The international ZIM cooperation network FOresIght

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

Public Funding

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

ZIM Cooperation Networks

Management of ZIM cooperation networks
Marketing/ Market reports

Innovation Management

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

ZENIT is part of the Enterprise Europe Network (EEN)
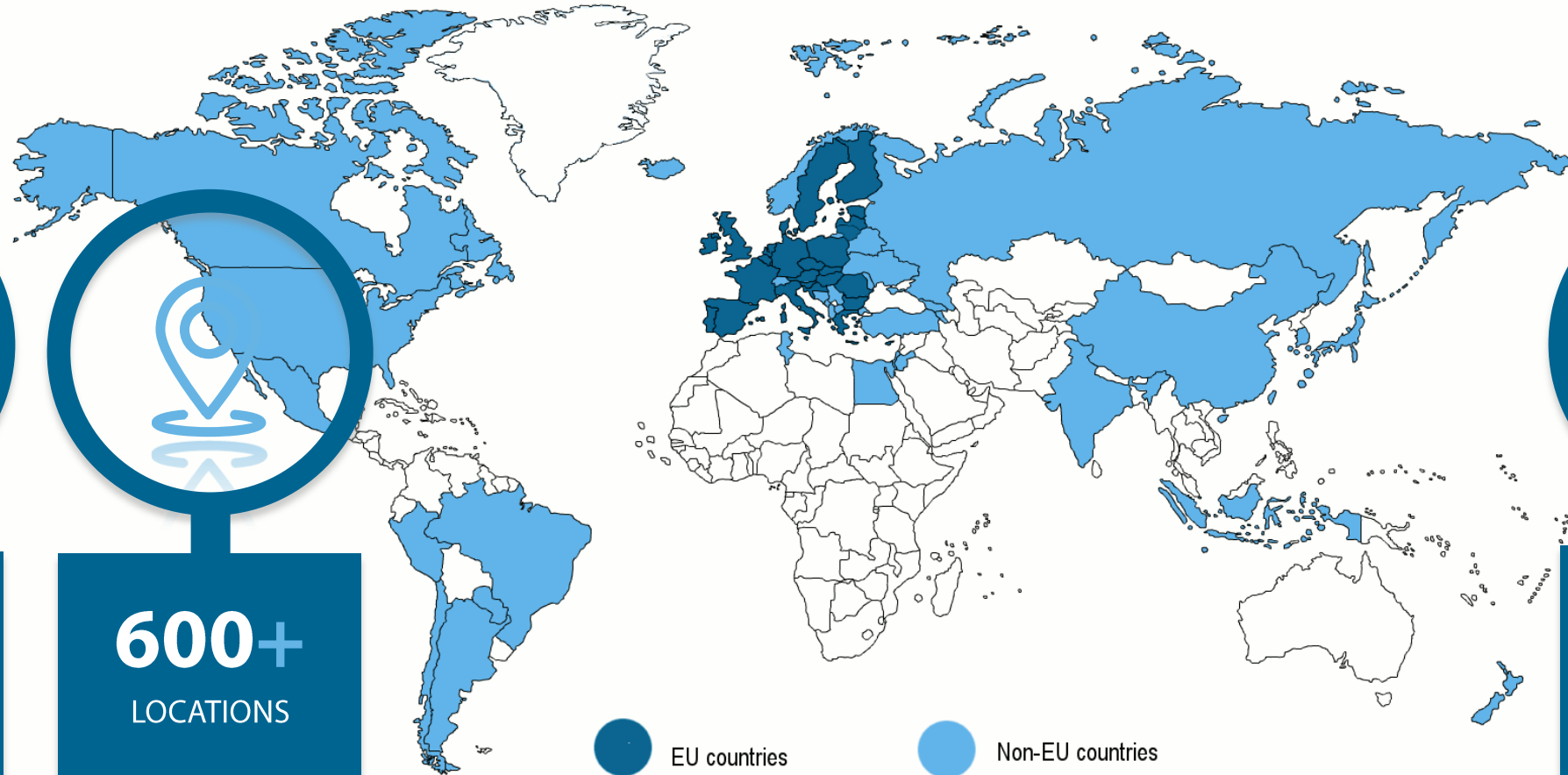
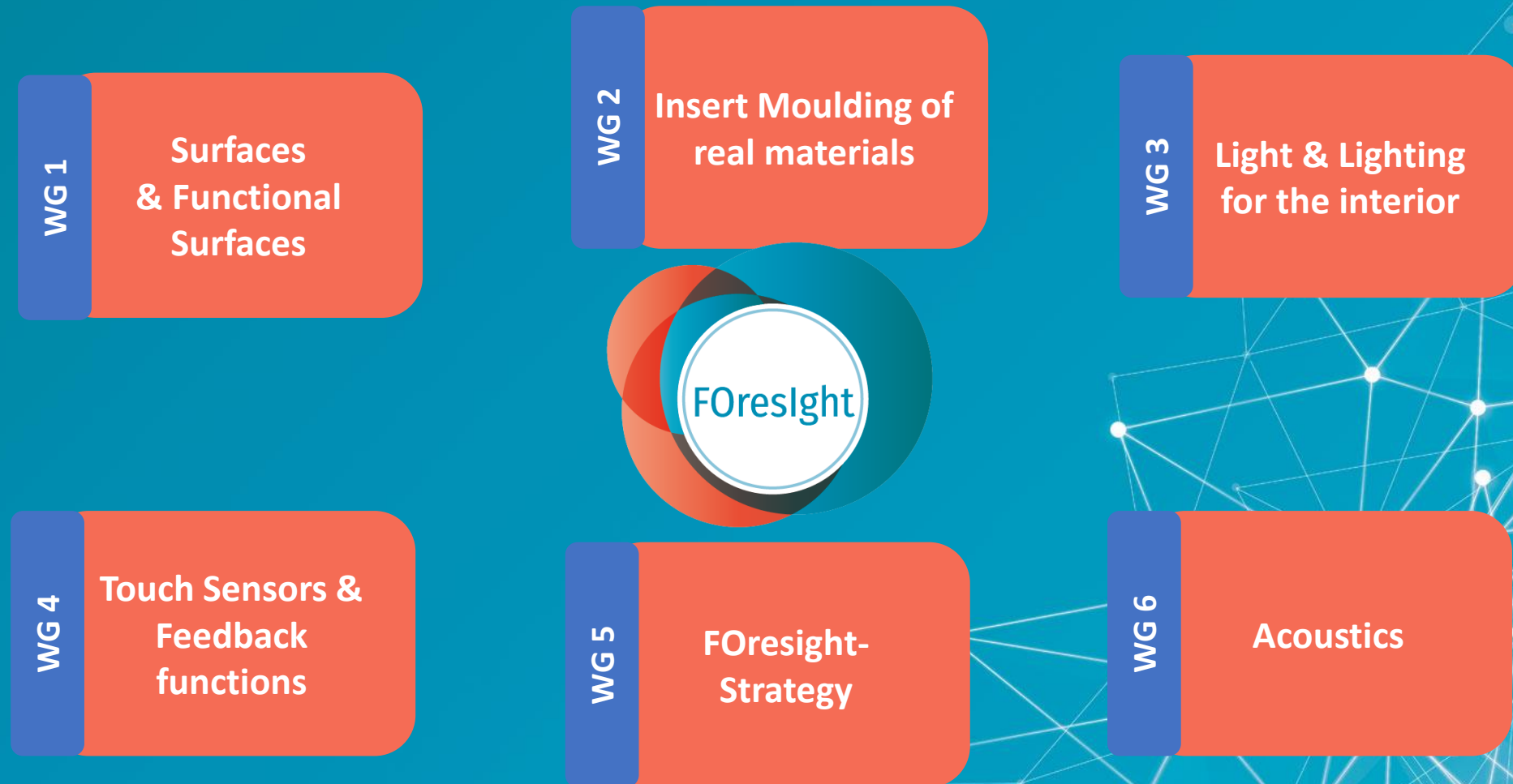**3000** LOCAL EXPERTS

