



The international ZIM cooperation network FOreslght

ZENIT GmbH

Linda Claßen

04.04.2019, European Innovators Lounge

Agenda

- ZENIT GmbH
- FOresight-Network
- Cooperation between the international network management institutions
- Creation of R&D projects
- What are the key learnings and pitfalls?

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What is ZENIT?

Centre for Innovation and Technology in North Rhine-Westphalia GmbH

Mandate

Promotion of innovation and technology,
especially for SMEs in North Rhine-
Westphalia (NRW)

Management

Dr. Herbert Rath
(CEO)

Dr. Karsten Lemke, Bernd Meyer
(Authorized officers)

Facts and Figures

4,6 Mio. € turnover (2017)

Non-profit, project business

Clients from NRW, the federal government
and the EU,
Founded 1984

Team

54 Employees

Interdisciplinary Teams



Areas of consulting

Focal points and competencies

Europe

EU information
Internationalization consulting
Search for cooperation partners

ZIM Cooperation Networks

Management of ZIM cooperation networks
Marketing/ Market reports



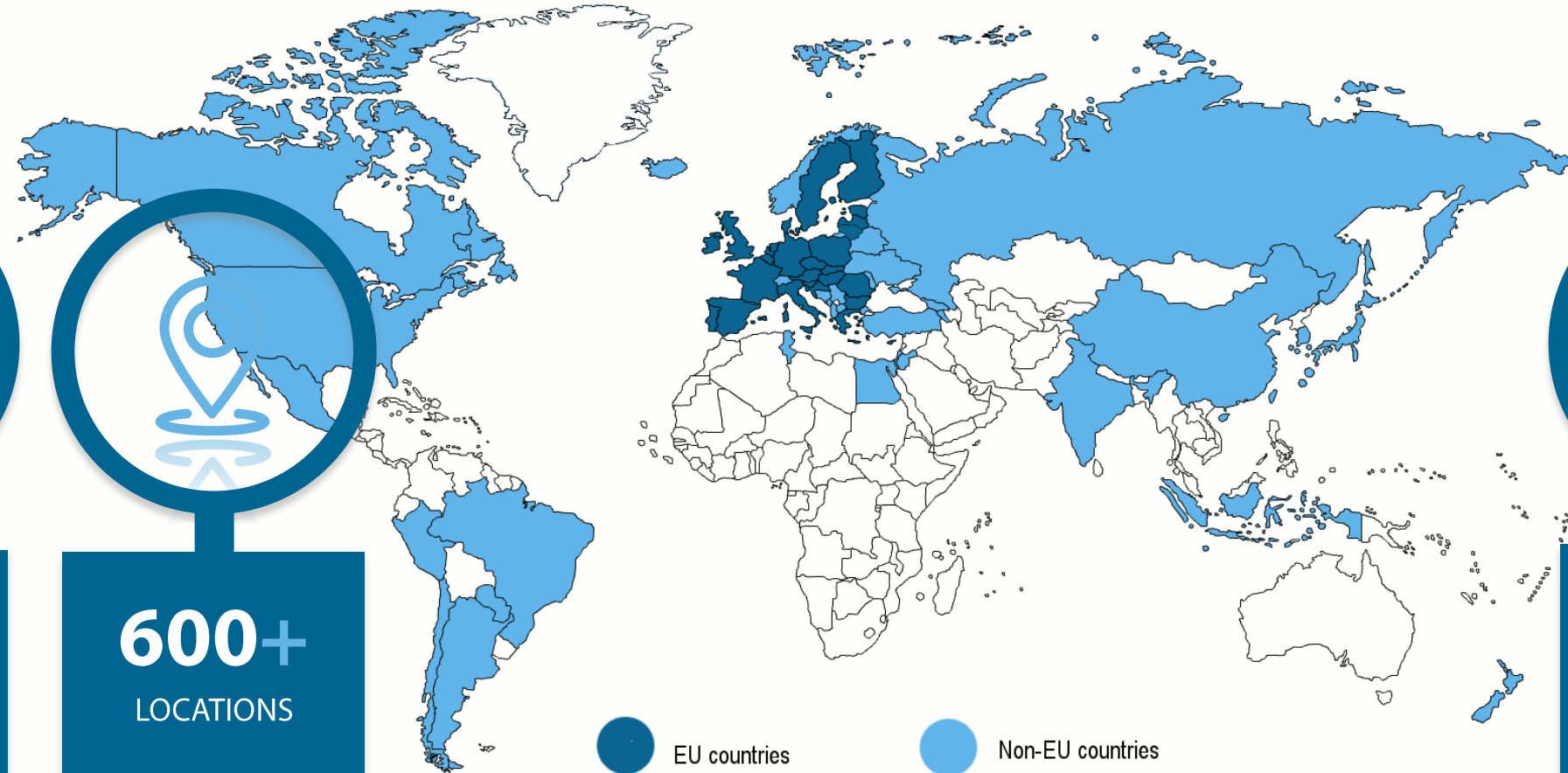
Public Funding

Funding information
Evaluation of project ideas
Program selection
Application support
R&D projects

Innovation Management

International technology transfer,
Innovation management,
Technology research,
and expert reports

ZENIT is part of the Enterprise Europe Network (EEN)



3000
LOCAL EXPERTS



600+
LOCATIONS

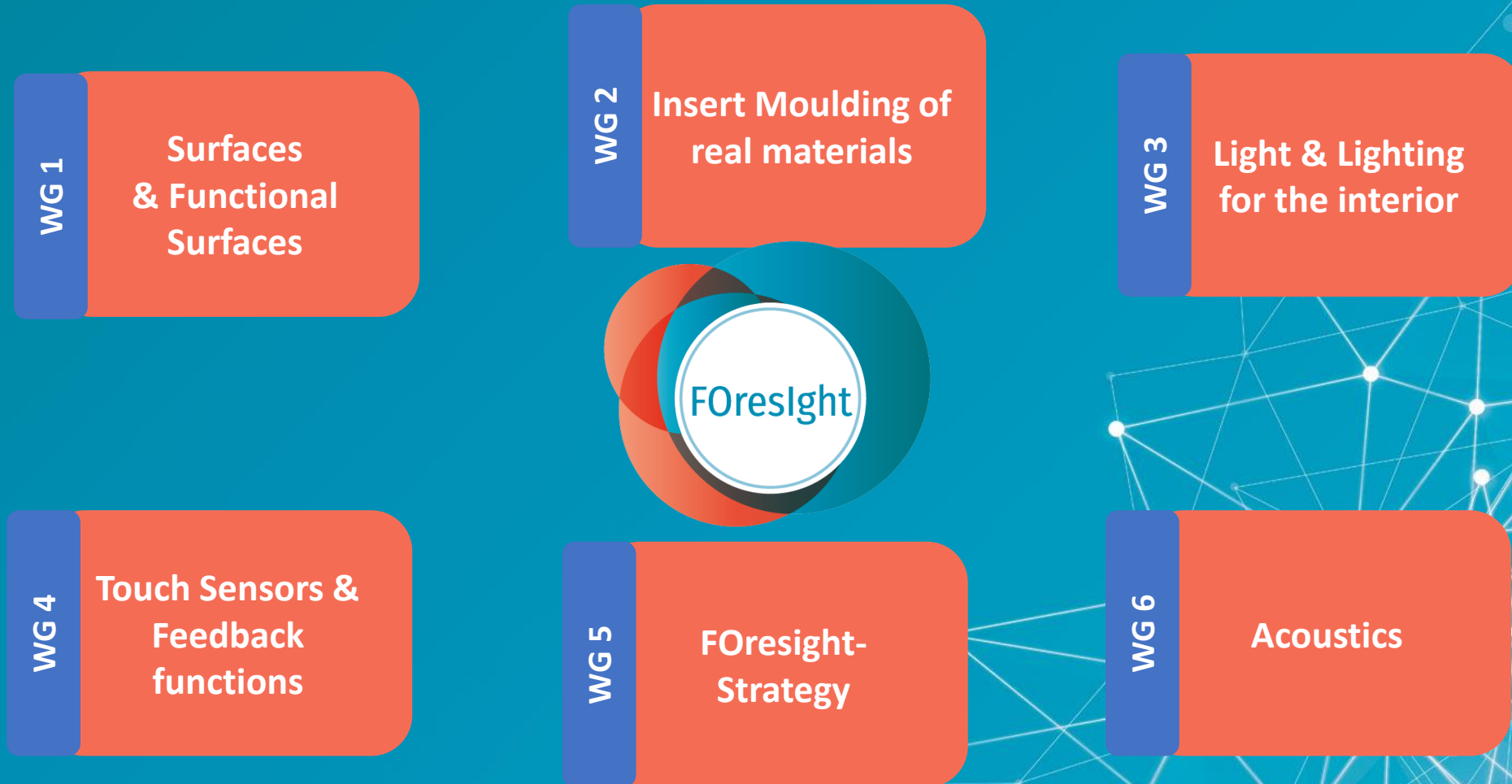


60+
COUNTRIES WORLDWIDE

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FOresight: Functional Integration and new Surfaces for the automotive interior of the Future



