





Organisations in alphabetical order	Promo- tion of Business Develop- ment	Networ- king	Training & Educa- tion	Research Focus
				
AiF Projekt GmbH	●			
Berlin Partner GmbH	●	●		
Beuth Hochschule für Technik Berlin TechnologieTransfer	●	●	●	
Enterprise Europe Network Berlin-Brandenburg	●	●	●	●
Fraunhofer Research Institution Polymeric Materials and Composites PYCO	●	●	●	●
Hochschule für Technik und Wirtschaft Berlin Business Start-up	●	●	●	
Hochschule für Technik und Wirtschaft Berlin Co-operation Centre for Applied Sciences – KONTAKT	●	●		
Humboldt-Innovation GmbH	●	●	●	
Imaging Netzwerk Berlin (INB)	●	●		●
Industrie- und Handelskammer Berlin (IHK)	●	●	●	
Investitionsbank Berlin (IBB)	●	●	●	
KfW Bankengruppe	●	●		
Laser Optics Berlin	●	●	●	
Laserverbund Berlin-Brandenburg e.V.	●	●	●	●
Max-Born-Institute for Nonlinear Optics and Short Pulse Spectroscopy / Forschungs- verbund Berlin e.V. (MBI)	●	●	●	●
Optec-Berlin-Brandenburg (OpTecBB) e.V.	●	●	●	●
OUT e.V. Optotransmitter-Umweltschutz- Technologie e.V.	●	●	●	●
profund – die Gründungsförderung der Freien Universität Berlin	●	●	●	
PVcomB – Competence Centre Thin-Film- and Nanotechnology for Photovoltaics Berlin	●	●	●	●
QOM e.V. – Qualitätsnetzwerk Optik & Medizin- technik	●	●	●	
Senate Department for Economy, Technology and Women's Issues	●	●	●	
SPECTARIS	●	●	●	●
Technische Universität Berlin Institute for Optics and Atomic Physics	●	●	●	●
TSB Technologiestiftung Berlin	●	●		
TU Berlin Gründungsservice	●	●	●	
TUBS GmbH – TU Berlin ScienceMarketing	●	●	●	
ZEMI Center for Microsystems Technology Berlin	●	●	●	●

Know-Man stands for **Knowledge Network Management** in Technology Parks. As an INTERREG IVC project Know-Man unites 15 partners from 5 European countries. Know-Man works at the interface between the economic, academic and public sectors. Using the tool box of knowledge network management instruments the project aims at improving the interconnections between these actor groups. The Knowledge Atlas is one of Know-Man's central tools. Future Entrepreneurs, start-ups and innovative small and medium-sized companies are invited to investigate Berlin's wide range of innovative business support services. The technological focus of this Knowledge Atlas lies on Optical Technologies.

Berlin's Knowledge Atlas for Future Entrepreneurs: Optical Technologies



Berlin's Knowledge Atlas for Future Entrepreneurs:

Optical Technologies



- a** AiF Projekt GmbH
- b** Berlin Partner GmbH
- c** Beuth Hochschule für Technik Berlin – TechnologieTransfer
- d** Enterprise Europe Network
- e** Hochschule für Technik und Wirtschaft Berlin – Start-up/KONTAKT
- f** Humboldt-Innovation GmbH
- g** Industrie- und Handelskammer Berlin (IHK)

- h** Investitionsbank Berlin (IBB)
- i** KfW Bankengruppe
- j** profund – die Gründungsförderung der Freien Universität Berlin
- k** Senate Department for Economy, Technology and Women's Issues
- l** TSB Technologiestiftung Berlin
- m** TU Berlin Gründungsservice
- n** TUBS GmbH – TU Berlin ScienceMarketing

- 1** Fraunhofer Research Institution Polymeric Materials and Composites PYCO
- 2** Imaging Netzwerk Berlin (INB)
- 3** Laser Optics Berlin
- 4** Laserverbund Berlin-Brandenburg e.V.
- 5** Max-Born-Institute for Nonlinear Optics and Short Pulse Spectroscopy / Forschungsverbund Berlin e.V. (MBI)
- 6** Optec-Berlin-Brandenburg (OpTecBB) e.V.
- 7** OUT e.V. Optotransmitter-Umweltschutz-Technologie e.V.

- 8** PVcomB – Competence Centre Thin-Film- and Nanotechnology for Photovoltaics Berlin
- 9** QOM e.V. – Qualitätsnetzwerk Optik & Medizintechnik
- 10** SPECTARIS
- 11** Technische Universität Berlin Institute for Optics and Atomic Physics
- 12** ZEMI Center for Microsystems Technology Berlin

developed by:



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Content

Foreword	3
About Know-Man	4
BUSINESS AND TECHNOLOGY SUPPORT	6
AiF Projekt GmbH	8
Berlin Partner GmbH	10
Beuth Hochschule für Technik Berlin – TechnologieTransfer	12
Enterprise Europe Network Berlin-Brandenburg	14
Hochschule für Technik und Wirtschaft Berlin – Business Start-up	16
Hochschule für Technik und Wirtschaft Berlin – Co-operation Centre for Applied Sciences – KONTAKT	18
Humboldt-Innovation GmbH	20
Industrie- und Handelskammer Berlin (IHK)	22
Investitionsbank Berlin (IBB)	24
KfW Bankengruppe	26
profund – die Gründungsförderung der Freien Universität Berlin	28
Senate Department for Economy, Technology and Women's Issues	30
TSB Technologiestiftung Berlin	32
TU Berlin Gründungsservice	34
TUBS GmbH – TU Berlin ScienceMarketing	36
OPTICAL TECHNOLOGIES, PHOTONICS AND MICROSYSTEMS TECHNO- LOGIES	38
Fraunhofer Research Institution Polymeric Materials and Composites PYCO	40
Imaging Netzwerk Berlin (INB)	42
Laser Optics Berlin	44
Laserverbund Berlin-Brandenburg e.V.	46
Max-Born-Institute for Nonlinear Optics and Short Pulse Spectruscopy/ Forschungsverbund Berlin e.V. (MBI)	48
Optec-Berlin-Brandenburg (OpTecBB) e.V.	50
OUT e.V. – Optotransmitter-Umweltschutz-Technologie e.V.	52
PVcomb – Competence Centre Thin-Film- and Nanotechnology for Photovoltaics Berlin	54
QOM e.V. – Qualitätsnetzwerk Optik & Medizintechnik	56
SPECTARIS	58
Technische Universität Berlin – Institute for Optics and Atomic Physics	60
ZEMI Center for Microsystems Technology Berlin	62
Success Story: Berliner Glas	64
Success Story: Jenoptik	66
Imprint	68



Foreword



Harald Löff

Governing Mayor, Senator for Economics, Technology and Women's Issues and Chairman of the Supervisory Board of Berlin Partner GmbH

Having an innovative business idea lays the foundation for the successful development of a start-up company. Nevertheless, at the crossroads faced when starting up a business, future entrepreneurs need targeted and customised support and consulting.

“Knowledge Atlas” stands for: Who offers what kind of knowledge and where can it be found? Adapted to the needs of technology-oriented start-ups and small and medium-sized enterprises, the knowledge atlas provides easy orientation to Berlin's business support landscape.

Technology-oriented start-ups are working at the interface between science and industry. Therefore the atlas covers the wide variety of support services – from Berlin's universities and research institutes, public institutions to business chambers and networks.

The technology focus of the atlas is on Optical Technologies, Photonics and Microsystems Technologies - a blooming competence field for Berlin. Students and researchers interested in starting-up a business in these industries are presented with research and business partners supporting start-ups and SMEs by a variety of offers, from laboratory trainings to project consultancies.

The presented initiatives support you all the way, from your first business idea, finding the right funds to establishing your business network in Berlin! Enjoy your read!

ABOUT KNOW-MAN

KNOW-MAN: KNOWLEDGE NETWORK MANAGEMENT IN TECHNOLOGY PARKS

The INTERREG IVC project **Know-Man** has been running since January 2010 and will be finalised in December 2012. The project, consisting of 15 partners from five countries (Germany, Italy, Poland, Slovenia and Spain), brings together regional development stakeholders and decision makers. The focus of the project lies on the interconnection between public authorities, economic actors and the academic community. As the title already indicates, technology parks are important places within this triangle. By ensuring the spatial proximity between research and business, the dynamics of technological innovations are being supported within the parks. **Know-Man** works at improving these innovation flows by accelerating the process of getting „fresh“ knowledge from research to the market. Therefore the central objective of **Know-Man** is to improve the policy framework to better assist future entrepreneurs in the start-up phase of their innovative business and to support their network within the region.

For more information, please visit: www.know-man.eu

MAIN PRODUCTS

Many **Good Practices** on existing measures for knowledge network management policies have already been identified by all partners. The final Good Practice brochure can be downloaded from the project's webpage.

Demand Analyses carried out in all participating regions address directly the demand of start-ups and small and medium-sized companies (SMEs) in technology parks and show further potentials for business-science services.

Through highlighting successful support services the **Benchmarking** of the participating science and technology parks functions as a tool for mutual learning between the partners.

Finally, **Transfer** of experiences and instruments takes place through expert tandems on Good Practices and by formulating **Policy Recommendations** communicated through round tables with regional stakeholders.

THE KNOW-MAN KNOWLEDGE ATLAS

Each region within the **Know-Man** partnership develops a Knowledge Atlas. Just like a geographical atlas provides orientation to a foreign country or city, the **Know-Man** Knowledge Atlas helps start-ups and small and medium-sized companies in exploring their business environment. For the project, the added-value of the atlas' methodology is its high adaptability to each region's specifics while still ensuring comparability of the results. All six regional Knowledge Atlases can be accessed on the project's website.

Berlin's Knowledge Atlas assists future entrepreneurs, innovative start-ups and SMEs in getting to know the right services and the right people. For an easy search the various services, events and projects are presented in the categories Business Promotion, Networking, Training & Education and Research Focus.

