

## FOREWORD

### President and Vice President of Research, TUHH

“Technology for people” – this principle has governed Hamburg University of Technology from the outset. Today, we are looking to the future and focusing on one of the most pressing tasks of our time, “Engineering to Face Climate Change”. Rather than merely reacting, we want to actively shape the future by deintelligent technologies to mitigate the consequences of climate change and drive the transition to a sustainable society. We're pursuing this goal in research, teaching, and knowledge transfer. We train engineers who think beyond disciplinary boundaries, take responsibility, and set global trends with bold ideas. Together with business and industry, we quickly and effectively put scientific findings into practice, where they have the greatest impact. For more than 30 years, our subsidiary Tutech has been our reliable partner in this endeavour.

With a strong service orientation, professional administration and a strong network, Tutech supports us with contract research and with European Union and German federal ministry funding programmes. With Startup Port @ TUHH, it is an essential part of the startup network of Hamburg's universities and, as Hamburg's patent exploitation agency, also takes care of its inventions.

This close and trusting collaboration has enabled us to file numerous patents, launch many funding projects, and

turn a number of visionary business ideas into reality. Our top positions in national and international rankings for cooperation with industry are a result of this strong part. Our conviction is that together we can achieve even more – for our city, for our region, and for a more sustainable future.

We look forward to many more successful years working with Tutech Innovation GmbH.



**Prof. Dr.-Ing. Andreas Timm-Giel**  
*President,  
Hamburg University of Technology*



**Prof. Dr.-Ing. Irina Smirnova**  
*Vice President of Research,  
Hamburg University of Technology*

**How many links does a  
blockchain have?**

ASK QUESTIONS...

**What flavour do quarks have?**

FIND ANSWERS...

**What does the DNA of artificial  
intelligence look like?**

DEVELOP SOLUTIONS...

**On which stock exchange does  
a tech broker trade?**

OVERCOMING CHALLENGES!

**Can you also print in 4D?**

” WE TRANSLATE.  
WE COORDINATE  
BETWEEN SCIENCE,  
BUSINESS,  
AND SOCIETY. WE  
BUILD BRIDGES. “

**More than 30 years of  
knowledge transfer at all levels**

We connect all public universities  
in the city as well as numerous  
research institutions in the Hamburg  
metropolitan region.

## TUTECH IS

**a wholly owned subsidiary of Hamburg University of Technology and has stood for successful knowledge and technology transfer in the Hamburg metropolitan region for over three decades.**

As a privately organised company, Tutech operates at the interface between universities, research institutions, companies, and the public sector. Its goal is to profitably network entrepreneurial and scientific potential and create sustainable value for science, business, politics, and society.

With a broad range of services, from Research Management and IP Management to Startup Support, Tutech assists scientists, companies, and startups in implementing innovative ideas.

Founded in 1992, Tutech has been based in Harburg's upriver port since 1995, considered the heart of the dynamic innovation district in the south of Hamburg. As part of the city's innovation park concept, "Tech City Hamburg" will be created here in the future, promoting new, sustainable industries in this traditional industrial location.

Tutech actively contributes to the development of the region and focuses on innovation to meet global challenges.



Tutech supports public authorities, NGOs, associations, and clusters, and participates in publicly funded projects.



Tutech is a competent partner for research projects involving industry and draws on many years of experience in technology and knowledge transfer.



Tutech handles all matters at the interface between business and science, from expert placement to continuing education.

## **Tutech connects science, business, and society**

**Tutech knows what matters when it comes to knowledge and technology transfer. For over 30 years, our team has been successfully connecting entrepreneurial, scientific, and social potential.**

We speak the language of science as well as that of business, and we create sustainable value for our customers by applying new research findings and inventions. We rely on a broad network of universities, research institutions, companies, and public institutions

to tap into innovation potential and promote synergies. Our services range from research management and IP management to startup support, practice-oriented training, and funding advice.

In addition to the Hamburg University of Technology, our customers include other universities and research institutions, particularly in Hamburg and Schleswig-Holstein, as well as companies and clients throughout Germany, Europe, and the wider world.

# TIMELINE

## 2017

### **Opening of the Startup Centre - today Startup Port @ TUHH**

Startup teams and startups find their home on 5,000 square metres, receiving professional support for up to 5 years.

## 2022

### **30 years of Tutech**

Tutech has been driving innovation for 30 years: in collaboration with science, industry, and society, ideas from universities are successfully put into practice.