600+ LOCATIONS

60+ COUNTRIES WORLDWIDE

EU countries   Non-EU countries

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

WG 1 — Surfaces & Functional Surfaces

WG 2 — Insert Moulding of real materials

WG 3 — Light & Lighting for the interior

FOresIght

WG 4 — Touch Sensors & Feedback functions

WG 5 — FOresight-Strategy

WG 6 — Acoustics

Network Partner – Phase 2 (1.11.2018-31.10.2021)

SME (8)
Int. SME (6)

R&D
Institutes (10)
Int. (1)

Associated (12)

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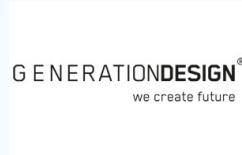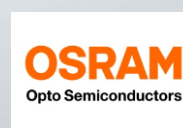
- What are the key learnings and pitfalls?

International ZIM Network

Network Management Switzerland

Network Management UK

Network Management Netherlands

How do we cooperate with InnoSuisse?
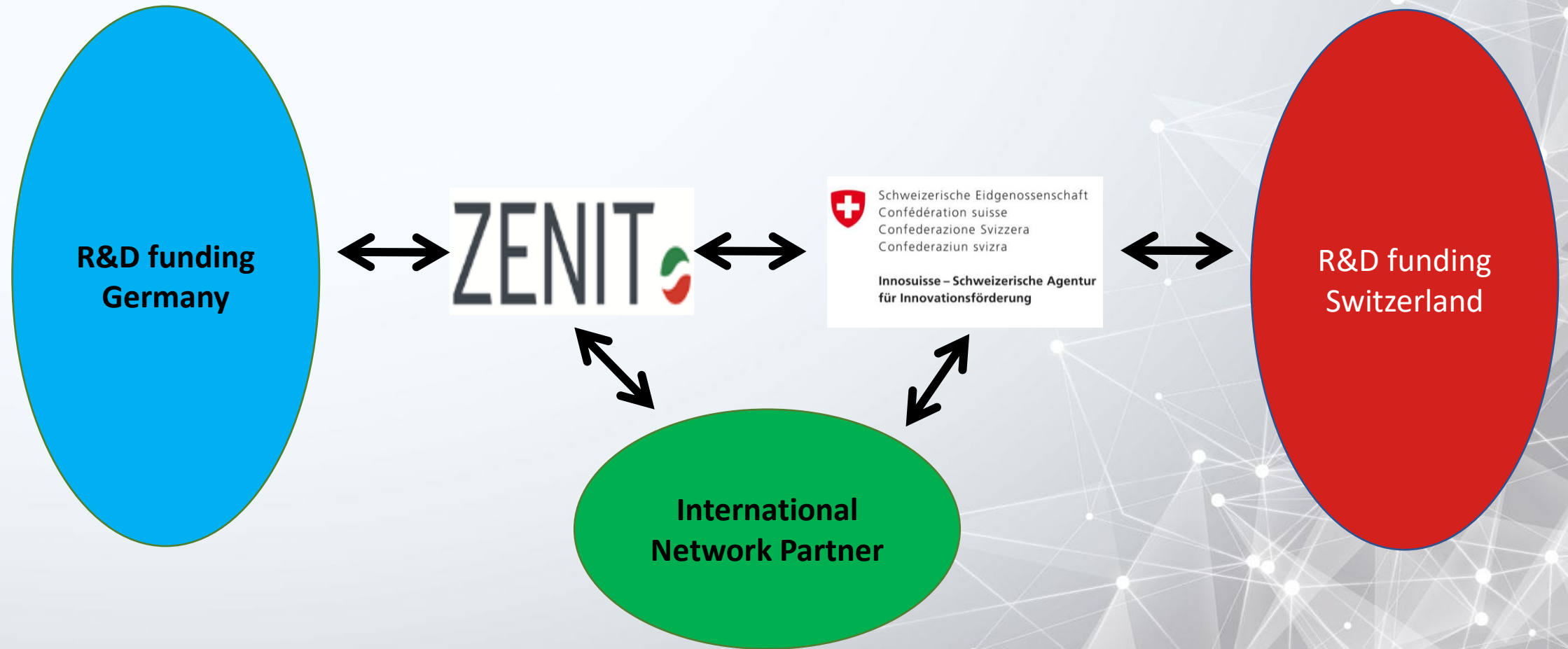
R&D funding Germany ⟷ ZENIT ⟷ Schweizerische Eidgenossenschaft / Confédération suisse / Confederazione Svizzera / Confederaziun svizra — Innosuisse – Schweizerische Agentur für Innovationsförderung ⟷ R&D funding Switzerland

