



Innovation Week

Think. Create. Innovate.
2-6 November 2020

RWTH Aachen University | Karlsruhe Institute of Technology | University of Stuttgart



AN INITIATIVE OF THE



Federal Ministry
of Education
and Research



DAAD

Deutscher Akademischer Austauschdienst
German Academic Exchange Service

Research in
Germany



Land of Ideas

www.research-in-germany.org

Table of contents

3	Introduction
4-5	Innovation Week goes Social Media
6-13	Programme
14	TU9 – German Universities of Technology
15	DAAD – German Academic Exchange Service
16	The hosts: Three TU9 Universities
17	RWTH Aachen University
18	Karlsruhe Institute of Technology
19	University of Stuttgart
20-25	The participants
26	Imprint



Introduction

TU9 – German Universities of Technology and the German Academic Exchange Service (DAAD) are happy to cordially welcome fifteen international entrepreneurs to the second Innovation Week. The Innovation Week is organised jointly by TU9 and the DAAD, in the years 2019–2022.

The Innovation Week offers young and talented international researchers hands-on experience on how to start a business in Germany.

With its motto “Think, Create, Innovate” the inspiring five-day online programme calls on young innovators from all over the world. They will work in highly interdisciplinary and diverse teams and they will have the opportunity to network and exchange ideas with international and German peers at one of Germany’s leading Technical Universities.

After an introductory day, participants will receive a programme with workshops, coaching and networking opportunities. Each day will be hosted by one of the three TU9 Universities: Karlsruhe Institute of Technology, RWTH Aachen University and University of Stuttgart. The week concludes with a final get together and competitive presentation day.

The Innovation Week is organized within the framework of the “Research in Germany” initiative. The initiative is funded by the German Federal Ministry of Education and Research (BMBF) and serves to promote German educational and research institutes across the world.

www.research-in-germany.org

- <https://www.facebook.com/Research.in.Germany/>
- <https://twitter.com/researchgermany>
- <https://www.linkedin.com/company/research-in-germany>

Innovation Week goes Social Media

Participate in our Selfie Contest: “My Innovation Week” and win a pair of Virtual Reality Glasses!

#InnovationWeek #GetUpStartUp #myinnovationweek

Research in Germany:

Twitter: @ResearchGermany

Facebook: facebook.com/Research.in.Germany | @Research.in.Germany

LinkedIn: <https://www.linkedin.com/company/research-in-germany/>

TU9 – German Universities of Technology:

Twitter: @TU9_Germany

Facebook: facebook.com/TU9.de | @TU9.de

RWTH Aachen University:

LinkedIn: <https://www.linkedin.com/company/13988251>

Instagram: https://www.instagram.com/rwth_innovation/

Facebook: <https://www.facebook.com/RWTHInnovation/>

Twitter: <https://twitter.com/rwthinnovation?lang=de>

YouTube: https://www.youtube.com/channel/UCTWMMf87DfMf3b0MWx_qu1

Karlsruhe Institute of Technology:

Facebook: <https://www.facebook.com/KIT.Karlsruhe.Official>

Instagram: <https://www.instagram.com/kitkarlsruhe/>

Twitter: @KITKarlsruhe

YouTube: <https://www.youtube.com/user/KITVideoclips>

KIT-Gründerschmiede:

Facebook: <https://www.facebook.com/KIT-Gr%C3%BCnderschmiede-166762561537>

LinkedIn: <https://www.linkedin.com/company/kit-gruenderschmiede>

University of Stuttgart:

Facebook: <https://www.facebook.com/Universitaet.Stuttgart> | @Universitaet.Stuttgart

LinkedIn: <https://de.linkedin.com/school/universitaet-stuttgart/>

Twitter: https://twitter.com/Uni_Stuttgart | @Uni_Stuttgart

YouTube: <https://www.youtube.com/user/UniStuttgartTV>



Programme

Programme Overview

(Times CET)

2 November

- 1–2 PM Welcome & Introduction
- 4–5 PM Information on funding opportunities for start-ups provided by the experts of the German Federal Ministry of Economic Affairs and Energy (BMWi)

3 November

- 1–3 PM Road to a profitable business plan – hosted by the RWTH Aachen University
- 7 PM Founders Table

4 November

- 1–2 PM How to transfer research into a new product? – Technology Push Entrepreneurship @KIT
- 4–6 PM Technology Push – challenge your own idea

5 November

- 1–4 PM Online Pitchtraining – Measuring and training persuasiveness with Acoustic Voice Profiling – hosted by the University of Stuttgart
- 5–6:30 PM Speaker Series

6 November

- 1:30–3:30 PM Pitch Competition
- 3:30–4:30 PM Award ceremony and final get-together

Individual appointments: Meet peers, investors, entrepreneur experts, successful start-ups and other relevant contact partners.