## 2001

### **Establishment of the Patent Exploitation Agency (PVA) at Tutech**

When it comes to inventions and intellectual property rights, Tutech becomes the joint service provider for Hamburg's universities and research institutions in the future.

## 1992

### **Founded**

In 1992, Tutech is founded as the first privately organised university company in Germany to strengthen innovation transfer, consulting, and startup support.



## RESEARCH MANAGEMENT

### **New findings become concrete applications**

Our mission is to help new discoveries and technologies achieve breakthroughs. With our partners from science, industry, and the public sector, we have direct access to almost all areas of technology.

Our goal is to develop concrete applications – through contract research, research collaborations, or within the framework of thematic networks, joint projects, and cluster projects. Our technology consulting finds solutions to meet our partners' needs.

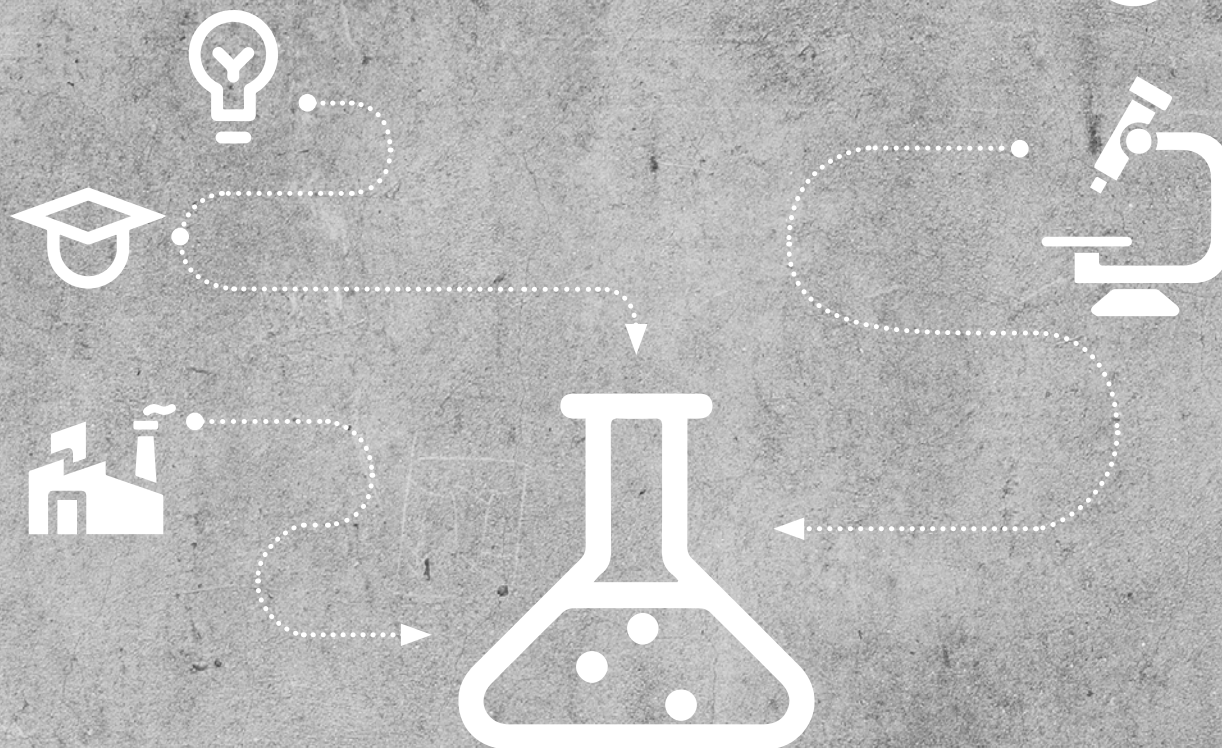
We're pragmatic, compliant, and successful in the use of public funding programmes, and experienced in the management of projects with different partners and heterogeneous subject areas.