SERVICE CATEGORIES OF THE KNOWLEDGE ATLAS



Promotion of Business Development:

Services that cover general support for business founders and entrepreneurs



Networking:

Services and Events that foster the exchange of ideas and experiences



Training & Education:

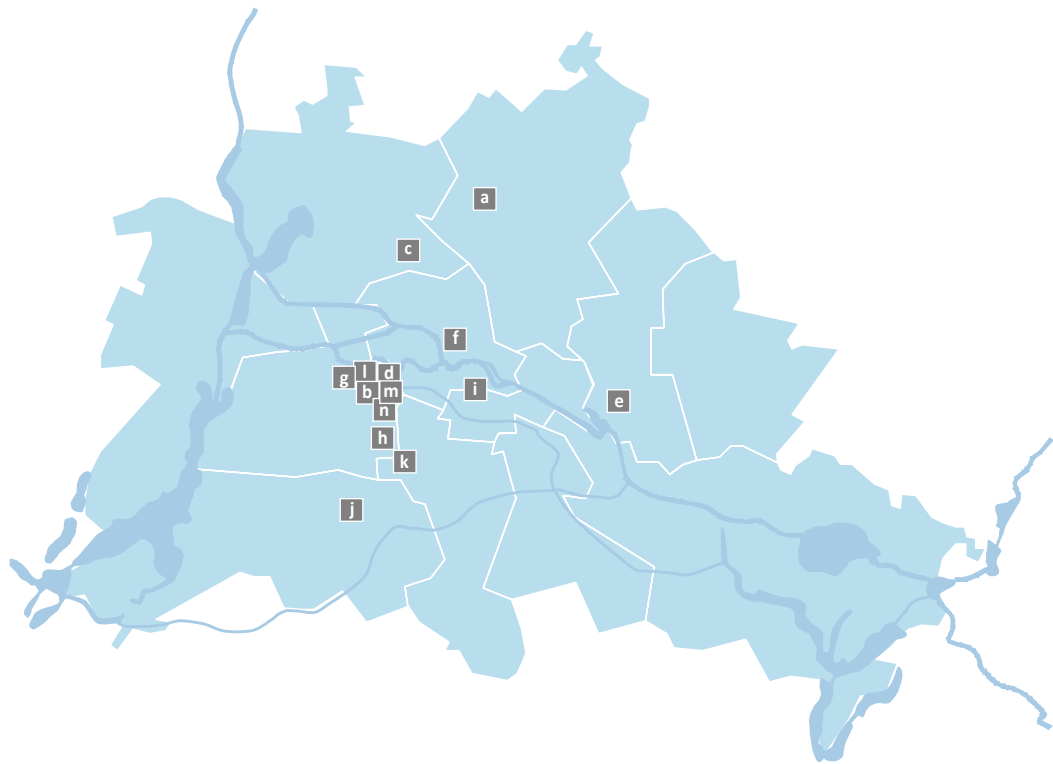
Services that enable training and further education on business or technology-oriented topics



Research Focus:

Technology-oriented focus of the presented organisation

BUSINESS AND TECHNOLOGY SUPPORT (selection)



- | | |
|---|--|
| a AiF Projekt GmbH | h Investitionsbank Berlin (IBB) |
| b Berlin Partner GmbH | i KfW Bankengruppe |
| c Beuth Hochschule für Technik
Berlin – TechnologieTransfer | j profund – die Gründungsförderung
der Freien Universität Berlin |
| d Enterprise Europe Network
Berlin-Brandenburg | k Senate Department for Economy,
Technology and Women's Issues |
| e Hochschule für Technik und Wirt-
schaft Berlin – Start-up / KONTAKT | l TSB Technologiestiftung Berlin |
| f Humboldt-Innovation GmbH | m TU Berlin Gründungsservice |
| g Industrie- und Handelskammer
Berlin (IHK) | n TUBS GmbH –
TU Berlin ScienceMarketing |

CUSTOM-MADE SUPPORT FOR FUTURE ENTREPRENEURS IN BERLIN

Berlin is one of Europe's most innovative and dynamic business and science locations. Situated in the heart of Europe, every year Berlin succeeds in attracting an impressive range of innovative, technology-oriented start-ups. The effectiveness of Berlin's business support is confirmed by the establishment of 40,000 companies in the year 2010, making Berlin the German federal state with the highest rate of company foundations.

Building on the renowned expertise of four universities, several universities of applied sciences and research institutes, Berlin's science sector has acquired an international reputation and, in the process, made Berlin the city with the highest density of scientists and academics in Germany – also laying the foundation for a flourishing culture of academic start-ups and small and medium-sized companies.

The organisations presented in this section are key players in Berlin's business support landscape and important contacts for everyone interested in setting up a company. Most of them are situated at the interface between science and business, helping interested students or researchers to identify the right support for the realisation of innovative business ideas.

Variety seems to be the key for successful business support. The presented services target different phases of starting-up a business - from the first idea to the projects and contracts. In the field of business promotion the initiatives and programmes presented provide orientation and reveal development options for future entrepreneurs.

Starting-up a business requires profound knowledge of administrative, legal and managerial frameworks. The training and education services offer future entrepreneurs the opportunity to gain this knowledge in targeted and focused workshops. Building reliable networks is crucial for start-ups. Especially for businesses in technology-oriented areas, close cooperation between industry and science plays a vital role. The presented organisations help in meeting the right people at the right time – whether during an expert conference or an informal get-together.



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Description:

As the project executing organisation of the Federal Ministry of Economics and Technology for the Funding Module “Cooperation Projects” of the “Central Innovation Programme SME (ZIM)” the AiF Projekt GmbH promotes collaboration between companies and research institutes in research and development (R&D). Furthermore, the AiF Projekt GmbH also offers project executing for other funding organisations and different services such as the placement of qualified personnel, event management and public relations in order to support innovation in small and medium-sized enterprises (SME).

AiF Projekt GmbH is a 100% owned subsidiary of AiF, the German Federation of Industrial Research Associations. The central objective of this registered non-profit association is the promotion of applied R&D for the benefit of SMEs.



“Central Innovation Programme SME (ZIM)”, Funding Module “Cooperation Projects”: This funding module supports collaborative projects between companies (KU), companies and public or private non-profit research organisations (KF) including interdisciplinary collaborative projects (VP) and collaborative projects with R&D contracts (KA).

The beneficiaries of the support are innovative SMEs.





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www.businesslocationcenter.de

Description:

Berlin Partner GmbH is the company for business development and location marketing of the state of Berlin. Berlin Partner assists foreign investors in the locating process and supports Berlin enterprises in questions regarding foreign trade, location support and expansion. Moreover, Berlin Partner provides help for companies in gaining financial support, as well as offering advice on real estate and personnel. Furthermore, it assists in establishing contacts to local business and political communities. As a public private partnership supported by about 200 private enterprises and scientific institutions, the Berlin Senate has permitted Berlin Partner to deal with capital and location marketing. Berlin Partner offers its customers tailor-made, individual service packages in accordance with the slogan: "We enable growth". The service packages include the Business Welcome, Business Financing, Business Locating and Business Recruiting Packages.



"Business Location Center" (BLC): The BLC provides investors with the most important and up-to-date economic information from one convenient source. Investors and entrepreneurs have quick and easy access to sector-specific data, property offers, geographic data, information on incentive programs and the labor market. It also offers a Real Estate Portal that allows prospective investors to tour available commercial properties via a 3D virtual city model. The BLC features the Berlin Solar Atlas, which provides information on whether a particular roof is suitable for the installation of solar panels and how much solar power they are capable of generating. Further Information: www.businesslocationcenter.de, www.berlin-partner.de

"Berlin Business Welcome Package": The Berlin Business Welcome Package offers the possibility to 'test' Berlin for three months for 2.400 EUR + VAT. This offer includes a fully-equipped office, a furnished apartment, public transport passes and basic consultancy regarding entry into the Berlin market.

"Berlin Business Financing Package": Berlin Partner GmbH offers customized business promotion concepts and provides assistance in finding suitable subsidies and financial solutions for business plans. Berlin Partner GmbH examines the various programs available to its customers and puts them in touch with funding and technology partners.

"Berlin Business Locating Package": Berlin Partner GmbH provides assistance in finding the most appropriate property for its clients from Berlin Partners real estate portal, in organizing location tours and in supporting clients all the way up to the conclusion of a leasing agreement or purchase contract. Further information: www.businesslocationcenter.de/realestate, www.3d-stadtmodell-berlin.de.

"Berlin Business Recruiting Package": Berlin Partner GmbH provides support in finding and hiring qualified personnel. The services range from advertising job vacancies through to organizing assessment centers and securing training subsidies.



"Berlin Partner Jour Fixe": Through presentations or podium discussions Berlin-Partners, cooperation partners and additional institutions have the opportunity to present their company, their projects and their activities. The end of the evening incorporates a get-together round. Participants include the leading representatives of the Berlin-Partner companies.

"Lunch Break": A pre-selected menu for a lunchtime gathering provides a key note presentation about the current projects of Berlin Partner GmbH. The setting is aimed at the executive and working level of Berlin-Partners.

Beuth Hochschule für Technik Berlin

TechnologieTransfer



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Description:

“TechnologieTransfer” is a service provided by the Beuth University of Applied Sciences Berlin, a scientific research institution with a focus on technology-oriented study programmes. The Technology Transfer department offers consultancy services and support in realising innovative research projects. Staff members of Beuth University, external researchers and co-operating small and medium-sized enterprises (SME) all benefit from the department’s consultancy services. These range from the provision of information on national and international funding opportunities, training services and technical support to the establishment of collaborative projects between researchers and industrial partners.



“Gründerwerkstatt”: The Gründerwerkstatt (“Start-up Factory”) of Beuth University, supported by the Berlin Senate Department for Economy, Technology and Women’s Issues and by the European Social Fund (ESF), is a business incubator. The Gründerwerkstatt offers space and equipment for creative and professional business start-ups. Graduates from all German universities as well as students nearing graduation have the opportunity to realise their innovative business idea with the aid of the business incubator. The grant awarded includes EUR 2,000 per month/team. Additionally, well-equipped offices, access to internet and media services, financial support for involvement in fairs and exhibitions, and support for technical developments such as the production of prototypes are part of the Gründerwerkstatt’s range of services. Awardees also benefit from workshops and tutorials, mentoring from professors of Beuth University and individual coaching as required.



