

RWTH Aachen Entrepreneurship Center Intro

AACHEN | 2023

Contents

Mobilization

Ideation

Incubation

Collective Incubator

Intellectual Property Protection



Mobilization Intro

AACHEN | 2023

Community | Internationalization | Strategic Partnerships

We are located at the intersection of research and entrepreneurship



We mobilize RWTH students and researchers to turn their ideas and research into innovations and startups

We enable our entrepreneurs to develop their ideas into market-ready technologies

We support our entrepreneurs on their way to successful market entry and growth

AATEC

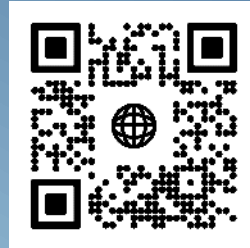
aachen
technology and
entrepreneurship
congress

- A platform for entrepreneurs, innovators and decision-makers from business, politics and academia
- More than 12k participants in twelve years; 150+ participating startups and 50+ participating investors every year
- Recent speakers include Ranga Yogeshwar, Jan Frodeno, Aya Jaff, Frank Thelen and Céline Flores Willers



Become part of our founders' ecosystem

Register to Collaeb



Collaeb = central ecosystem platform for startups, investors, corporates and individuals

Join the next Founders' Bootcamp in October



Three-day training with networking events in the evening
Learn all skills and tools for being a successful entrepreneur
Develop your own idea or get inspired by others

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Ideation program Intro

AACHEN | 2023

Let me introduce the **Ideation Program!**



Our early-stage startup program to get your idea off the ground

What can you expect?

- 1on1 support from our experienced Ideation coaches
- Pitch practice sessions with other teams
- Workshops on several topics
- Access to valuable working materials
- Pitching in front of VCs at Ideation Days

You are in good company

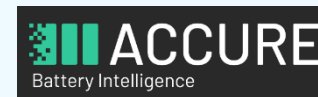
Recent examples



Eldertech

VOLTFANG

Long-term success stories



Ideation team just raised € 3.6 million in seed round



Handelsblatt

ROHSTOFF-RECYCLING

Batteriefertigung rückwärts – Wie Cylib das Rohstoffproblem der E-Auto-Bauer lösen will

Die Elektrobranche steht unter Recycling-Druck. Das Start-up von Gründerin Lilian Schwich verspricht, 90 Prozent der Rohstoffe aus Großbatterien wieder aufzubereiten – und sammelt Millionen Euro ein.



Former team EMPION has just raised € 2.4 million in a seed round

EMPION

Empion erhält 2,4 Millionen Euro



Annika von Mutius und Larissa Leitner haben Empion 2021 gegründet. (Foto: Empion)

Welcher Kulturtyp passt zu Dir?

In unter 2 Minuten zum passenden Arbeitgeber!

Zum Kulturtest



Ideation Program | Let's take a look at our 3-month program structure

3-month schedule¹



Ideation kick-off

Content
Getting to know the other teams from your batch & the Aachen startup environment

Location
Collective Incubator

Half-time pitch

Content
Pitch practice sessions with 2-3 other teams and extensive feedback from the coaches

Location
Zoom

Final pitch

Content
Present your pitch deck to your batch & learn more about possible next steps

Location
Zoom

Deliverables

- Idea Paper
- Pitch Deck
- Business Case

Joint sessions of teams within a batch

1on1 sessions with your coach

Continuous work with your team and coach on a weekly basis
(Approximately **5 hrs+** and **1 slot** with your coach per week)

What's next?

We support you on your way to pre-seed funding (e.g., Exist)

1. New batch starting every two month

+ **Note:** *addtl. sessions to be scheduled (e.g., Gründer:innentraining; Ideation Days, Exist office hour)*

Meet the Ideation Team – eagerly looking forward to getting in touch with you!