ZENIT ⟷ **International Network Partner** ⟷ Innosuisse

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

- Project CleanSurface

R&D	SME	R&D & SME	Assoc. Partner/ International SME
- Simulation of the structure - Simulation of the tool - Derivation of parameters - Temperature control - Development of a protective layer	- Tool development **Grunewald** - Development of new test methods GREIF LABORLÖSUNGEN - Production of test objects / demonstrator	- Evaluation, review and evaluation of project results UNIVERSITÄTS KLINIKUM Jena nanofocus see more 100 nm	- Definition of requirements / target products - Acceptance of results / Purchase of tools Ford brose GTK INNOVATION TOOLING

TECHNISCHE UNIVERSITÄT CHEMNITZ

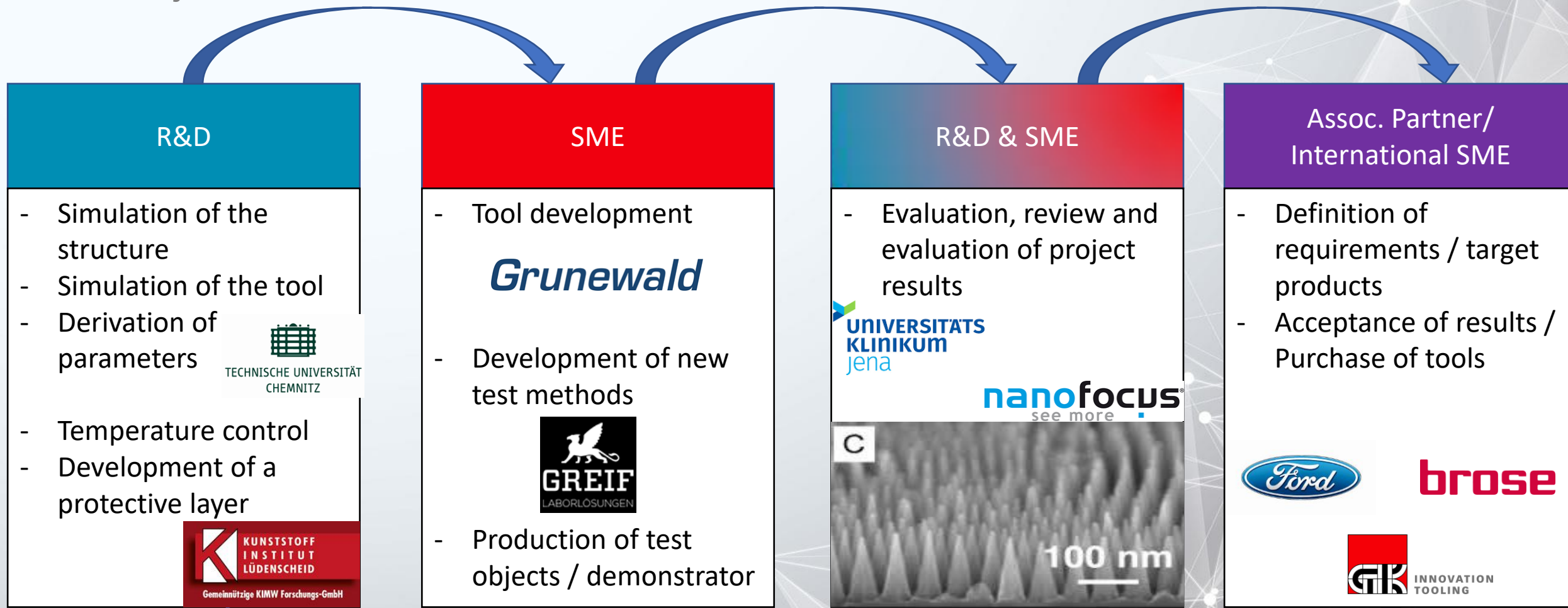KUNSTSTOFF INSTITUT LÜDENSCHEID — Gemeinnützige KIMW Forschungs-GmbH

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What are the key learnings and pitfals?

- 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

ZENIT GmbH

Zentrum für Innovation und Technik

Bismarckstr. 28

45470 Mülheim an der Ruhr

Germany

P: +49 (0) 208/30004-85
Mail: lc@zenit.de

Consultant/ Network Manager