“Forschungsassistenten”: Beuth University fosters continuous knowledge exchange with regional commercial enterprises. The support of technology transfer between the university and these companies form the foundations of the university’s project “Forschungsassistenten” (“Research Assistance”). This offers young researchers an 18-month period of employment in the laboratories of Beuth University. In co-operation with the participating company, research assistants develop or advance innovative technologies and services and, at the same time, qualify as future employees. “Forschungsassistenten” is supported by the European Social Fund (ESF).

“ExzellenzTandem”: The constant focus on practical relevance is one of Beuth University’s essential assets. The establishment of partnerships between innovative technology-oriented companies in the Berlin region (mainly SMEs) and students, alumni or postgraduates from the Beuth University is supported by the “ExzellenzTandem” project, funded by the ESF. The main concern of the project is the professional advancement of students and postgraduates as well as the strengthening of innovation potential within the partner companies. A “tandem” generally consists of a student and an employee of the co-operating company and is supervised by a professor who provides intensive mentoring. ExzellenzTandems may be established for outstanding students preparing a Bachelor or Master thesis, where the thesis content is agreed by the student, the mentoring professor and the co-operating company. Furthermore, postgraduates may benefit from the ExzellenzTandem project, as they are given the opportunity to receive an 8-month research grant.



Various workshops and coaching on demand complete Beuth University Technology Transfer department’s services.



Enterprise Europe Network Berlin-Brandenburg



The Partners of the Enterprise Europe Network Berlin-Brandenburg:

- Berlin Partner GmbH
- IHK Ostbrandenburg
- TSB Innovationsagentur Berlin GmbH
- ZukunftsAgentur Brandenburg GmbH

www.eu-service-bb.de

Description:

The Enterprise Europe Network Berlin-Brandenburg provides information and advice on internationalisation, innovative and research-oriented initiatives and programmes of the European Union to small and medium-sized enterprises (SMEs) in Germany's Capital region. Furthermore, it offers services in finding business, technology-oriented and research partners. In the Berlin-Brandenburg region, the network works as a signpost for businesses and enterprises in order to assist them in gaining an overview of European programmes and initiatives.



The Enterprise Europe Network Berlin-Brandenburg assists in all questions relating to do business in the European Union, especially with regard to the search of cooperation partners, the use of EU funding programmes and questions of the European single market. The network helps their clients to find the right way through the EU Single Market, in relation to their individual needs.



The Enterprise Europe Network Berlin-Brandenburg provides information on up-to-date European topics and the opportunities for partnering in Europe. Discussions on such topics are organised on a regular basis.



The Enterprise Europe Network Berlin-Brandenburg organises workshops, seminars and training courses on topics such as the management of international technology transfer and the opportunity for SMEs to participate successfully in EU-funded projects, especially the 7th Framework Programme. Participants acquire the skills necessary to write proposals as well to manage an EU-project.



International technology transfer is one of the main activities supported by the Enterprises Europe Network Berlin-Brandenburg. The Enterprise Europe Network finds the right technology or research partner in Europe and assists in managing the partnership based on technology and research topics. Opportunities to participate in research projects in Europe are offered to SMEs in Germany's capital region.

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www.eu-service-bb.de

Hochschule für Technik und Wirtschaft Berlin – Business Start-up



Hochschule für Technik
und Wirtschaft Berlin

University of Applied Sciences



start up

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www.htw-berlin.de/Service/Existenzgruendung.html

Description:

HTW Berlin, a Berlin-based university of applied sciences, offers a range of study programmes in five different departments spanning fields from engineering, computer science and economics, to culture and design. The department for start-up support and business promotion provides a variety of services mainly to students and employees of HTW Berlin.



Entrepreneur Centre: The HTW's Entrepreneur Centre offers excellent spatial and infrastructural conditions at its 2,000-sqm premises to HTW graduates and external parties. These can be hired at very reasonable rates. Consultation and other services, as well as the possibility for clients to gain support throughout their business start-up are offered.

Business Start-up Lab: The Business Start-up Lab at HTW is a qualified work and information centre with multimedia computers, access to online databases and an open stack library with literature resources specifically for new entrepreneurs. Advice on business plans and help creating them is offered here too. The Business Start-up Lab can be used free of charge by students and employees of the HTW.

Start-up Competence Centre: The HTW's Start-up Competence Centre builds a bridge between academia and independent entrepreneurial occupation. Those who have decided on starting up their own business during or after their studies are supported by the Start-up Competence Centre's services:

- Entrepreneurship Education
- Consultation and coaching on the start-up idea
- Support in putting together a business plan
- Use of the Business Start-up Lab
- Establishing contacts to institutions, public authorities and companies



The HTW organises regular network events such as the “Ladies only” get-together where potential business ideas and initial experiences are exchanged between female entrepreneurs. Contribution by an external speaker on issues such as financing or motivation is part of the event, too.



The “Start-up Competence Centre” offers seminars and workshops for students as well as for graduates who are developing a business idea. The seminars have different thematic forms e.g. business games and the basics of start-up. Furthermore, HTW offers a summer academy which is open to students and alumni of HTW.



Hochschule für Technik und Wirtschaft Berlin – Co-operation Centre for Applied Sciences – KONTAKT



Hochschule für Technik
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[http://www.htw-berlin.de/Die_HTW/referate/
Kooperationszentrum_WP.html](http://www.htw-berlin.de/Die_HTW/referate/Kooperationszentrum_WP.html)

Description:

The Co-operation Centre for Applied Sciences - KONTAKT - is HTW Berlin's central facility and service centre for research, project collaboration and innovation support. Their partners in Berlin, Germany and Europe include small and medium-sized enterprises, trade unions, administrative offices, associations, research and education institutions as well as other interested individuals. KONTAKT offers consultancy services for national and European funding programmes in the field of research, and development as well as technology transfer, and a wide range of practical services. These are mainly provided for professors and other research staff.



Knowledge and Technology Transfer: Where the university and the business world meet, Technology Transfer offers information on national funding, support for collaboration with industry, advice on patent issues, events and trade fair participation.

EU-Consult: HTW Berlin continuously uses a wide range of European funding programmes, realizing numerous projects in the field of regional development, knowledge transfer, capacity building, European research, and human resource development. EU-Consult regularly provides information related to EU funding opportunities for HTW research staff. Upon request, research can be conducted for specific needs. Applicants and project leaders receive support and assistance throughout the planning, application and coordination processes of EU projects.

Research Assistants: In cooperation with regional small and medium-sized enterprises, research assistants at HTW Berlin work on finding solutions to scientific challenges and realising objectives, with support from university professors.

Collaboration Projects: "Collaboration" can take many forms e.g. applied research projects, conferences, workshops and internships. The project supervisor is normally a professor. Research associates, engineers and students can participate in projects. The HTW Berlin offers skilled support throughout all phases of collaboration on topics such as contractual, financial and funding issues, human resources and specialist equipment and, if applicable, can facilitate coordination with other external partners involved in the project.

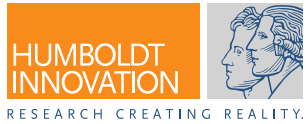


Publications: The results of HTW-based research projects are published regularly on the website of the HTW Berlin.

Research Catalog: Current research activities in specific research areas of the HTW Berlin, professors, projects, publications and lectures are presented in the research catalog (www.htw-berlin.de/Forschung/Forschungskatalog/index.html).



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Description:

Humboldt-Innovation aids and facilitates collaboration between science and business, realising contract research projects and implementing scientific services. It is a subsidiary company of the Humboldt-Universität zu Berlin. Its focus lies on spin-off promotion and the facilitation of collaboration between the university and the private sector. In addition it is responsible for the University's merchandising.



Research & Innovation: An increasing part of the University's research projects with third parties is channelled through Humboldt-Innovation. Humboldt-Innovation is both an internal and external service partner and has access to all resources of the University's eleven faculties. Humboldt-Innovation's clients and contract partners emanate from the business sector (multinationals and global players, SMEs, established spin-offs), the public sector, NGOs and non-university research bodies.

Funding: Humboldt-Innovation acts as an agent to help in the acquisition of different forms of funding for Spin-Offs and promising start-up teams. Depending on the stage of development, Humboldt-Innovation helps with applications for public funding and negotiates subsequent funding through close links to angel investors and venture capitalists.

"EXIST-Programme": Humboldt-Innovation is a partner of the EXIST-Programme, a federal start-up support programme, which is financed by the Federal Ministry of Economics and Technology. The aim of the EXIST programme is to foster spin-off and start-up creations in the environment of universities and research institutions. This should result in an increase

of technology-oriented and knowledge-intensive start-ups.
Further information: www.exist.de



University Network: With the aim of optimum support, Humboldt-Innovation has built up an internal university network comprising so-called Site Coordinators, Entrepreneurial Ambassadors and successful Entrepreneurs in Residence. Their task is to spread the entrepreneurial message in each faculty and they are the first point of contact for inventors, business founders and those wishing to become one of these.

As a result students, scientists and teachers interested in forming a spin-off company will find the appropriate contact in their faculty. Along with Humboldt-Innovation's Spin-Off Team, potential founders now have immediate access to both scientific and business expertise.



Teaching: Entrepreneurial education is a crucial factor in the formation of a productive "Gründergeist" at any university. Every person at the university should have the opportunity to become familiar with and benefit from entrepreneurial spirit. Humboldt University already offers such contact points. Humboldt-Innovation helps and supports the further integration of entrepreneurial education into the curriculum.

Coaching: The Spin-Off Team coaches and supports entrepreneurs in all phases of the start-up process. As a sparring partner we analyze and optimize business concepts, assist in the creation of business plans, help with grant applications, sort out patent and license topics enhance and build up the team and mediate both angel investor and VC funding. Start-ups coached by Humboldt-Innovation are incorporated into the broad network of experts and are given the opportunity to carry the Humboldt Seal of Quality.

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www.ihk-berlin.de

Description:

The Chamber of Commerce and Industry (IHK) supports Start-ups and SMEs by providing information on establishing a business and offering business promotion services. The IHK works in close collaboration with other Berlin-based institutions. Technology-related questions are either directly answered by the coordinators of the IHK or through contacts within the IHK's network such as the TSB or TCC.