Ulrich

- Head of the Ideation Program
- Management of Exist-scholarship projects



Jana

- Selection and onboarding of new teams
- Preparation of teams for investor search (Ideation Days organization)



Christian

- Organization of Ideation workshops
- Continuous improvement of program

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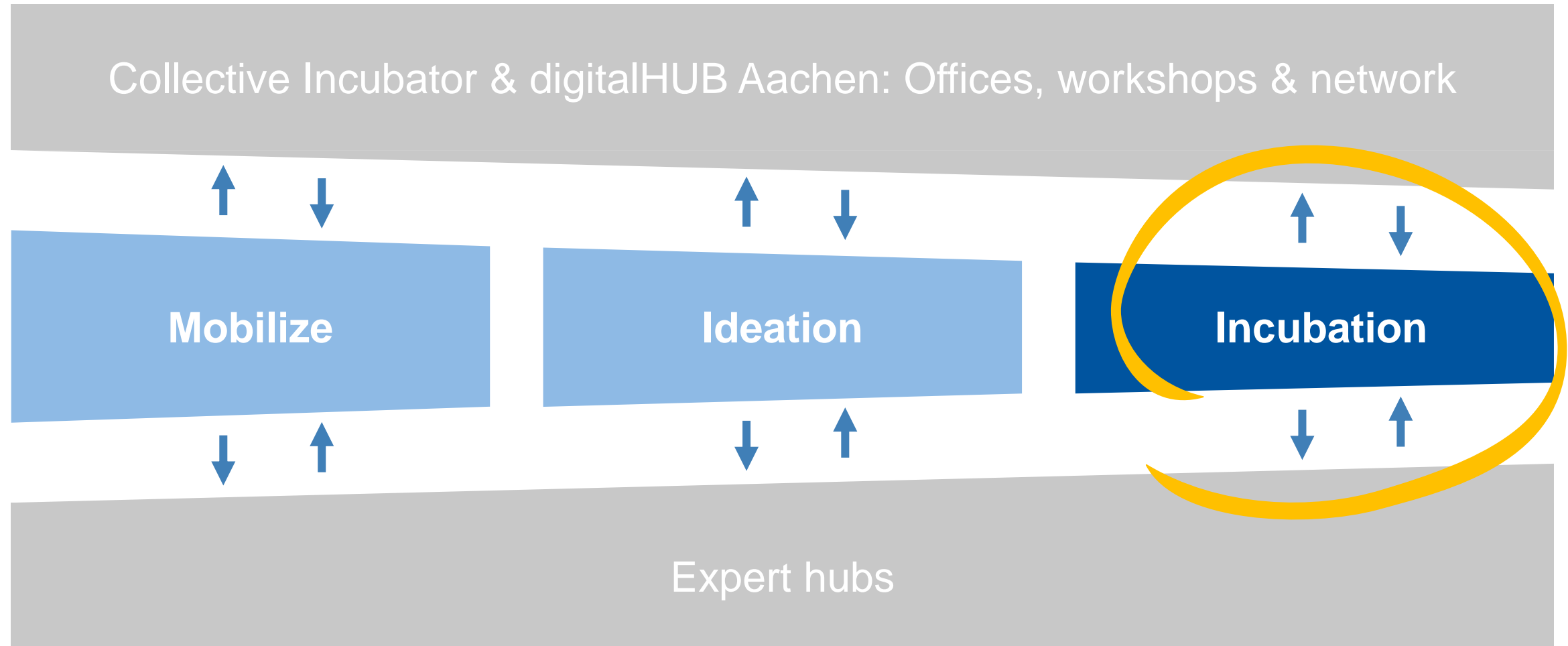
Collective Incubator

Intellectual Property Protection



RWTH Incubation Program

INCUBATION PROGRAM | Embedded in the RWTH Entrepreneurship Ecosystem



Our Incubation Program offers a 3-months acceleration program

We have created an incubation program that **enables early-stage deep-tech start-ups** to increase their **revenue, scale their business, and become investment-ready!**

We test and accelerate the company's growth plan with our **three-months** program consisting of **various workshops, events, mentoring and intensive coaching.**

Our workshops are led by experienced and accomplished entrepreneurs, investors, and experts and equip start-ups with the tools to **move from a start-up to a professional company.**

INCUBATION PROGRAM | Our program elements are individually targeted to your needs