Monday, 2 November

(Times CET)

1 PM

Welcome

by:

Dr Georg Krawietz

Head of International Research Marketing
German Academic Exchange Service (DAAD)

Dr Inken Dose

Science and Research Manager
TU9 - German Universities of Technology

1:05 PM

Presentation

by:

Prof. Dr Malte Brettel

Vice-Rector for Industry and Business Relations

Prof. Dr Thomas Hirth

Vice-President for Innovation and International Affairs
Karlsruhe Institute of Technology

Prof. Dr-Ing. Peter Middendorf

Vice Rector for Knowledge and Technology Transfer
University of Stuttgart

1:35–2 PM

Introductory lap with participants

4–5 PM

Information about funding opportunities for start-ups

by the experts of the Federal Ministry for Economic Affairs and Energy (BMWi)

Mr RR Jakob Müller
Section VIIC5, BMWi

Ms RD Antje Hansen
Section VIIC3, BMWi

Ms Maiia Deutschmann
Project Management Jülich (PtJ)
EXIST – University-Based Business Start-Ups

Q&A

Tuesday, 3 November

hosted by RWTH Aachen University

1-3 PM

Road to a profitable business plan

Introduction to Business Model Canvas and further explanation on how to build a strong and compelling business plan. We will provide you with a general understanding of the compilation and will make sure that you have enough tasks at hand to work on with your individual coaches during the rest of the week.

7 PM

Founders Table

Get together of the founder community in Aachen – this meeting will take place using a Zoom Call:
<https://rwth.zoom.us/j/98187774968?pwd=RjZxQzJlL2xjbElOaUxjdHlrYnlCQT09>

Wednesday, 4 November

hosted by Karlsruhe Institute of Technology

1–2 PM

How to transfer research into a new product? – Technology Push Entrepreneurship @KIT

Keynote lecture

by:

Prof. Orestis Terzidis

Chair and Head of Institute

EnTechnon – Institute for Entrepreneurship,

Technology Management and Innovation at KIT

Ms Despoina Ntagiakou

Research Associate

EnTechnon

Topics:

Theoretical overview of the differences to classical entrepreneurship incl. presentation of technology cases. How is technology entrepreneurship conducted at KIT?

Introduction of the approach of Technology Application Selection (TAS) and the Technology Canvas incl. examples of successful spin-offs from KIT.

About Technology Application Selection (TAS):

The computer, the internet or the laser led to groundbreaking innovations that changed the way people work and live. They are good examples of the so-called “Technology Push” – innovations that have emerged from research. “Technology Push” product developments are characterized by starting with a specific technology and then integrating this technology into products that either better meet market needs or create new markets.

During the TAS workshop, participants are introduced to the methodology developed by the EnTechnon through short theoretical impulses to generate new ideas and understand how to find possible applications for new technologies.

4–6 PM

Technology Push – challenge your own idea

by:

Ms Despoina Ntagiakou

Research Associate

EnTechnon

Mr Allen Mohammadi,

Research Associate

EnTechnon

Break-out sessions in small groups

All participants are guided to fill out the technology canvas for their own business ideas, followed by presentations in small groups to get valuable feedback. Further steps of the TAS (Ideation and Selection) if the time schedule allows it. One person per group will be nominated to give an exemplary presentation to all participants.

Thursday, 5 November

hosted by University of Stuttgart

1–4 PM

Online Pitchtraining**Pitch Perfekt! – Measuring and training persuasiveness with Acoustic Voice Profiling®**

Arthur Rock, who may have been the first real venture capitalist, once said “I invest in people, not ideas”. To this day, many investors still make their decisions on this basis, often perhaps even unconsciously. What we radiate and how we appear is already decided within a few seconds. Passion, expertise and self-confidence or, in short, charisma, are the things that investors are searching for in successful founders.