StarterCenter: The StarterCenter offers initial consultancy and provides start-ups with information in all fields of business promotion. During the first stage of consultancy, the situation and needs particular to the start-up is outlined. Furthermore contacts to the specialist divisions of the IHK and external institutions are established.

Konzeptberatung: The so-called "Konzeptberatung" addresses those founders of businesses who have already developed a business plan. During a consultation, feedback is given with consideration to the general demands and requirements of banks. Special focus lies on content-related issues and the management skills of the business founder.

"Gründerpäckchen": This start-up package can be obtained for a fee of 10 Euro at the StarterCenter or online. It contains legal, financial and organizational information on forming a company.



Gründen-in-Berlin: Together with its partners, the Chamber of Crafts (HWK), the IBB, the Existenzgründer-Institut and the Senate Department for Economy, Technology and Women's Issues, the IHK offers an online platform for Start-ups which deals with the formation of enterprises in Berlin: www.gruenden-in-berlin.de.



The IHK offers training courses on business development with a special focus on accountancy and financial management.



Investitionsbank Berlin (IBB)



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Description:

Investitionsbank Berlin (IBB) is the subsidy bank of the Federal Land of Berlin. Its work is focused on providing subsidies for small and medium-sized enterprises in Berlin's fields of competence. The IBB offers monetary subsidy programs, financial consultancy and subsidy and loan processing based on commercial criteria.



“Förderfibel”: The Förderbibel is a brochure published by the IBB. It contains information on support programs especially for knowledge-intensive start up companies.

“Berlin Start”: Berlin Start provides low-interest loans for start-ups with a financial need of up to €100, 000 in conjunction with a guarantee of up to 80 percent of the loan by BBB Bürgschaftsbank zu Berlin-Brandenburg GmbH (BBB). Applications must be submitted via the applicant's bank.

“Innovationsassistent”: This program provides financial support for the hiring of an innovation assistant. These are recent university graduates who bring their “fresh” knowledge into the start up companies.

“Pro FIT”: Pro FIT is a support program to boost research, development, innovation intensity and collaboration between SMEs and research institutes. Grants, loans and investments are offered for single and combined projects in the stages of industrial research, experimental development as well as production development, market preparation and market introduction.

“Transfer Bonus”: TCC GmbH offers grants to support the transfer of technology and knowledge from scientific institutions to very small companies and SMEs in order to boost their innovative capacity. The transfer bonus subsidises

the use of services provided by scientific institutes in Berlin and Brandenburg to implement small projects in applied research and development.

“VC Fonds Technologie Berlin”: The IBB Beteiligungsgesellschaft mbH, which is a 100% subsidiary of the Investitionsbank Berlin, provides equity capital for innovative and technology-based companies in Berlin. The funds will be allocated primarily to fund the development and launch of innovative products, processes or services.



“Businessplan-Wettbewerb Berlin Brandenburg”: This business plan competition is a practice orientated, free of charge support program for developing sustainable business concepts. The competition takes place once a year and includes seminars, coaching, and feedback as well the competition to find the best business plan. Further information: www.b-p-w.de



“Technologie Coaching Center (TCC GmbH)”: Offers subsidised economic and commercial coaching for technology oriented young entrepreneurs, founders of a new business and already established businesses with regards to technical or management questions.
Further information: www.tcc-berlin.de.



Exterior View IBB © IBB

KfW Bankengruppe



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*3,9 Cent / Minute – Festnetz der Deutschen
Telekom, Mobilfunk maximal 42 Cent / Minute.

Description:

With its Mittelstandsbank business area, the KfW supports start-ups und SMEs by providing financial programmes. The area comprises the commercial priorities "start-up and general investments", "innovation" and "environment".



"KfW-Gründerkredit": The KfW Start-Up Loan supports business founders, self-employed professionals and small enterprises which have been active in the market for less than three years and require little start-up capital. The loan amount is a maximum of 100.000 Euro and the duration can be up to 10 years.

"KfW-Unternehmerkapital - ERP-Kapital für Gründung": The ERP capital for start-ups supports business founders, self-employed professionals and small enterprises with a loan amount of maximal 500.000 Euro.

"KfW-Unternehmerkredit": This loan supports the medium and long term financing of investments, as well as working capital.



"Businessplan-Wettbewerb Berlin Brandenburg": The KfW Bankengruppe is engaged in business promotion initiatives such as the Businessplan-Wettbewerb Berlin-Brandenburg.



KfW-Stand at Messe Export 21 @ KfW-Bildarchiv

profund – die Gründungsförderung der Freien Universität Berlin



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www.transfer.fu-berlin.de

Description:

Profund was founded in 2006 as the spin-off service of Freie Universität Berlin. Since then, it has been able to multiply the number of spin-off companies created by the university. Profund offers its services to scientists as well as students of Freie Universität Berlin for a period up to five years after leaving the university. As yet, profund has helped to create some 60 companies and start-ups, many of which have enjoyed great success. For three consecutive years (2007-2009) Freie Universität Berlin has been awarded the title of "Ideenschmiede Berlin" in the Businessplan Competition Berlin-Brandenburg.



"Technology scouts": Technology Scouts advise scientists about the commercial applications of their research. At later stages, an extensive network of external partners, mentors and experienced entrepreneurs assists start-up teams in the development of innovative products and services. On a continuous basis, new networks are established and existing ones are extended. Furthermore, profund evaluates the various existing funding schemes in terms of their sustainability and success rates.

By examining the individual needs of each potential entrepreneur, profund is able to connect them with suitable partners and to recommend the best funding schemes. Potential entrepreneurs, experts at Freie Universität Berlin and external partners are brought together by various activities and events. Such comprehensive support ensures the long-term success of the projects. Profund also offers advice and assistance in terms of industrial property rights.



"Business & Beer": Business and Beer is a regular informal meeting between potential business founders, successful entrepreneurs and academic partners. The objective of this meeting is to encourage networking and the discussion of business ideas and plans. Part of the get-together is the elevator pitch: potential founders present their business idea in three minutes and discuss it in the group afterwards. The meeting takes place at 6 pm on the last Wednesday of every month at the "Gründervilla" in Berlin-Dahlem.



Collaborating with various departments of the Freie Universität Berlin, profund offers lectures, seminars and events addressing the diverse aspects of entrepreneurship.

"Funpreneur Competition": The "Funpreneur competition" is widely known in Berlin: teams consisting of undergraduates are provided with five Euros of seed money in order to implement their business ideas within five weeks. To win the competition they have to prove themselves in commercial terms, i.e. develop, market and sell their products or services. The participants thus gain a taste of commercialising ideas under realistic conditions, with support provided by experts from the private sector. Furthermore, basic business training is provided in preparation for the competition.

Senate Department for Economy, Technology and Women's Issues



Martin-Luther-Strasse 105
10825 Berlin
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www.berlin.de/sen/wtf/

Description:

The Senate Department for Economy, Technology and Women's Issues closely cooperates with other business supporting institutions to guide structural change, to improve the environment for entrepreneurial thinking, to strengthen Berlin's innovation potential and to foster the export orientation of Berlin's companies. Among others, the Senate Department has supported the development and growth of fourteen business incubators and fourteen science and technology parks. For start-ups the Senate Department has established a joint contact point for administrative and formal questions on business foundations (www.ea.berlin.de).



The Senate Department for Economy, Technology and Women's Issues develops and controls programmes on business and technology support. The Investitionsbank Berlin (IBB) is entrusted with the implementation of these programmes:

"ProFIT": Financial resources are provided to companies and research institutes for project-oriented expenses such as human resources or investments. Funding can range from up to 100% for research institutes to 80% for companies.

"Innovationsassistent/-in": The programme supports projects that include the establishment of a working contract with a university graduate.

"TransferBONUS": The aim of TransferBONUS is to support the transfer of knowledge and technology from research institutes to SMEs, in order to increase their innovation potential. Please also see IBB and Technologie-stiftung Berlin.



"Gründen-in-Berlin": The Senate Department is involved in running the online platform on regional business promotions services (www.gruenden-in-berlin.de).

"Project Future": The communication, media, and creative industries cluster of Projekt Zukunft oversees one of the most successful fields of Berlin's economic policy. Numerous institutions, organisations and individuals from finance, politics, administration, science and culture have committed themselves to this Berlin state initiative.

Deutsche Gründer- und Unternehmertage (deGUT): Annual exhibition and networking event for start-ups and SMEs (www.degut.de).

"Berliner Unternehmerinnentag": This networking event is jointly organised by the Investitionsbank Berlin and the Berlin Senate. It informs female entrepreneurs of special offers and supports networking processes and forms of cooperation.

"Transfer Alliance": Transfer Alliance is an open platform aiming to improve cooperation between SMEs and scientific institutions by coordinating, initializing and organising actions. The project is implemented by the TSB Innovation Agency and financed by the Investitionsbank Berlin.



Technologie Coaching Center (TCC): TCC GmbH has over 50 experts providing consultancy and coaching to start-ups and SMEs. The TCC is a subsidiary of the IBB.

"Start:Chance": Offers professional coaching from the preparatory stage of a start-up until six months after the foundation of the company. The programme is run by the Zukunft im Zentrum GmbH.

"Businessplan-Wettbewerb Berlin Brandenburg": The Senate Department supports the business plan competition for Berlin-Brandenburg (www.b-p-w.de).



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Description:

The Technologiestiftung Berlin is a private foundation established with the aim of fostering research and further education in Berlin's innovative, technology-based centres of excellence. The TSB Innovationsagentur, a 100% subsidiary of the Technologiestiftung, is a highly skilled partner with regard to technology transfer, start-up consultancy, innovation management and network management.