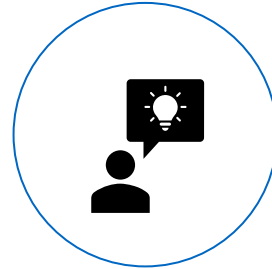
Mentoring

Benefit from the experience of one of our selected mentors



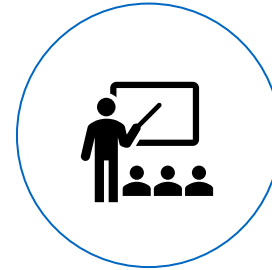
1:1 Coaching

Individual coach as your sparring partner & guide throughout the program



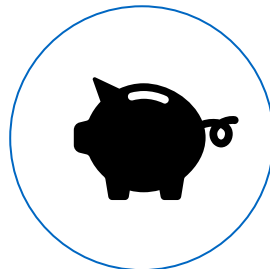
Workshops & events

Structured curriculum with experts & peers to help you grow & build your network



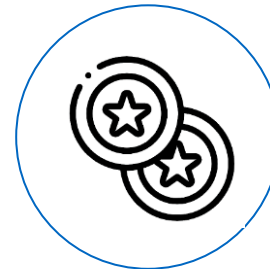
Investors

Warm introductions to investors from our network



Benefits & Services

Use your budget to get access to our offered benefits & services



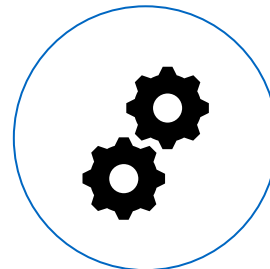
Proof-of-Concepts

Access to our key account partner to pilot your product & get real-live feedback

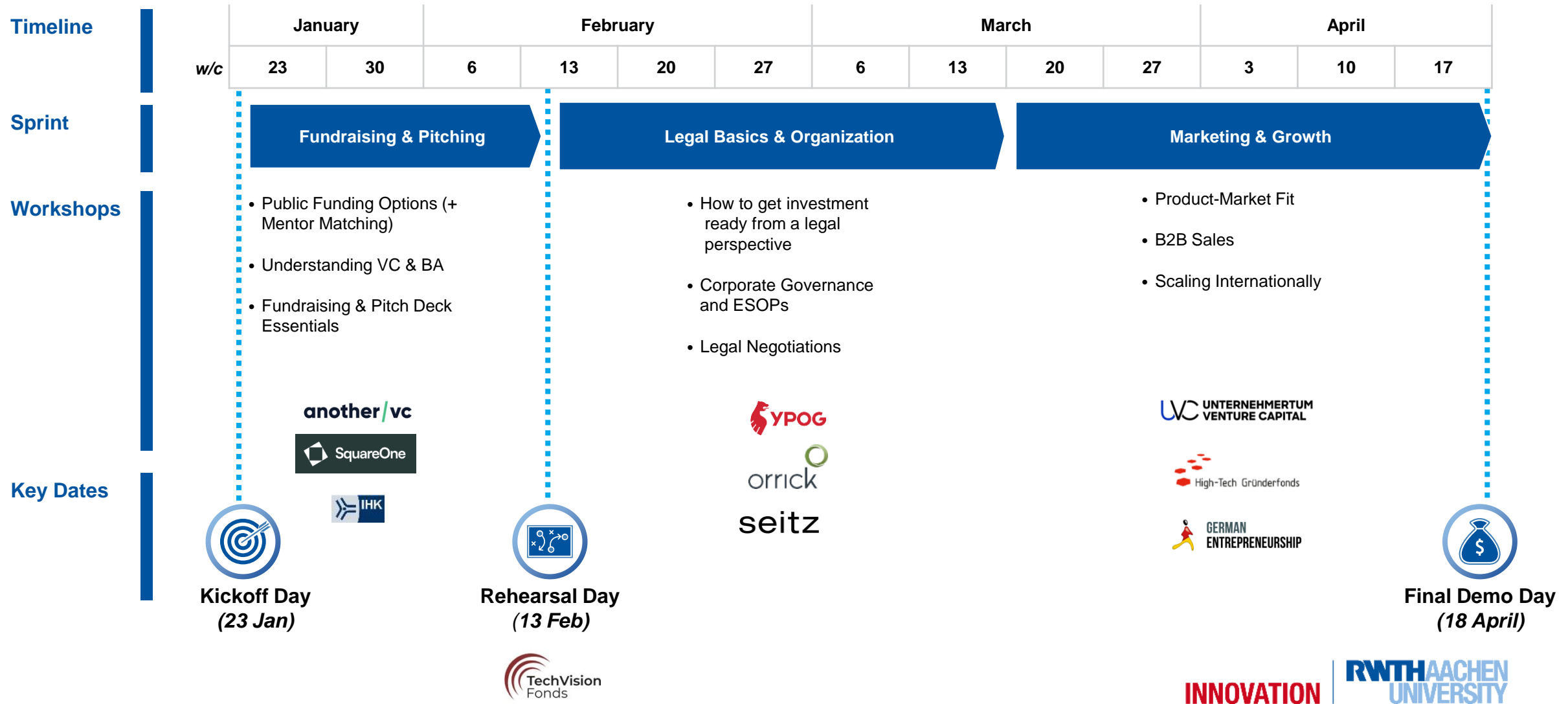


Expert Hubs

Expert advice, resource access & network in our 4 topic specific Expert hubs



Workshop Curriculum | Three sprints to address common start-up challenges



We have coached many teams to be successful and thrive in their business



Provides software, that discovers and utilizes automation potential and offers actionable suggestions in the frontend

Closed \$4M Seed-round in 04/22 from Headline, TVF and Northzone



Full Stack Data Platform simplifies operations of data-driven applications as the central data nervous system

Received seven-digit investment round in 2022 by 468 Capital.



Produces thermoplastic-coated fibers for composites and aluminum-coated fibers for shielding applications.

Received €3M Seed investment in 10/21.



Develops software solutions that take intelligent products such as autonomous cars from concept to deployment

Received Horizon 2020 Grant and \$29.4M till today from EQT Ventures, Paua Ventures and others



Provides Battery Intelligence Platform that uses existing data to determine and forecast the health of batteries

Received \$8m in 2020 by Blue Bear Capital, Capnamic and 42CAP



Helps companies to reduce their travel cost and associated CO2 footprint by rewarding employees when they support the goals

Received €650,000 in 2022 by several business angels