What if it would be possible to measure this charismatic effect quickly, individually and precisely? This is the revolution of “Acoustic Voice Profiling”®. Using modern experimental-phonetic methods, we break down pitches into their acoustic components and determine the potential effect of the components, individually and in combi-

nation. In this way, the presenters receive a reliable, scientifically substantiated assessment of how effectively they are received by potential investors.

In our workshop we determine the individual charisma score of all participants and create their personal "Acoustic Voice Profile"®. At the same time, participants learn which components make up an effective self-presentation and acquire tangible tools and strategies to improve their own profile in an efficient, playful and sustainable way.

by:

Saphire Solutions GmbH

Mr Oliver Niebuhr & Mr Jan Michalsky

5–6:30 PM **From an Idea to a Successful Start-up!**

Join us for the third edition of our Speaker Series!

Experienced international entrepreneurs, founding teams from the University of Stuttgart and supporters from the Stuttgart ecosystem will give us insights into their experiences as well as useful advice. The event is organized by the University of Stuttgart, famous STARTUP AUTOBAHN powered by Plug and Play and the research factory ARENA2036. It addresses anyone interested in entrepreneurship.

Our guests will be:

Veera Johnson - Co-Founder Circulor

Linda Emmerich - Co-Founder EMECTRIC Tailored Batteries

Eric Heintze - Let US Start!

June Nardiello - Start-up BW ASAP

Adrian Thoma - Gründermotor Initiative

Bjarne Johannsen - Motion Sense AI

Paul Eichinger - Personomic

Norbert Witz - 21Semiconductors.

Are you an entrepreneur or hoping to be one in the future? Do you have an idea which could shake up the industry?

If you are looking for advice from those who have been through this experience - this is what our Speaker Series is all about. The focus

is on founder stories and it is your chance to get to know some of the most respected personalities from the startup world.

For more information and registration, please visit:
<https://www.eventbrite.co.uk/e/speaker-series-at-university-stuttgart-tickets-112118439270>

Friday, 6 November

1:35 PM **Introduction**

1:40 PM **Participant' Pitches**

Jury:

Mr Harald Holzer

Head of HIGHEST and Technology Transfer
HIGHEST – the Startup and Innovation Center at Technische
Universität Darmstadt

Dr Ioannis Messaris

Advisor of CTIO
Office of the Chief Officer Transfer and Internationalisation
TU Dresden

Mr Tobias Quebe

Head of starting business
Leibniz University Hannover

3:35–3:45 PM Break

3:45 PM Announcement of the winners

3:50 PM Innovation Week final discussion and official farewell

TU9 – German Universities of Technology

Excellence in Engineering and Science Made in Germany



TU9 is the Alliance of leading Universities of Technology in Germany: RWTH Aachen University, Technische Universität Berlin, Technische Universität Braunschweig, Technische Universität Darmstadt, Technische Universität Dresden, Leibniz University Hannover, Karlsruhe Institute of Technology, Technical University of Munich, and University of Stuttgart.

Tradition, excellence, and innovation are the hallmarks of TU9 Universities. Founded during the Industrial Age, they contributed decisively to technological progress back then and continue to do so today. They enjoy an outstanding reputation around the world as renowned research and teaching institutions that promote the transfer of knowledge and technology between universities and practice. As such, they train exceptional young academics for careers in science, business, and administration and assume social responsibility. TU9 Universities foster top-class international networks and diverse cooperation with industry, making them a key element of Germany's position as a location of science and innovation.

Close integration of research and application is reflected in numerous collaborations with small, medium and large business enterprises. To foster commercial application, TU9 Universities support patents, licenses, and the start-up sector. In doing so, they serve as regional economic powerhouses and drivers of German innovation.

The excellent research and teaching at TU9 Universities are based on independence, plurality, and freedom of expression. TU9 Universities have always been places of intellectual and cultural diversity where internationalization and integration are a matter of course.

www.tu9.de

The German Academic Exchange Service (DAAD)



Deutscher Akademischer Austauschdienst
German Academic Exchange Service

The DAAD is the world's largest funding organisation for the international exchange of students and researchers.

The motto of the DAAD is "Change by Exchange" – a concept that applies to more than the students and researchers we support. For the DAAD as a funding organisation, change means welcoming the challenges of this dynamic process and participating in shaping it.