“Wissens- und Technologietransfer” (WTT): WTT stands for ‘Knowledge Transfer and Technology Transfer’. The WTT project aims to support SMEs especially in the traditional sectors of manufacturing industry and its related services. It encourages collaboration with scientific institutions for example by initiating workshops. WTT effectively supports enterprises through the entire project, offers expertise and enables new funding possibilities.
www.tsb-wtt.de

“TransferBONUS”: The aim of TransferBONUS is to support the transfer of knowledge and technology from research institutions to SMEs, in order to increase their innovation potential. TransferBONUS subsidizes the utilization of services from scientific institutions based in Berlin and Brandenburg in the implementation of small applied research and development projects. A subsidised SME must be based in Berlin or at least have business premises there. The TSB Innovation Agentur GmbH acts as a partner of and consultant to the SMEs and searches for scientific institutions in line with their needs. In a quick procedure one can apply for this funding at the TCC GmbH in Berlin. www.transferbonus.de



“Transfer Alliance”: This Berlin-based alliance is a network for innovation and has the strategic objective of intensifying the knowledge and technology transfer between companies, universities and research institutions through encouraging closer collaboration. The action field Innovation is continuously revised and refined. In doing so, the Transfer Alliance is supported by co-operation with the industry associations of the following sectors: metal, electrics and the chemical industry, various interest groups, Universities and knowledge institutions, the TSB Innovationsagentur Berlin GmbH and the Senate Department of Berlin for Economy, Technology and Women's Issues and Education, Science and Research. The TSB Innovationsagentur is a central service point for knowledge and technology transfer. www.transfer-allianz.de

“Förderverein Technologiestiftung e.V.”: The Förderverein Technologiestiftung is an association that supports the transfer of knowledge and networking activities between research institutes and companies. The association organises regular networking evenings to facilitate networking activities between its members. Furthermore once a year it awards the “Transferpreis WissensWerte” for the outstanding innovation from the Berlin-Brandenburg region.



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www.begrundet-berlin.de

Description:

The TU Berlin Gründungsservice is a unit of the Technical University of Berlin (TU Berlin) and offers start-up services to students, employees and graduates of the university. The TU Berlin Gründungsservice is part of the “b!gründet”-network, an online platform where Berlin-based universities present their services on start-up support and business promotion.



Consultancy: The TU Berlin Gründungsservice offers assistance during all stages of the development of a business, including, amongst others, business plan preparation, know-how in applying for support programmes like “EXIST-Gründerstipendium” and “EXIST-Forschungstransfer”, accessing suitable funding programmes and the intermediation of cooperation and network partners.

Funding and subsidies: The TU Berlin Gründungsservice supports students, employees and graduates of the TU Berlin in accessing the EXIST programme. The aim of the EXIST-programme is to foster spin-off and start-up creations out of universities and research institutions. Consequently, the share of technology-oriented and knowledge-intensive start-ups should be increased. Further information: www.exist.de

Infrastructure: The TU Berlin Gründungsservice provides start-ups with fully-equipped offices, seminar rooms, technical infrastructure and a library.

Team building: The TU Gründungsservice assists young entrepreneurs in finding partners for the realization of their business plans.

“Founding ambassador and founding experts”: These are professors and employees of the Technical University of Berlin with know-how in business development and long-standing experience in scientific research and management. They support young entrepreneurs through the challenging and sometimes critical phases of the start-up process.



EXIST Campus Cup Humboldt University of Berlin/Technical University of Berlin: This business plan competition enables students of the participating universities to “train” the management of the company. After completing various challenges, a jury evaluates the participants. In addition, professional management training is provided.



The TU Berlin Gründungsservice provides students and employees of the Technical University with a variety of training and education opportunities. Those aimed at students are mainly integrated into the study programme – for up-to-date information please visit the website.

“Venture Campus”: Venture Campus is a joint initiative launched by various research departments of the Technical University of Berlin. Within this initiative, hands-on knowledge on setting up and managing companies is communicated. The participants form interdisciplinary teams in which they simulate the foundation of a company.

“Human Venture”: The project Human Venture offers training on key competences (e.g. time management, communication skills) as well as an analysis of peoples’ potential. Furthermore, speakers are invited to talk about their experiences in establishing businesses.

“Produktpropeller”: This workshop is open to scientific employees and doctoral students of the Technical Universities. It enables participants to take a market-oriented perspective on their scientific findings. Furthermore, through providing a creative atmosphere, new innovative ideas may be developed.

“Entrepreneurship Academy”: Once a year this one-week-long workshop is organised for up to 20 selected business founders. The programme is especially focused on technology-oriented start-ups.

TUBS GmbH – TU Berlin ScienceMarketing



ScienceMarketing

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Description:

TUBS GmbH is a subsidiary company of the Technical University of Berlin and aims to transfer research potential to the market. Further aims are to communicate scientific findings to different target groups, to support science abroad and to accompany science by means of suitable events.



Consultancy is provided for scientific institutes as well as research-oriented companies. These consulting services include, amongst others, the analysis of markets for new R&D projects.



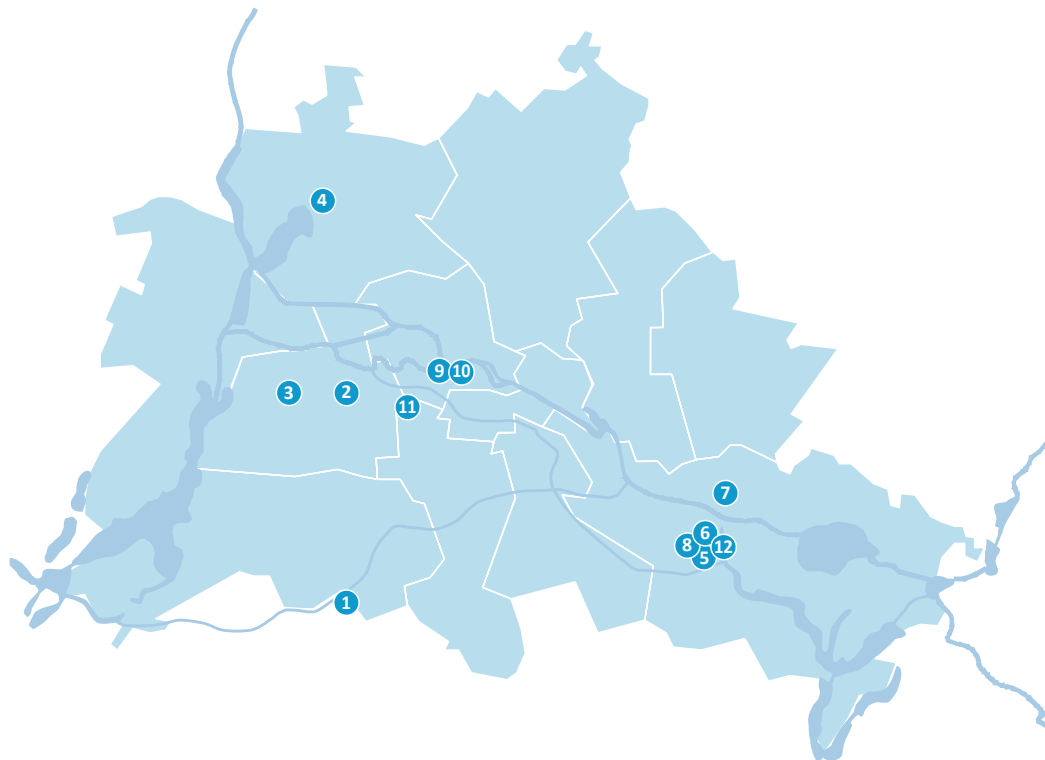
TUBS GmbH assists in promoting and successfully communicating research results. This includes support services in the area of research marketing and organisation of events.



TUBS GmbH offers career coaching e.g. seminars and workshops on leadership skills, public relations and project management. Furthermore the TUBS GmbH is closely involved in the “Master of Science Communications and Marketing” which is offered by the Technical University of Berlin. This course is focused on the effective communication of academic research.



OPTICAL TECHNOLOGIES, PHOTONICS AND MICROSYSTEMS TECHNOLOGIES (selection)



- | | |
|--|---|
| 1 Fraunhofer Research Institution Polymeric Materials and Composites PYCO | 7 OUT e.V. – Optotransmitter-Umweltschutz-Technologie e.V. |
| 2 Imaging Netzwerk Berlin (INB) | 8 PVcomB – Competence Centre Thin-Film- and Nanotechnology for Photovoltaics Berlin |
| 3 Laser Optics Berlin | 9 QOM e.V. – Qualitätsnetzwerk Optik & Medizintechnik |
| 4 Laserverbund Berlin-Brandenburg e.V. | 10 SPECTARIS |
| 5 Max-Born-Institute for Nonlinear Optics and Short Pulse Spectroscopy / Forschungsverbund Berlin e.V. (MBI) | 11 Technische Universität Berlin – Institute for Optics and Atomic Physics |
| 6 Optec-Berlin-Brandenburg (OpTecBB) e.V. | 12 ZEMI Center for Microsystems Technology Berlin |

TECHNOLOGY-FOCUSED SUPPORT AND NETWORKING

Germany's capital region is the home to many research institutes that are in the top of their respective leagues, globally speaking. Universities and a variety of research institutes work in the field of photonics and microsystems technology providing input for the local companies – also leading to a blooming start-up and spin-off culture in this technology field.

The German Capital Region Berlin-Brandenburg hosts about 400 companies from photonics and microsystems technology, with over 80% being small and medium-sized companies. The success of internationally renowned companies coming from Berlin's technological landscape is impressive. Most of them profited from the close cooperation between scientists on the one hand and business on the other, generating several joint projects. Berlin's Science and Technology Parks strengthen this development by providing a supportive infrastructure and enabling a close proximity of the respective actors from science and business.

Optical Technologies have a significant economic impact on the metropolitan region of Berlin-Brandenburg. Companies of that branch are drivers for advancements in important future technologies. To continue this successful path, Berlin provides a strong supportive environment for entrepreneurs. Highly professionalised business-science networks have established in the field as well as international platforms such as Laser Optics, the congress and trade show for photonics. By providing training or meetings and get-togethers, the organisations and institutes presented in this chapter have a strong share in supporting young entrepreneurs in the establishment of a successful and sustainable business in Berlin.

To complete this chapter shedding light on Berlin's very active cooperation and networking culture, two success stories of innovative companies operating in Optical Technologies are presented.

Fraunhofer Research Institution Polymeric Materials and Composites PYCO



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Description:

The Fraunhofer Research Institution Polymeric Materials and Composites PYCO develops highly cross-linked polymers (thermosets) for all applications with particular reference to aviation, information technology and scientific instruments.