Development of more efficient, individualized stents (to reduce heart attacks and strokes)

Received €1M by the German government.



MedTech startup that develops innovative treatment method for patients with lung failure.

Raised €2.3M in Seed funding in 02/2023 from HTGF, TVF and business angels.



Laser system to make the wafer dicing process for microchips more efficient by reducing material waste to approx. 0%.

Won 2022 Rice Business Plan Competition: prize money \$625.000 and secured €5m Series A funding in 12/22



The cylib process transfers waste from end of life batteries or production scrap into marketable products

Secured an €8 million extension to its seed round, bringing its total for the round to €11.6 million (02/2023).



Provides an AI assistant for intensive care patients in hospitals: "Amazon Alexa with a PhD"

Received €7M in 03/21 from private investors and family offices



...and many more

RWTH Incubation Program impressions | Kick-off Spring Batch 2023



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Collective Incubator at RWTH Aachen University



c i i
i c collective
ci incubator
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We create one of the largest European tech incubators,
open it up to founders, student initiatives and project
teams and invite external companies.

Bringing **together** students,
researchers and companies.

Central **hotspot** for university
start-ups in Aachen.

Uniting and supporting
with **infrastructure**.



Space | Modern premises of different types offer the starting point for building a community and for creative and efficient collaboration



17 **permanent offices** available for start-ups over a period of one year.



8 **conference rooms** for start-ups, student initiatives and projects and over 70 **flex desks**.



A fully equipped **film and podcast studio** for your own productions.



Over 1200 m² **workshop area** for metal, plastic, wood, electronics, textile and 3D printing.



An **electric transporter** for the transport of prototypes, tools and material or event organization.