*"Tutech is indispensable for our cooperation with industry, as it provides an ideal bridge between the private sector and TUHH as a public institution. This is the only way to ensure that innovations from research can be made available to society at very short notice."*



**Prof. Dr.-Ing. habil. Prof.  
E. h. Dr. h. c. Stefan Heinrich**

Professor and Director of the Institute of Solids Process Engineering and Particle Technology at Hamburg University of Technology



### Services

- ▶ Matching partners from science and industry
- ▶ Contract research
- ▶ Research cooperation
- ▶ Technology consulting
- ▶ Technical services
- ▶ Expert opinions
- ▶ Funding advice
- ▶ Network and cluster management

### Partners

- ▶ Companies
- ▶ Universities and knowledge organisations
- ▶ Politics and public authorities
- ▶ Project sponsors
- ▶ Associations
- ▶ Chambers
- ▶ Clusters

### TUHH Research Clusters

- ▶ Advanced Materials & (Bio-) Processes
- ▶ Aviation & Maritime Technologies
- ▶ Cyber Physical & Medical Systems
- ▶ Environmental & Energy Systems
- ▶ Logistics, Mobility & Infrastructure



## IP MANAGEMENT

### Inventions become impact

As a patent exploitation agency in Hamburg, we support scientists and entrepreneurs in all matters relating to intellectual property. We raise awareness of IP, evaluate inventions and software, manage property rights, and support exploitation processes – from the initial idea to licensing. In doing so, we establish targeted contacts with industry partners and negotiate licensing and cooperation agreements. Our services are aimed at teachers, researchers, and founders at universities and non-university research institutions in Hamburg and Schleswig-Holstein.

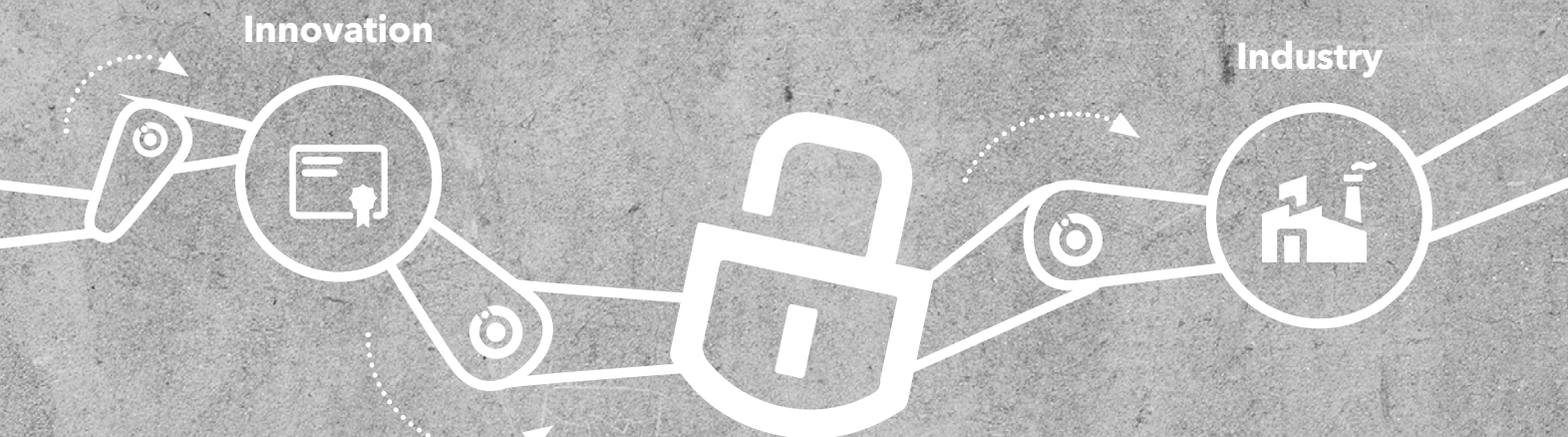
We currently manage over 300 patent families. Since 2001, we have concluded over 150 exploitation agreements – a quarter of which involved spin-offs – and generated around € 3.5 million in licence revenues. We have supported more than 1,500 inventors and over 100 start-ups on their journeys from idea to exploitation.

*"Tutech supports us as a reliable partner not only in patent management, but is also an important sparring partner in technology development, initiating cooperation, and preparing our spin-off – technically strong, solutions oriented, and always available."*



**Univ.-Prof. Dr.-Ing.  
habil Marcus P. Rutner**

Institute for Metal and  
Composite Construction,  
Hamburg University of  
Technology

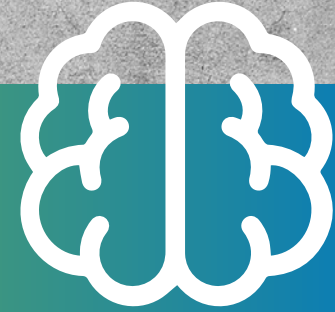


### **Our partners in Hamburg**

- ▶ Bernhard Nocht Institute for Tropical Medicine (BNITM)
- ▶ Helmut Schmidt University Hamburg
- ▶ Hamburg University of Applied Sciences (HAW Hamburg)
- ▶ HafenCity University Hamburg
- ▶ Hamburg University of Music and Drama (HFMT Hamburg)
- ▶ Leibniz Institute of Virology (LIV)
- ▶ Hamburg University of Technology
- ▶ Medical Center Hamburg-Eppendorf (UKE)