Application Labs: PYCO provides a range of application labs which are of special interest to SMEs and Start-ups
Flyer and Publications: www.pyco.fraunhofer.de/Publikationen/Flyer/index.jsp



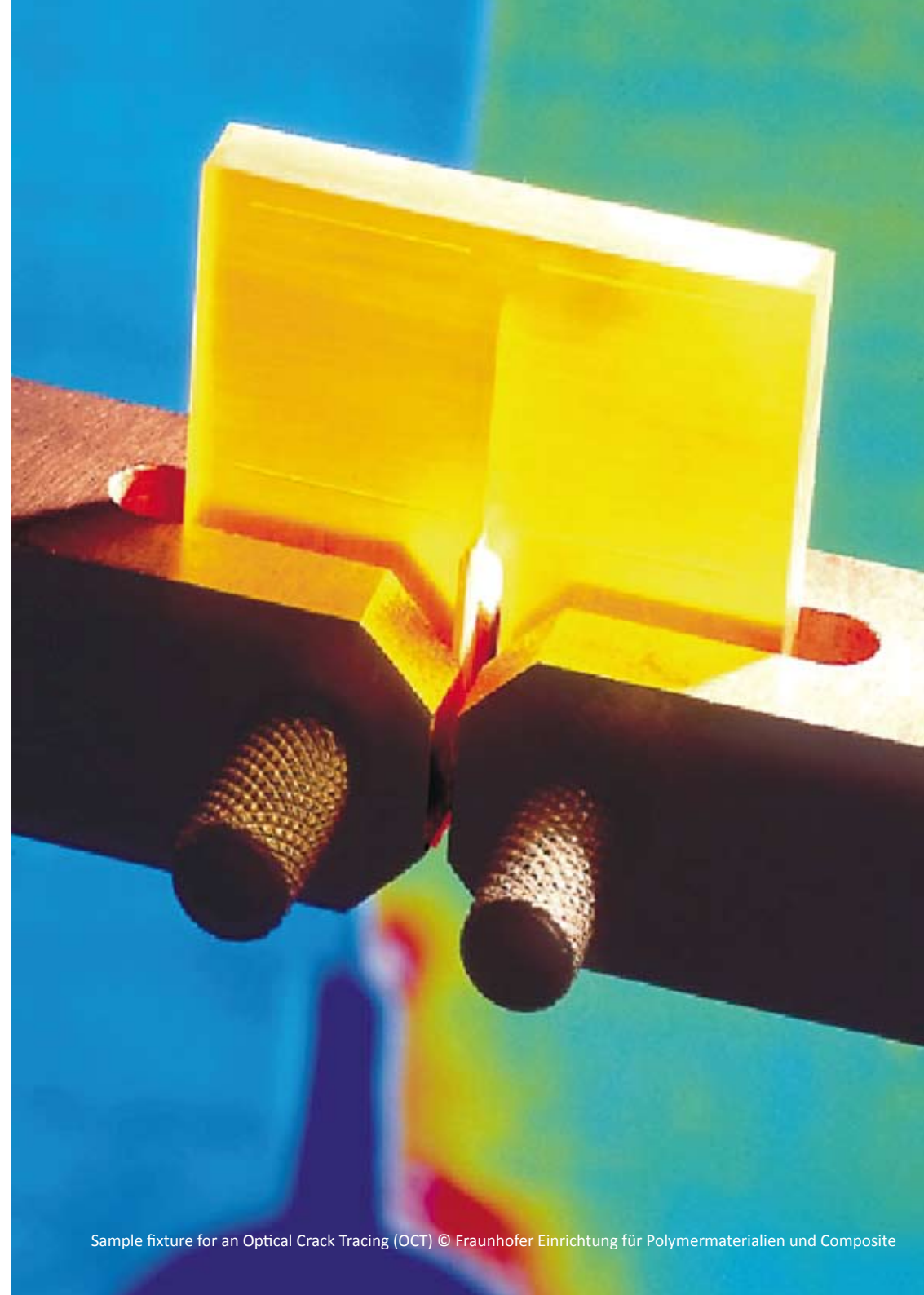
Participation at conferences and exhibitions such as:
InnoTrans, Aircraft Interiors Expo, ILA - Berlin Air Show, JEC Composites Show
Organization of the biennial conference Thermosets – From Monomers to Components (next: 21st-23rd September 2011, Berlin)



Fraunhofer PYCO supports the Chair of Polymeric Materials at the Brandenburg University of Technology in Cottbus.



Current focus on: lightweight composites and micro- as well as optoelectronics.



Sample fixture for an Optical Crack Tracing (OCT) © Fraunhofer Einrichtung für Polymermaterialien und Composite

Imaging Netzwerk Berlin (INB)



Dr. Stefanie Gießen (Coordinator)

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www.imaging-netzwerk-berlin.de

Description:

The Imaging Network Berlin (INB) is coordinated by the medical technology initiative of the Technology Foundation Berlin (TSB). INB aims to support the consolidation and coordination of widespread regional activities concerning Molecular Imaging and to fill potential gaps in the value-added process.



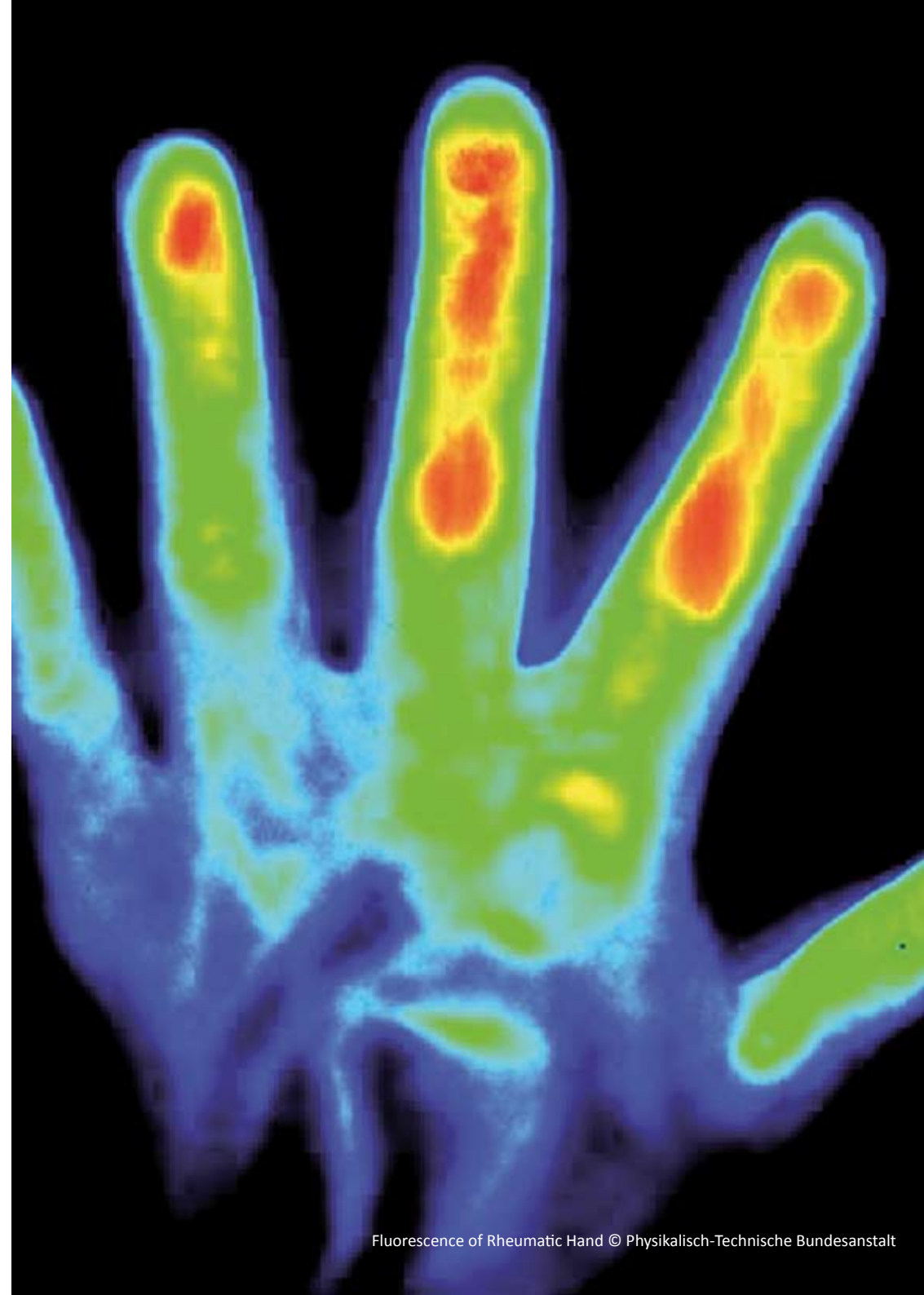
The INB offers newsletters, studies, reports, seminars and conferences.



INB brings together scientific institutes such as the Charité, pharmaceutical companies, clinical facilities, medical equipment suppliers and SMEs from Berlin.



Molecular Imaging with a focus on core medical areas such as cardiovascular medicine, oncology, neurology and gastro-intestinal diseases.



Fluorescence of Rheumatic Hand © Physikalisch-Technische Bundesanstalt

**Kerstin Kube-Erkens**

Senior Project Manager

Venue: Berlin Exhibition Grounds

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Description:

Laser Optics Berlin will continue its threefold approach in 2012, based on the International Convention, Exhibition and Technical Forums. With its scientific and user-oriented papers the International Congress forms the heart of activities. The Cooperation with the Optical Society of America will provide participants with a programme featuring contributions by internationally renowned experts. The subject matter of the Exhibition ranges from basic technology, applied laser systems and scientific innovations to the presentation of international projects and the very latest joint ventures. Among the applications covered by Laser Optics Berlin 2012 are optical measuring and testing systems, analysis, the processing of high-performance materials, optical communication technology, optical technologies for medicine and biotechnology, optical technologies for the semiconductor industry, lighting engineering, sensor technology, security and, introducing another major topic, microsystems technology.