Space | Modern premises of different types offer the starting point for building a community and for creative and efficient collaboration



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Community members and teams | The Collective Incubator is available to student initiatives, start-ups and project of RWTH Aachen University and FH Aachen free of charge

150

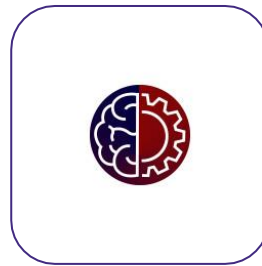
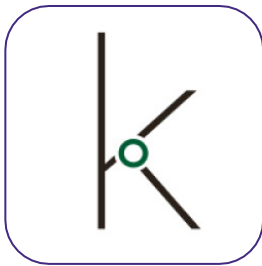
Start-ups and Spin-offs

Start-up projects by students, research assistants and professors

81

Student initiatives

Associations (non-profit) of Aachen students



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Collective Incubator Cloud | Get your 24/7 office access and book rooms, transporters, event space or our film studio.

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#venturecapital

#strategicpartners

#entrepreneurs

#innovationmanagement

#startupsupport

#IP

#innovator

#knowledge

#RWTHInnovation

#businessdevelopment

#businessrelations

#patents
#prototyping

#keyaccount #RWTHIP

#startup

#RWTHAachenUniversity

#techtransfer

#ecosphere

#equitymanagement

RWTH Innovation

Intellectual property protection at RWTH Aachen – an introduction

July 17, 2023

Creating impact for innovators, start-ups & industry



Enabling researchers to develop their ideas into **innovations**

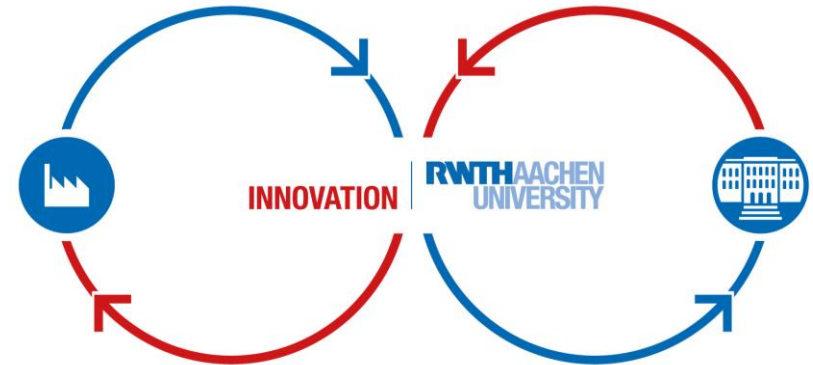


Empowering start-ups to reach successful market entry



Navigating industry cooperation within RWTH ecosphere










RWTH understands **entrepreneurial transfer** as the **continuous** and **mutual exchange** of ideas, knowledge, technology and people within **RWTH ecosphere**, with partner organisations, social groups and industry.



Strategic anchoring










- “Entrepreneurial transfer” as **third strategic pillar** in RWTH excellence initiative
- **Entrepreneurial thinking and acting** as a central building block of RWTH culture

