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
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/UCTWMMf87DfM3b0MWx_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

<table>
<thead>
<tr>
<th>1–2 PM</th>
<th>Welcome &amp; Introduction</th>
</tr>
</thead>
<tbody>
<tr>
<td>4–5 PM</td>
<td>Information on funding opportunities for start-ups provided by the experts of the German Federal Ministry of Economic Affairs and Energy (BMWi)</td>
</tr>
</tbody>
</table>

#### 3 November

<table>
<thead>
<tr>
<th>1–3 PM</th>
<th>Road to a profitable business plan - hosted by the RWTH Aachen University</th>
</tr>
</thead>
<tbody>
<tr>
<td>7 PM</td>
<td>Founders Table</td>
</tr>
</tbody>
</table>

#### 4 November

<table>
<thead>
<tr>
<th>1–2 PM</th>
<th>How to transfer research into a new product? - Technology Push Entrepreneurship @KIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>4–6 PM</td>
<td>Technology Push - challenge your own idea</td>
</tr>
</tbody>
</table>

#### 5 November

<table>
<thead>
<tr>
<th>1–4 PM</th>
<th>Online Pitchtraining - Measuring and training persuasiveness with Acoustic Voice Profiling - hosted by the University of Stuttgart</th>
</tr>
</thead>
<tbody>
<tr>
<td>5–6:30 PM</td>
<td>Speaker Series</td>
</tr>
</tbody>
</table>

#### 6 November

<table>
<thead>
<tr>
<th>1:30–3:30 PM</th>
<th>Pitch Competition</th>
</tr>
</thead>
<tbody>
<tr>
<td>3:30–4:30 PM</td>
<td>Award ceremony and final get-together</td>
</tr>
</tbody>
</table>

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=RjZxQzJlIl2xjbEi0aUxjdH1rYnICQT09
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.
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-
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 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)

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
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
The University of Stuttgart is a leading, technologically oriented university with a global presence. The University promotes the transfer of knowledge and technologies 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
karoiltweber@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 Tecnologico 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.