New Technical Forum:

microsys berlin, Micro-Optics and Micro-Optical Systems



International Congress, Exhibition, Students Day, microsys berlin



Company presentations with booths, matchmaking activities, business breakfast, exhibitor evening, recruiting area



“Students’ Day” provides the opportunity for developing contacts with experts and a comprehensive information programme in the form of: lectures, panel discussions, job counselling, recruitment area and an academic competition in the form of a poster session.

“Peoples’ Day” provides the opportunity to meet experts and acquire comprehensive information about further education programmes and study paths.





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Description:

The Laserverbund Berlin-Brandenburg e.V., an association of more than 110 laser experts from industry and science, boosts the dissemination of laser technology especially in the region of Berlin and Brandenburg. Accordingly it supports the collaboration between companies and research institutes in the fields of laser development and application.



The Laserverbund initiates workshops and provides news on topics which are related to laser technology.

As the editor of the LASERBRIEF it promotes the image and capabilities of Berlin and Brandenburg by providing information on current developments in industry and science.

Through participation at Laser Optics Berlin, which is one of the leading congress' for optical technologies in Europe, the association makes its expertise available to an ever growing number of visitors.



The user forum of the association "Laser material processing" enhances the exchange of experiences and facilitates contacts to solution makers. Additionally, the "Laserstammtisch" (the regular meeting of laser companies) is a communication platform of the Laserverbund with frequent meetings that offer the opportunity to initiate collaboration and joint projects in the field of laser technology and optical technologies. Attendees are entrepreneurs, scientists, politicians and users.



The members of the Laserverbund and the association itself conduct seminars, workshops, user meetings, training and further education throughout the year.



The research focus of the members is the field of laser technology.



Max-Born-Institute for Nonlinear Optics and Short Pulse Spectroscopy / Forschungsverbund Berlin e.V. (MBI)



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www.mbi-berlin.de

Description:

The MBI conducts essential research in the field of nonlinear optics and the ultrafast dynamics of the interaction of light with matter and develops applications that emerge from this research. MBI is a member of Forschungsverbund Berlin e.V. (FVB) and the Leibniz Association (WGL).



The MBI collaborates nationally and internationally with universities, research institutes and enterprises, including regional SMEs. It manages the “Berlin Laboratory on innovative X-ray Technologies” (BLiX) as a Leibniz Application Laboratory, together with the TU Berlin



MBI is a partner in numerous national and international research networks and a founding partner of OpTecBB. It co-ordinates the European network of large scale laser research infrastructures, LASERLAB-EUROPE.



MBI maintains cooperation treaties with all three Berlin universities, resulting in joint professor appointments, joint research and education activities, academic teaching and graduate student education.



MBI's research focuses on

- new sources for ultra-short and ultra-intense light pulses and measuring techniques for ultra-fast processes in a broad spectral range from the mid-infrared to the x-ray region
- ultra-fast and non-linear phenomena with special emphasis on atoms, molecules, clusters and plasmas and on surfaces and solid state.



Science and Technology Park Berlin Adlershof © WISTA MANAGEMENT GMBH

Optec-Berlin-Brandenburg (OpTecBB) e.V.



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CEO

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Description:

Optec-Berlin-Brandenburg (OpTecBB) is an initiative of companies, universities and scientific institutes to strengthen the economy of the Berlin-Brandenburg region. It facilitates joint activities focused on optical technologies.



Communication and Dissemination: OpTecBB offers a range of information platforms to share information such as cluster meetings, workshops and annual reception meetings. In addition a newsletter is circulated.

“Branchentransferstelle Optik”: The transfer office is oriented towards SMEs and provides services to support the knowledge and technology transfer between science and industry. The services range from consultation, mediation of experts, initiation of collaboration and projects to training and further education.

“Trade fair support for SMEs”: logistical and planning support for members to participate in fairs



OpTecBB develops seminars and road maps for a variety of sectors and arranges cluster meetings. These events enable the exchange of experiences and information between members. Furthermore, participation at ‘joint booths’ with other members is encouraged. The objective is to boost the knowledge transfer between science and business.

“Job market”: An overview of job vacancies on offer from members and partners is provided on the website.

“GRW-Netzwerk OpTecBB”: The competence network for optical technologies brings actors together and supports collaboration. OpTecBB has also established links with various international networks. These activities are partly funded by the Senate of Berlin.



“International Photonics Summer School”

“Bildungsatlas” with extent of available studies in Berlin and Brandenburg
www.optecbb.de/Bildungsatlas



Examples of joint research fields:

- Laser Technology
- Innovative Ophthalmology
- Lighting
- Bio-medical Optics
- Optical Measurement
- Photonics for Communication Technology



OUT e.V. Optotransmitter-Umweltschutz-Technologie e.V.



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Description:

OUT e.V. (OptoTransmitter Umweltschutz Technologie e.V.) is a public association of industrial research organisations in the field of optotransmitter and environmental technology. Since 1991 OUT e.V. has promoted science, research and collaboration between small and medium-sized enterprises.



Services provided for contract research and development for small and medium-sized enterprises, granting of licences, research and analysis services, consultancy and project management for R&D projects.



OUT e.V. is member of the following associations and networks:

- Verband innovativer Unternehmen e.V. (VIU)
- Gesellschaft zur Förderung angewandter Informatik e.V. (GFal)
- Institut für Angewandte Photonik (IAP e.V.)
- German European Security Association e.V. (GESA)
- International Tunnelling Association (ITA COSUF)
- Optische Technologien Berlin / Brandenburg e.V. (OpTecBB)
- Innovationsnetzwerk "Intelligente Messsysteme"
- ne-sis – the network – systems for integrated safety monitoring (NEMO-network)
- SeSamBB – Security and Safety made in Berlin-Brandenburg (SeSamBB)
- Tunnel Security (TuSec)



Supervision of graduate students Master- and Bachelor theses and students during their traineeship



OUT e.V. supports and carries out industrial as well as applied research and development. Professional skills are focused on optoelectronic, coating technologies, semiconductor and optical measurements, sensors, biotechnology and environmental protection and micro system technologies. OUT e.V. disposes two research laboratories with high quality technology in the field of measurement and simulation software.



LED Spots © OUT e.V.

PVcomB – Competence Centre Thin-Film- and Nanotechnology for Photovoltaics Berlin



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www.pvcomb.de

Description:

PVcomB's main goal is to support the worldwide growth of thin-film photovoltaic technologies by providing top-level technology transfer. In a baseline process, two dedicated research-lines produce thin-film PV modules with an area of 30 x 30 cm² (silicon and CIGSe). This intermediate module size is well suited to address questions arising in industrial production. Technology transfer is achieved in co-operative R&D projects with industry, as well as in education and training programs delivering highly skilled thin-film PV professionals. PVcomB was initiated by Helmholtz-Zentrum Berlin und TU Berlin.



PVcomB combines R&D with high-level education and hands-on training: through co-operative R&D projects with industry all aspects of the production of thin-film modules are addressed. Additionally, PVcomB provides consultancy and a wide range of analytical services, working closely together with partners from research and industry.



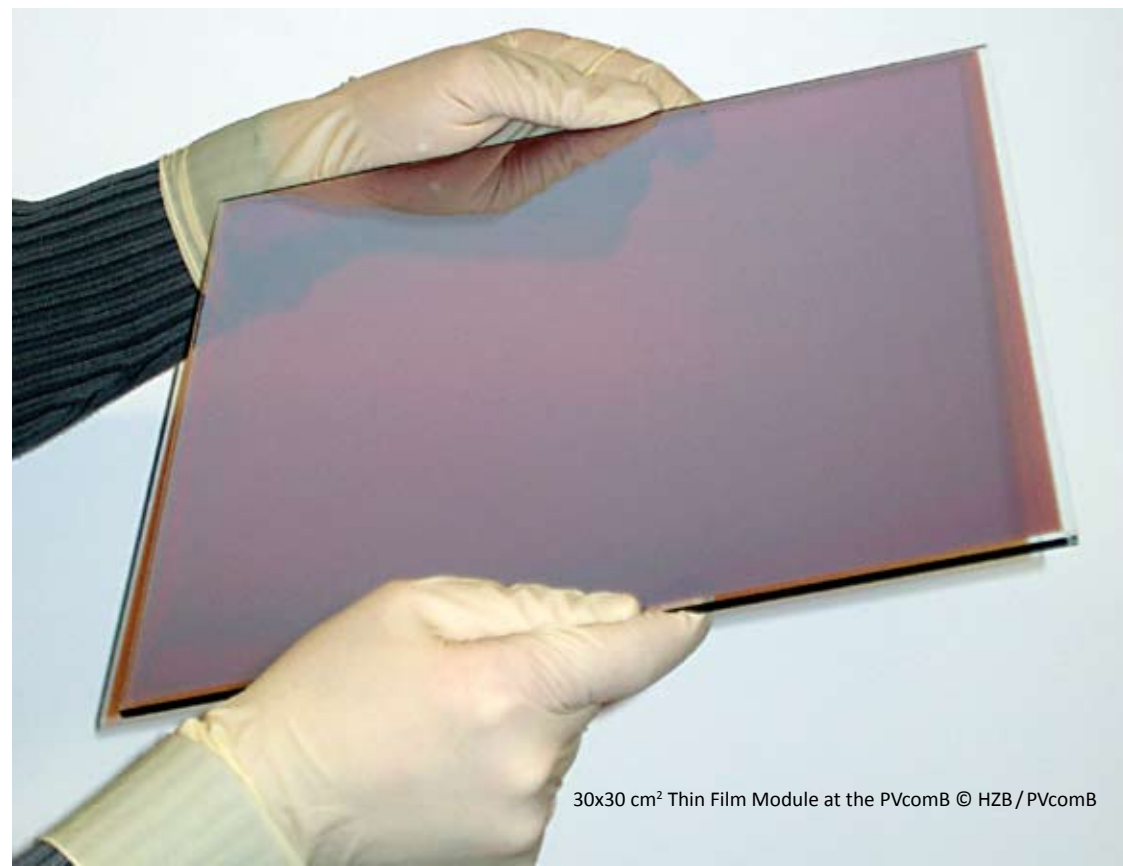
One of PVcomB's objectives is to promote and develop Berlin as a cluster for photovoltaics. Together with various partners, PVcomB provides a network for academic research as well as companies. Partners are HTW Berlin, TU Berlin, Berlin Solar Network, WISTA, Solarregion Berlin Brandenburg and many more.



