

Success factors of technology transfer

Organization and institutional funding

- Decentral organization (at working station)
- Central assistance (Information, consultancy and qualification)
- Firm participation in management (Advisory board)
- Firm participation in funding (Public private partnership)
- Joint development centres with firms
- Co-operative institutes as transfer bridge (with common leaders)
- Transfer and application centres (test and demonstration)
- Strategic partnership with basic contracts
- Endowment chairs for co-operation with firms
- Regional transfer networks and clusters

Planning, success control and qualification

- Transfer strategy with aims and measures
- Periodical control and adaptation of strategy
- Collection and assessment of success indicators
- Transfer targets in budget contract
- Wide basic research and specific technology development
- Combined basic research and application development
- Combined research fields ("innovation chain")
- Targeted research exploitation (Patent strategy)
- Qualification of scientists and firms

Financing and promotion activities

- Limited and degressive public grants
- Public financing of basic research (as precondition for transfer)
- Incentives for transfer motivation
- Transfer promotion per rooms, technical equipment and salaries
- Acquisition of business projects from different branches/firms (diversification)
- Promotion of spin-offs from research institutions
- Service offers for firms (training, tests, studies and consultancy)

Co-operation and project management

- Clear problem definition
- Active contacts to suitable partners
- Analysis of competence and transfer networks
- Integration of branch specific scouts or brokers
- Common targeting and clarification of frame conditions
- Project offer with time and cost schedule, ordering
- Realization and documentation of project steps