Tailored support in all areas of Entrepreneurial Transfer

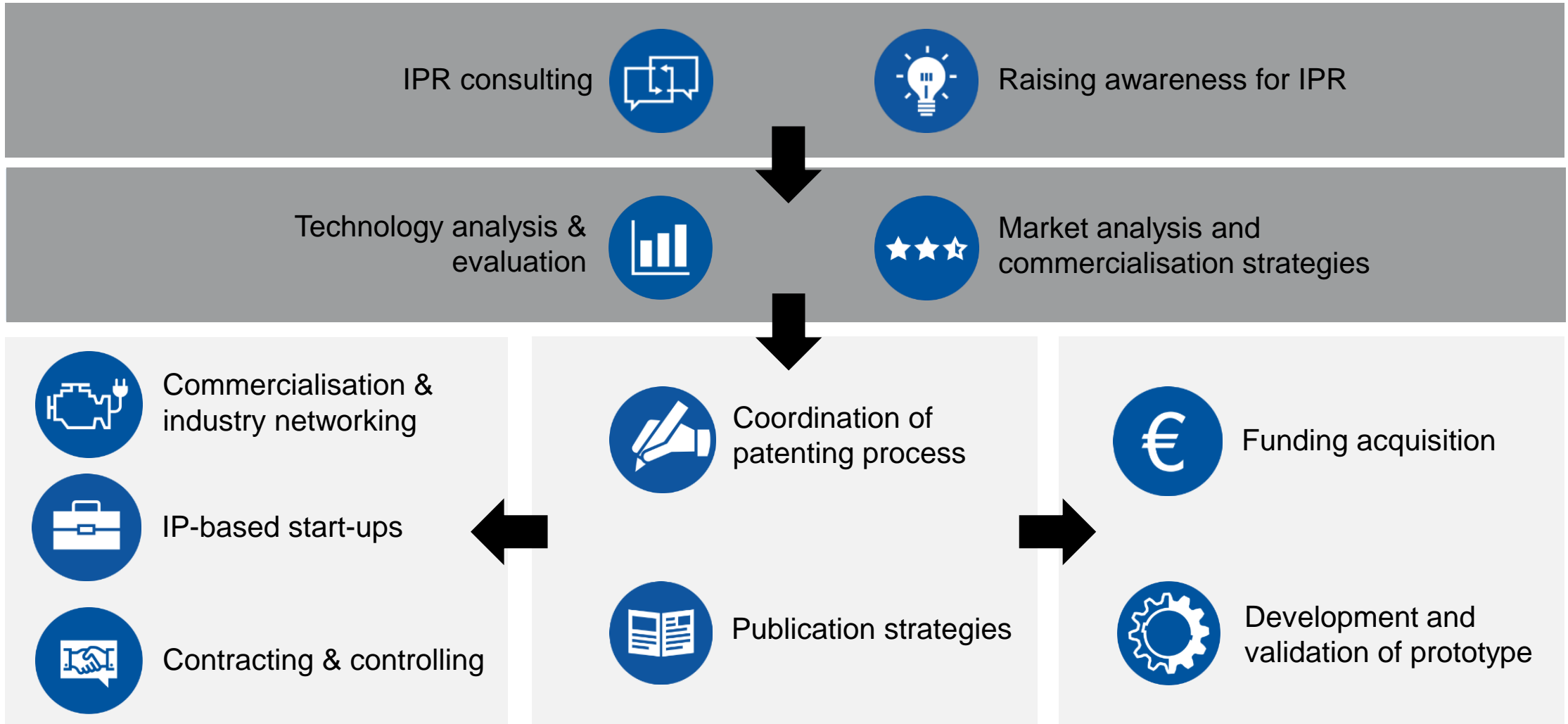
Target Groups	Researchers & Inventors	Entrepreneurs	Industry
Offers	<ul style="list-style-type: none"> Technology scouting, evaluation and patenting Supporting innovation projects and IP-based start-ups IP monitoring, controlling and transfer	<ul style="list-style-type: none"> Coaching, ideation & incubation programs Access to office space, funding possibilities and customers Networking and educational events	<ul style="list-style-type: none"> Strategic partnership and Key Account Management R&D projects and access to IP Open innovation and access to start-ups

RESEARCHERS & INVENTORS | OUR SERVICE PORTFOLIO

Enabling researchers to develop their ideas into innovations

Target Groups	Researchers & Inventors	Entrepreneurs	Industry
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INNOVATION MANAGEMENT | FROM IDEA TO MARKET ENTRY






Main requirements for patentability

- There must be an „invention“, belonging to any field of technology
- The invention must be susceptible of industrial application
- The invention must be „new“
- The invention must involve an „inventive step“
- The invention must be such that it can be carried out by a person skilled in the art



Danger: Novelty damaging pre-publication

	less critical	employees of RWTH - committed to maintaining confidentiality
	critical	students, cooperation partners (not coinventors)
	extremely critical	industrial partner without Non-Disclosure Agreement (NDA), everyone who doesn't have a contract or an NDA with the RWTH. All publications (papers, presentations, posters...)

- Inform as less persons as possible!
- Do not send unprotected content by e-mail!



→ Get in touch with us!

RWTH INNOVATION | INNOVATION MANAGER

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SUPPORT INNOVATION MANAGEMENT (ALL FACULTIES), parental leave



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#entrepreneurs

#innovationmanagement

#startupsupport

#IP
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#knowledge

#RWTHInnovation

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#ThankYou

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#keyaccount #RWTHIP

#RWTHAachenUniversity
#techtransfer

#ecosphere
#equitymanagement

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