PVcomB's work centres on the exceptional theoretical research carried out at the Helmholtz-Zentrum Berlin. Together with TU Berlin, HTW Berlin and other universities in the region PVcomB offers a range of educational possibilities and training programs. PVcomB helps in providing industry with highly skilled thin-film photovoltaic professionals.



Research focuses on silicon and CIGSe thin-film photovoltaics. A truly unique feature of PVcomB's research-lines is that both thin-film silicon as well as CIGSe based modules will be studied within a single research centre. This convenient arrangement offers the potential to discover significant synergies in many topics common to all thin-film based technologies.



30x30 cm² Thin Film Module at the PVcomB © HZB / PVcomB

QOM e.V. – Qualitätsnetzwerk Optik & Medizintechnik



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Description:

QOM e.V. is a network of manufacturers in the fields of optical and medical services. It is committed to ensuring the quality management of products. It offers a wide range of consulting services in the field of regulatory requirements in Europe and other countries (e.g. MDD, RoHS, REACH, WEEE, FDA, FCC, CPSIA) as well as quality inspection and assurance services.



The Quality Network QOM e.V. supports companies in the implementation and maintenance of quality management system and all other measures to comply with European legislation concerning optical and medical products. We also provide a tailor-made package of inspection services for products manufactured in Asia and intended for the European market.



Cooperation with European partners in the field of standardization and harmonization of European regulatory requirements.



One- or two-day training sessions in cooperation with Spectaris e.V. for regulatory and legislation issues





Birgit Ladwig

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Description:

SPECTARIS is the German industry association for the high-tech medium-sized business sector. The organization pools the interests of its 400 member companies, which cover four different sector-specific associations: Photonics and Precision Technology, Medical Technology, Analytical and Laboratory Equipment, and Consumer Optics.

Through its political activities, public relations and industry marketing, the association gives its members a voice, formulates new responsibilities and opens up new markets. This ensures the international competitiveness of German industry in these sectors and thus safeguards locations and jobs.



SPECTARIS focus on four core competences:

Lobbying | Industry Marketing: SPECTARIS specifically promotes the industry interests through four communication channels and constitutes an active juncture between politics, economics, science and the media.

Market Research | Statistics: SPECTARIS lays tangible foundations for entrepreneurial decisions through its national, European and global market reviews and industry data, thus creating substantial economic advantages.

Technology Consultation | Research Promotion: SPECTARIS' technological guidance guarantees access to monetary support programs for its members.

International Marketing | Promotion of Exports:

SPECTARIS offers guidance on the global market and supports its members in securing international contacts. This is done through market reports, specified workshops on export related issues and the organisation of joint booths "made in Germany".



The basis of our work for the Photonics industry are biannual member meetings to discuss recent economic developments and new trends. They serve as a platform for the exchange between the participants. Above that, SPECTARIS invites yearly to its new-year-reception where industry meets science and policy.



Learning from experts and learning from each other: In biannual workshops the respective experts of the companies learn and discuss about the following topics: Marketing, Service, Logistics, Human Ressource, Regulatory Affairs and Export Control Regulation.



The SPECTARIS-related research association F.O.M. (Feinmechanik, Optik und Medizintechnik) initiates research projects with funds of the German Ministry of Economy and Technology. Above that, SPECTARIS supports the federal research programme of Photonics (www.forschung-fom.de).



LIGHTALLIANCE

KARRIERE IN DER PHOTONIK

Career Campaign "LightAlliance" © SPECTARIS

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Description:

The Institute for Optics and Atomic Physics combines robust physical measuring methods and implementation under one roof. Nonlinear optics, laser physics, optical technologies, spectroscopy, electron microscopy, x-ray spectroscopy, etc. Research group: analytical x-ray physics



Novel approaches for non-destructive analytics with X-rays.



Berlin Laboratory for Innovative X-ray technologies (BLiX): dedicated transfer lab for X-ray technologies within the knowledge triangle of research, innovation and education.

It is jointly operated by TU Berlin and the Max-Born-Institute (MBI).

www.blix.tu-berlin.de



X-ray physics, analytical methods, X-ray fluorescence and its applications.



Analytical X-ray Physics, methodological development, applications in material science, cultural heritage and biomedicine.



ZEMI Center for Microsystems Technology Berlin



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Description:

The Center for Microsystems Technology Berlin (ZEMI) is an association of research institutes which focuses on the regional research and development potential in microsystems technology.

The ZEMI partners are:

- German Federal Institute for Materials and Testing (BAM),
- Ferdinand-Braun-Institut, Leibniz-Institut für Hochstfrequenztechnik (FBH),
- Fraunhofer Institute for Production Systems and Design Technology (IPK),
- Fraunhofer Institute for Reliability and Microintegration (IZM),
- Helmholtz-Zentrum Berlin für Materialien und Energie GmbH
- TU Berlin



Participate at Microsystems Summer School Berlin, microsys, Laser Optics Berlin



As a one-stop agency, ZEMI is the central contact for industry cooperation and supports small and medium-sized companies, in particular, via technology transfer.



In addition to knowledgeable and extensive project management, ZEMI also provides requirement-oriented educational programmes and training, advice for industry partners and support for companies with regard to ongoing and further training.

ZEMI also coordinates several networks in the field of education and in application fields of microsystems technology. ANH Berlin, for example, offers a broad practice-oriented spectrum of services for vocational training. The key services of this network are consultancy services concerning suitable professions, support in finding applicants for vocational training, administrative support and additional training courses for companies who plan to start vocational training themselves (and thus might need support in administration, know-how and organisation).

With the Microsystems Summer School in Berlin, the ZEMI partners present their regional competencies in microsystems technology nationally, through offering academic training opportunities. Employees of companies, graduates and PhD students of natural and engineering sciences get an overview of trends in microsystems technology research.



Microsystems technology

The competencies of ZEMI cover the entire scope of the value-added chain – from the design and development of production processes, the production of prototypes and the realisation of small series up to the testing of the microsystems.



Microsystems Summer School Berlin © ZEMI

As one of the leading European OEM suppliers of optical key components and systems, BERLINER GLAS GROUP offers technically advanced optical solutions supporting manufacturers of devices that utilize the broad spectrum of light. With our understanding of optical systems and production techniques, we develop and integrate optics, mechanics and electronics into innovative systems.

Our focus markets are space, geosystems, metrology, laser, medical, defense and semiconductor technologies. With a high flexibility in regards to these technologies, our results are always developed in close cooperation with our customers and lead to serial production using leading edge material and manufacturing technology.

Berliner Glas Group consists of companies which have been developing and producing optical solutions for decades. As an owner-managed company with around 1000 employees, we provide tailor-made, market driven solutions of the highest quality.

The complete spectrum encompasses:

Engineering

System engineering | Optical and mechanical design | Coating design | Customer-specific metrology

Key Components

Spherical lenses | Aspherical lenses | Cylindrical lenses | Plano optics | Prism systems | Microstructuring | Coating: coating design, spectral range: VUV, DUV, UV, VIS, NIR, IR | Anti-reflex coatings | Filter | Mirror | Beam splitter/combiner | ITO coating | Holographic gratings

Assemblies & Systems

Optical assemblies and systems (cemented beam splitter, prism systems, doublets, triplets, step-systems) | Optomechanical assemblies and systems | Electro-optical systems | Lens systems | Objectives, zoom systems | Measuring systems | Cameras | Laser systems | Light sources | Lighting systems

Individual measurement capabilities are offered.

Quality and protection of the environment are certified to DIN ISO 9001 and DIN ISO 14001.



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In Adlershof the policies of strategic partnerships culminate in successful spinoffs in many fields of microsystem technologies.

Dr Jürgen Sebastian, Managing Director of JENOPTIK Diode Lab GmbH of Berlin Adlershof, confessed that his company's decision to move here was not only swayed by the location's close relations with the Ferdinand-Braun-Institut: "We developed our demonstration model together with the Ferdinand Braun Institute for High Frequency Engineering. The next obvious step for its commercialisation was to set up production facilities next to this research institute."

The company was set up in 2002 as a subsidiary of JENOPTIK AG and since then has been developing, manufacturing and marketing high performance diode lasers. With their high efficiencies they serve above all as a source of excitation for solid state lasers and as direct laser sources for machining and medical technologies. And Dr Sebastian is convinced: The environment is ideal for the production of these lasers.

Company Profile

JENOPTIK Diode Lab GmbH

JENOPTIK Diode Lab GmbH specializes in the production of customer specific epitaxial layer structures as well as the development and production of laser bars and single emitters, which are used for the development and manufacture of high power diode lasers.

The company's products stand for high laser power, high efficiency and reliability as well as excellent beam characteristics:

- Epitaxial layer structures on 2", 3" and 4" wafers
- Laser bars and single emitters
- Standard wavelengths of 808-980 nm

JENOPTIK Diode Lab GmbH was established in 2002 as a spin-off from the Ferdinand-Braun-Institut, Leibniz Institut für Höchstfrequenztechnik Berlin (FBH), and is a company within the Lasers & Material Processing division of Jenoptik. The foundation is the result of many years of successful cooperation between the FBH and Jenoptik in the field of research on high-power laser diodes.

Through the acquisition and integration of the Berlin company Three-Five Epitaxial Services Aktiengesellschaft (TESAG) into JENOPTIK Diode Lab GmbH in 2009, the company extended its sphere of competence to epitaxy wafer production. Thus, Jenoptik is one of the few globally operating, full-range suppliers of laser material processing – from component through to complete system.

The team consists of senior experts in industrial manufacturing and former employees of the FBH and TESAG, who can draw on 25 years of experience in the field of laser diodes, 15 years of experience in producing laser bars and much experience of the epitaxial layer structuring of wafers.

The company employs a staff of 36 people and is located in the science center Berlin-Adlershof in the immediate vicinity of its technology partner FBH.

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