### **Our partners in Schleswig-Holstein**

- ▶ Christian Albrecht University of Kiel
- ▶ University of Applied Sciences in Kiel
- ▶ FH Westküste University of Applied Sciences
- ▶ GEOMAR Helmholtz Centre for Ocean Research Kiel
- ▶ Flensburg University of Applied Sciences
- ▶ Muthesius University of Fine Arts and Design
- ▶ Medical Laser Center Lübeck (MLL)
- ▶ Technische Hochschule Lübeck
- ▶ Universität zu Lübeck



# CONSULTANCY & COMPETENCE DEVELOPMENT

## Systematic development

Are you looking for ways to strengthen your innovation capabilities and internationalisation strategy? Tutech has over 30 years of experience in research and development projects with companies, universities, and political institutions in Hamburg and around the world. We offer individual consulting services ranging from short consultations to multi-year support, assistance with grant applications and project management, as well as the establishment of public-private partnerships and international collaborations.

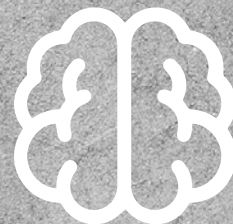
Horizon Europe is one of the world's largest funding programmes for research and innovation. It focuses on important societal challenges such as health, sustainable development, and digitalisation. We will be your strategic partner, supporting you in translating research into innovation and jointly opening up new business opportunities through knowledge and technology transfer.

*"The collaboration with Tutech is a huge benefit for us and the SafeCREW project. We are benefiting greatly from the valuable support provided during the application phase and the current funding phase, and we are able to draw on Tutech's wealth of experience, particularly in the area of dissemination."*



**Prof. Dr.-Ing. Mathias Ernst**

Head of the Institute for Water Resources and Water Supply at Hamburg University of Technology



EU applications

Workshops

Funding advice

Academy

## TUTECH ACADEMY

Tutech Academy offers a wide range of continuing education opportunities in practical workshops and seminars. Our experienced speakers provide needs-based fundamental and expert knowledge on topics such as innovation, research, and patent management, startup support, technology and knowledge transfer. In close cooperation with Hamburg University of Technology, Tutech develops specific formats and packages for scientific continuing education, especially in collaboration with industry. This ensures that up-to-date solutions are always found for specific operational needs and practical tasks.

## Enterprise Europe Network

As a Hamburg-based partner in the EU-funded Enterprise Europe Network (EEN), Tutech offers access to the world's largest network for economic development. Small and medium-sized enterprises and their partners receive free, individual support from the EEN team at Tutech and our 3,000 network colleagues in over 60 countries in establishing international business and research collaborations, as well as advice on innovation management and internationalisation.



# STARTUP SUPPORT

## From idea to company

The scientists at Lignopure have developed a unique technology for processing residues from the pulp and bioethanol industries and using them to replace harmful ingredients in our everyday products. The startup was founded at Hamburg University of Technology (TUHH), collaborates with the Institute of Thermal Process Engineering, and is supported by Startup Port.

Startup Port has been supporting knowledge-based and technology-based projects for over 25 years through the stages of founding a company.

*"Tutech was an excellent point of contact for us when it came to advice on funding. This made it possible to take the first steps from science to startup."*



  
Lignopure

Wienke Reynolds,  
Daniela Arango,  
Joana Gil Chavez



## Startup Support

Even before a company is founded, there are many factors that can be adjusted to gain a competitive advantage. Tutech helps with unique selling points, business models, and 360° company development. We have a wealth of experience that allows us to provide expert support for knowledge-based and technology-based projects throughout all stages of the startup process.

## Startup Centre Startup Port @ TUHH


At Tutech's startup centre – Startup Port @ TUHH – startup teams and startups find a temporary home covering 5,000 square meters and receive professional support from our team for up to five years. As part of the Startup Port startup network, they are also linked to all universities in Hamburg and the metropolitan region – a strong community.


## Services

- ▶ Initial consultation
- ▶ Continuous support from the initial idea through market entry to the early growth phase
- ▶ Support with business model development, business plans, and market analyses
- ▶ Funding advice and acquisition (e.g., EXIST startup grant)
- ▶ Initial consultation, training, and coaching

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