We support academic exchange through:

- Scholarships for the Best – supporting students and researchers in Germany and abroad who have demonstrated outstanding academic merit and wish to assume responsibility
- Structures for Internationalisation – creating university structures which promote international qualification, mobility and dialogue, and thereby improve the quality of research and instruction
- Expertise for Academic Collaborations – making our expertise in educational cultures and academic systems available in order to facilitate collaboration between academics and institutions

The DAAD stimulates internationalisation and global responsibility. The real motors of change, however, are students and researchers who cross borders every day through their work, and the institutions of higher education which support them in their commitment.

We owe our success to all of those, who share our goals and actively support us in our efforts.

<http://www.daad.de>

The hosts:
Three TU9 Universities

RWTH Aachen University

RWTH Innovation GmbH



RWTH Aachen University is a place where the future of our industrialised world is thought out. The University is proving to be a hotspot with increasing international recognition where innovative answers to global challenges are developed.

RWTH Aachen supports researchers, inventors and founders of RWTH Aachen University with individual and diverse service offers helping them develop their ideas and research results to a market-ready technology.

Furthermore, we help business partners of RWTH Aachen University find their way within the university landscape and support them in their search for and cooperation with suitable research partners.

For more information please visit:
<https://www.rwth-innovation.de/en/>



Christina Mertsch
Entrepreneurial Manager
RWTH Innovation
RWTH Aachen University
christina.mertsch@rwth-innovation.de

Karlsruhe Institute of Technology

KIT-Gründerschmiede



The Karlsruhe Institute of Technology (KIT) is “The Research University in the Helmholtz Association”. As the only German university of excellence with large-scale national research, KIT is one of the largest scientific institutions in Europe with a focus on engineering and natural sciences and it combines university tradition with program-oriented research.

Besides excellent teaching and top-level research, innovation is one of our core tasks. In order to meet the global challenges facing humanity, our research contributions in the fields of energy, mobility and information should also continue in concrete developments and products that contribute to general prosperity and benefit.

It is the spirit of KIT to promote entrepreneurship amongst our researchers and students. The KIT-Gründerschmiede as part of the strategic field “innovation” of KIT was founded in 2013 and is today one of the largest university incubators in Germany. Every year, more than 30 teams decide to start a business, and the trend is still growing.

The KIT-Gründerschmiede, the home of all founders and entrepreneurs at KIT plays a decisive role in this process. Here, we bundle all activities related to the topics of founding companies and entrepreneurial spirit at KIT in order to achieve more impact for our founders. The KIT-Gründerschmiede serves as a home base and accelerator for innovative business ideas around the central future topics of our era such as digitization, artificial intelligence, biotechnology, mobility and energy. Our aim: to support actively the establishment of powerful technology companies.



Sandra Schöttelndreier

Communications Manager New Ventures & Shareholdings
Innovation and Relations Management / KIT-Gründerschmiede
Karlsruhe Institute of Technology (KIT)
sandra.schoettelndreier@kit.edu

University of Stuttgart



Universität Stuttgart

The University of Stuttgart is a leading, technologically oriented university with a global presence. The University promotes the transfer of knowledge and technolo-

gies in all its profile- and competence areas. With a locally-grounded tradition of excellent, visionary researchers, the University is able to serve and strengthen the surrounding region, provide a place for societal reflection and act as an effective, cutting edge innovator.

As an industrial powerhouse, Baden-Württemberg exerts a strong attraction on innovators and inventive talent. Startups from top research are important for this innovative strength. The University of Stuttgart underlines the particular strategic importance of its startup-related activities by using the power of regional, national and international networks to pave the way for disruptive innovations.



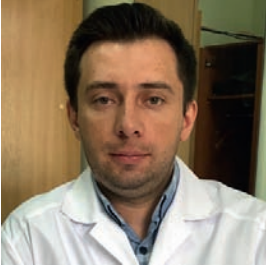
Nadine Joop

Personal Assistant to the Vice Rector for Knowledge and
Technology Transfer

University of Stuttgart

nadine.joop@rektorat.uni-stuttgart.de

The participants



Albert Bolatchiev

Russian Federation

Field of expertise: Pharmacology (antibiotics, antibiotic resistance, anti-cancer drugs)

Home institution: Stavropol State Medical University

Host institution: Karlsruhe Institute of Technology (KIT)
bolatalbert@gmail.com



Alisa Bortnik

Russian Federation

Field of expertise: Pharmacology (antibiotics, anti-cancer drugs)