Network Partner – Phase 2 (1.01.2019-31.12.2021)

SME (8)

Int. SME (6)



R&D

Institutes (10)

Int. (1)



Associated (12)




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International ZIM Network



Network Management Switzerland

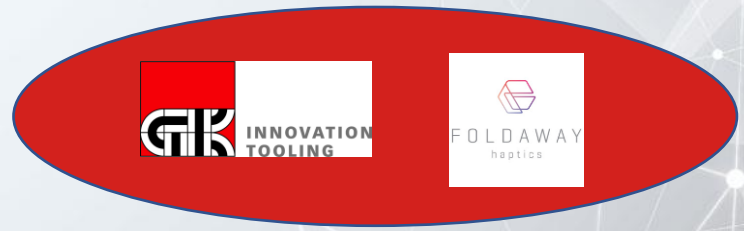
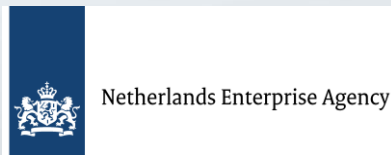
 Schweizerische Eidgenossenschaft
 Confédération suisse
 Confederazione Svizzera
 Confederaziun svizra

 Innosuisse – Schweizerische Agentur
 für Innovationsförderung

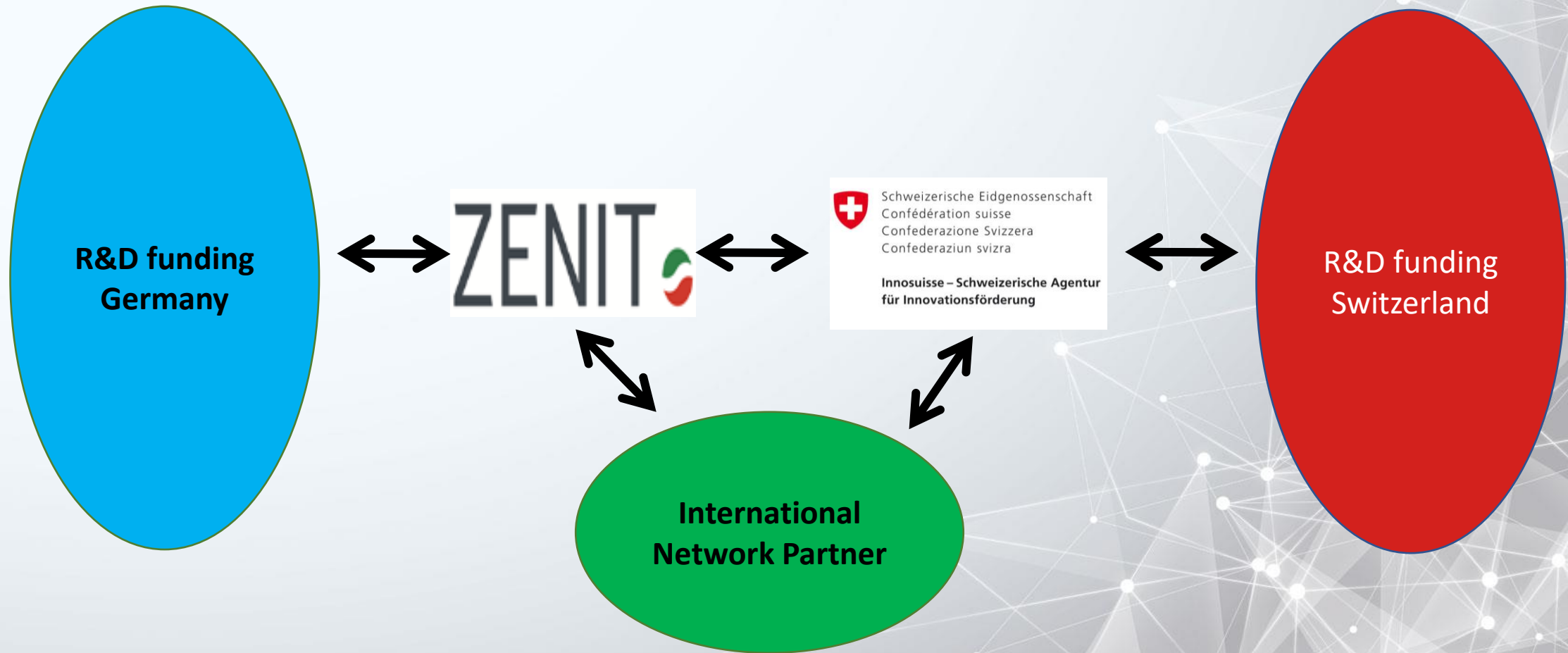
Network Management UK



Network Management Netherlands



How do we cooperate with InnoSuisse?

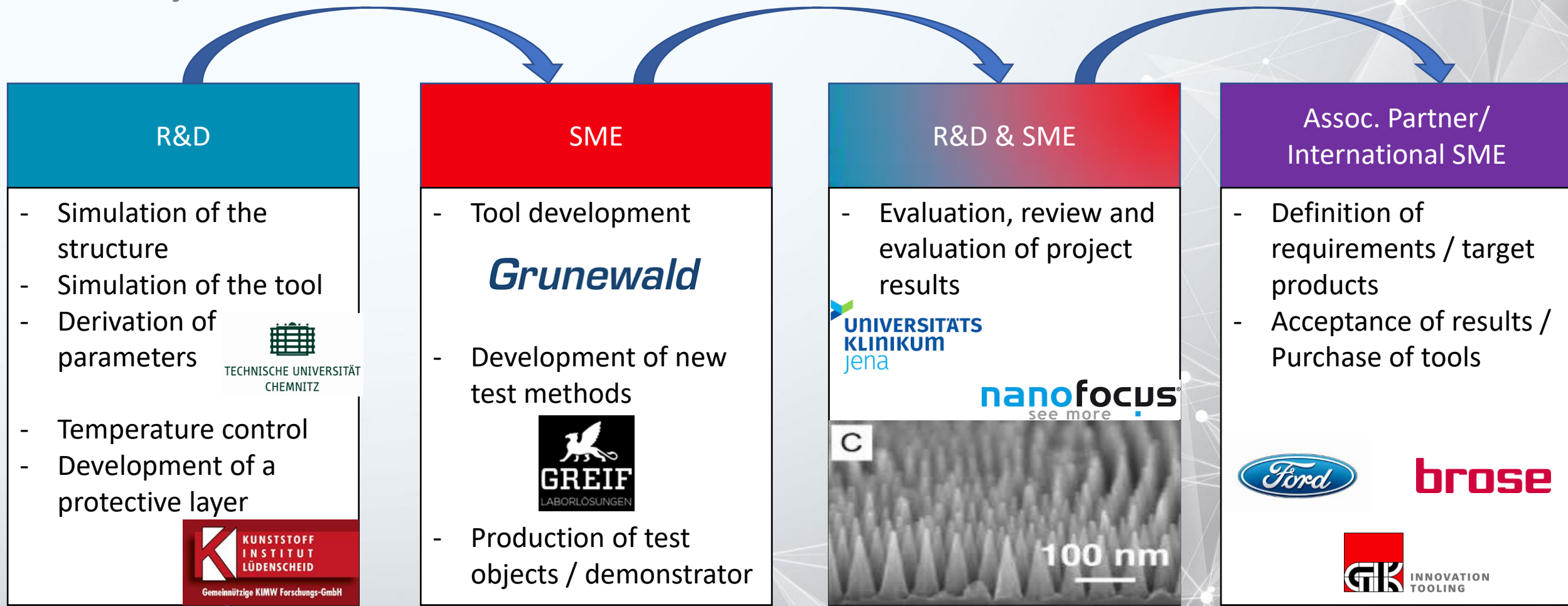


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Example of a project creation with an international partner (Switzerland)

• Project CleanSurface



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What are the key learnings and pitfalls?

- Large spatial separation
-> use of web tools
- Higher translation costs (contracts, marketing etc.)
-> main language is English
- Cultural differences (commitment, speed)
- International partners less willing to pay contribution for network
- Funding for international partners can mostly be found in EU projects
- International partners are often “associated partners” in German R&D projects (no funding)

Contact details



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