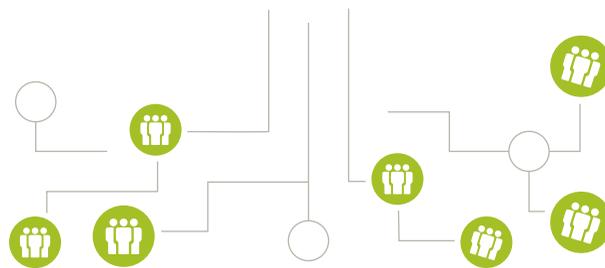
„TUTECH was an outstanding contact for us when it came to advice on getting funded. It was what enabled us to take our first steps from research to a startup.“

Johannes Weber, Matthias Schmittmann
bentekk GmbH

TUTECH and TUHH provide modern premises for different-sized startup teams in our own Innovation & Startup Campus. Facilities also comprise a co-working area and an in-house lecture theatre.

Services

- ▶ Initial advice
- ▶ Potential analysis
- ▶ Support with developing business models and business plans
- ▶ Coaching/training
- ▶ Access to grant schemes and other funding
- ▶ Access to client and partner networks
- ▶ Office space
- ▶ Co-working space



THE SHAREHOLDERS



More than 25 years of partnership

For 40 years, TUHH has been an innovator and catalyst for technical sciences in northern Germany. TUHH trains the next generation of engineers, conducts academic research at the highest level and thus fosters the development of the Hamburg Metropolitan Region. The founding 25 years ago of its subsidiary, Tutech Innovation GmbH, created a unique and lasting tool for technology transfer. What began as a business model has become a role model and driver of university-led technology transfer throughout Germany; it has developed into an efficient link between scientific innovation, know-how transfer and commercial application. Numerous entrepreneurs

have started out from TUHH into self-employment with the support of TUTECH. TUTECH has helped to initiate and successfully implement networks between research and industry at the national and European levels. Yet TUTECH has never rested on the laurels of its own success but has constantly sought to reinvent itself, thus remaining a pioneer of agile and flexible action in the interests of the universities and of technology transfer.

Hamburg University of Technology thanks TUTECH's staff and managers for their successful work.



Professor Hendrik Brinksma

President of Hamburg University of Technology

"Our goal is to train creative thinkers who have an individual specialist profile and a high level of social skills."

Research, teaching and transfer of knowledge to society: The so-called “third mission” has been part of Hamburg University of Technology’s identity all along. At the outset it was the university’s transfer office that took care of this “third mission”. For the past 25 years Tutech Innovation GmbH has been responsible. Its foundation in 1992 marked the first time a German university had made a move to develop its own technological innovations along business lines and make them available to companies. The example of TUTECH was taken up by many other German universities and technical universities: by Bochum, Dresden, Hanover, Frankfurt am Main, Cottbus, Kassel and Berlin. In all

these places TUTECH was the model for setting up university-related transfer companies.

The same was true in Hamburg itself. Since 2004 Hamburg Innovation GmbH (HI) – TUTECH’s sister company – has been supporting all the public universities in our city with transferring ideas to industry. This knowledge transfer tandem for all the public universities in a federal state has given Hamburg a pioneering role in Germany.

It is an important element of Hamburg’s innovation and business development policy. An example is the establishment of start-up centres. It was only in 2017 that we opened the Innovation Campus for Green Technologies (ICGT). And then there is the upcoming digital communication and interaction platform “beyourpilot – Startup Port Hamburg”.



Katharina Fegebank

Deputy Mayor of Hamburg and Minister for Science, Research and Equality

“Hamburg is a city for people with ideas. And for 25 years Tutech Innovation GmbH has been ensuring that ideas become reality. My thanks to everyone who has contributed to that in the past and to those who still do so today.”



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