Home institution: Perm State University

Host institution: RWTH Aachen University
oscurasangre@gmail.com



Alperen Keles

Turkey

Field of expertise: Programming Languages, Formal Verification

Home institution: Middle East Technical University

Host institution: University of Stuttgart
alpkeles99@gmail.com



Amit Kumar

India

Field of expertise: Design, development and characterization of atmospheric plasma system for wastewater treatment

Home institution: Institute of Physics Belgrade (IPB)

Host institution: Karlsruhe Institute of Technology (KIT)
amit@ipb.ac.rs



Caroline Trevisan Weber

Brazil

Field of expertise: Autonomous Food Waste Biorefineries

Home institution: Federal University of Rio Grande do Sul (UFRGS)

Host institution: RWTH Aachen University
karoltweber@hotmail.com



Emilio Munoz Guerrero

Mexico

Field of expertise: Engineering (Car Internal Combustion)

Home institution: Instituto Tecnológico y de Estudios Superiores de Monterrey

Host institution: University of Stuttgart
emilio.mugue@gmail.com



Humberto Martinez Barron

Mexico

Field of expertise: AgTech (Agriculture Technology)

Home institution: Instituto Tecnológico Autonomo de Mexico (ITAM)

Host institution: RWTH Aachen University
hmartin3@itam.mx



Luis Alejandro Romero Soto

Bolivia

Field of expertise: Biotechnology and bioprocess development (Petrochemical polymers)

Home institution: Lund University (Sweden) -
Universidad Mayor de San Andres (Bolivia)

Host institution: Karlsruhe Institute of Technology (KIT)
lars.biotec@gmail.com



Ornella Fenosoa

Madagascar

Field of expertise: Medical Sciences (High blood pressure medication)

Home institution: University of Antananarivo

Host institution: RWTH Aachen University
ornellafenosoa@gmail.com



Razan Alkabani

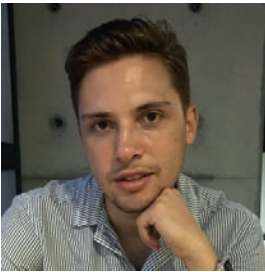
Oman

Field of expertise: Health | Environment | Prevention

Home institution: Petroleum Development Oman

Host institution: RWTH Aachen University

razan.alk98@gmail.com



Sabin Paraschiv

Romania

Field of expertise: Battery technology, Charging technology, Electric Vehicles

Home institution: National Taipei University of Technology

Host institution: Karlsruhe Institute of Technology (KIT)

sabinp11@gmail.com



Suraj Mohan

India

Field of expertise: Sustainable Energy and Health-care

Home institution: AIC RAISE Incubation Center (Coimbatore) | TBI@KEC (Erode)

Host institution: Karlsruhe Institute of Technology (KIT)

suraj.mohan.05@gmail.com



Tushar Goswamy

India

Field of expertise: Artificial Intelligence (AI) in Healthcare

Home institution: Indian Institute of Technology (IIT) Kanpur

Host institution: University of Stuttgart
tgoswamy@iitk.ac.in



Vadzim Shapavalau

Belarus

Field of expertise: Alternative energetics (wind energy)

Home institution: Belarusian State University of Transport

Host institution: University of Stuttgart
vadzimshapavalau@gmail.com



Varinder Singh

India

Field of expertise: Applied Thermodynamics, Heat and mass transfer (converting crop waste into wealth with MOKSH)

Home institution: Chitkara University | GFF Innovations Pvt Ltd

Host institution: University of Stuttgart
varinder.singh@chitkara.edu.in

Imprint

Publisher

Deutscher Akademischer Austauschdienst (DAAD)
German Academic Exchange Service
Kennedyallee 50, 53175 Bonn (Germany)
www.daad.de

Dr. Georg Krawietz, Anne Knab
Section K22 - International Research Marketing
research-in-germany@daad.de
www.research-in-germany.org

Layout and Typesetting

Nicole Rabe | Grafikrabe

Photo Credits

Title: DAAD
Photos of participants: private

Please note that the profile texts of the participating institutions (pp. 14–19) were provided by the participants themselves and were not modified by the DAAD.

© DAAD

Any reproduction, even of extracts, only with appropriate source details. This publication was funded by the Federal Ministry of Education and Research.

