

Support to the Enforcement of the Intellectual Property Rights EuropeAid/137467/DH/SER/MD

Mechanisms of commercialisation: the case of Austria and Germany

Mechanisms of commercialisation: The case of Austria and Germany



This Project is
funded
by the
European
Union



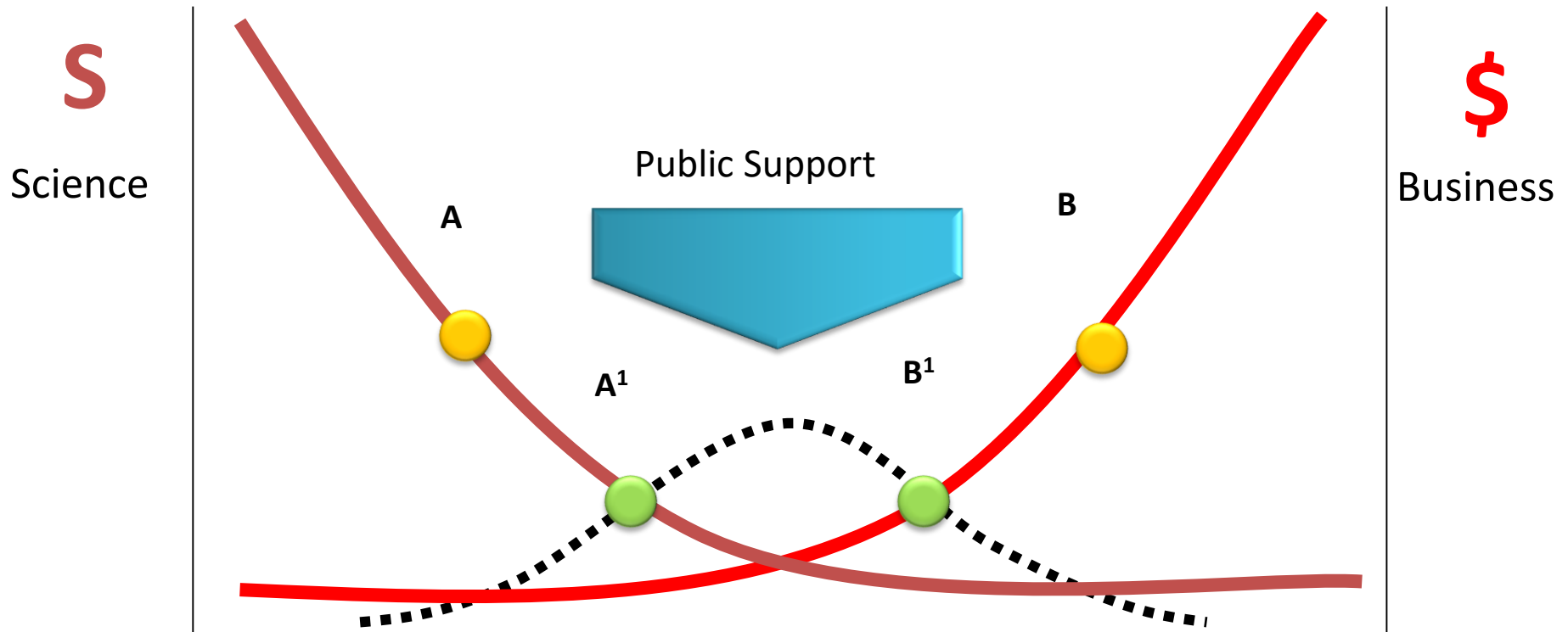
ARCHIDATA

This Project is
implemented
by an Archidata-led
Consortium

October 12th 2018

Maximilian Foedinger,
Team Leader EU IPR Project

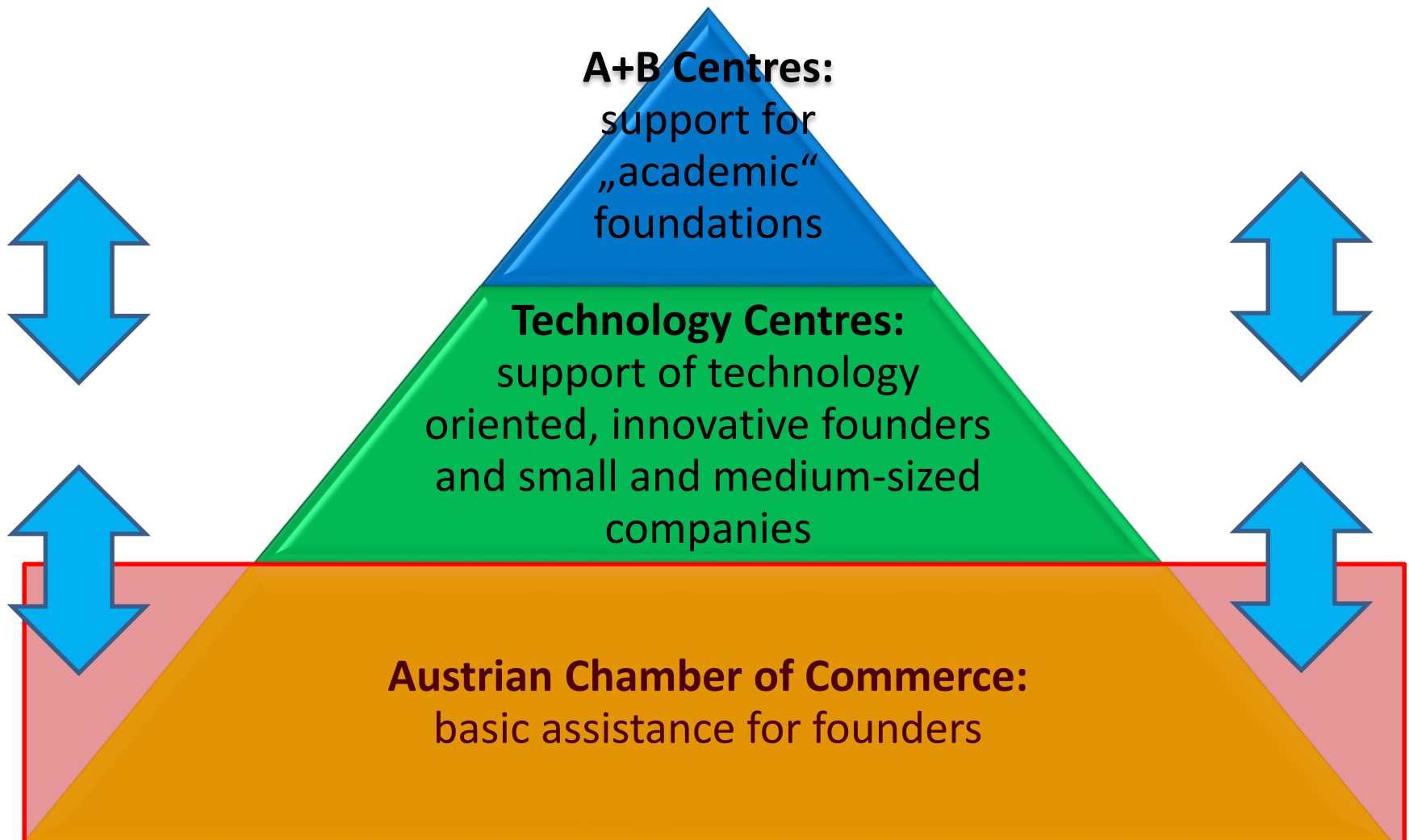
The Innovation Problem



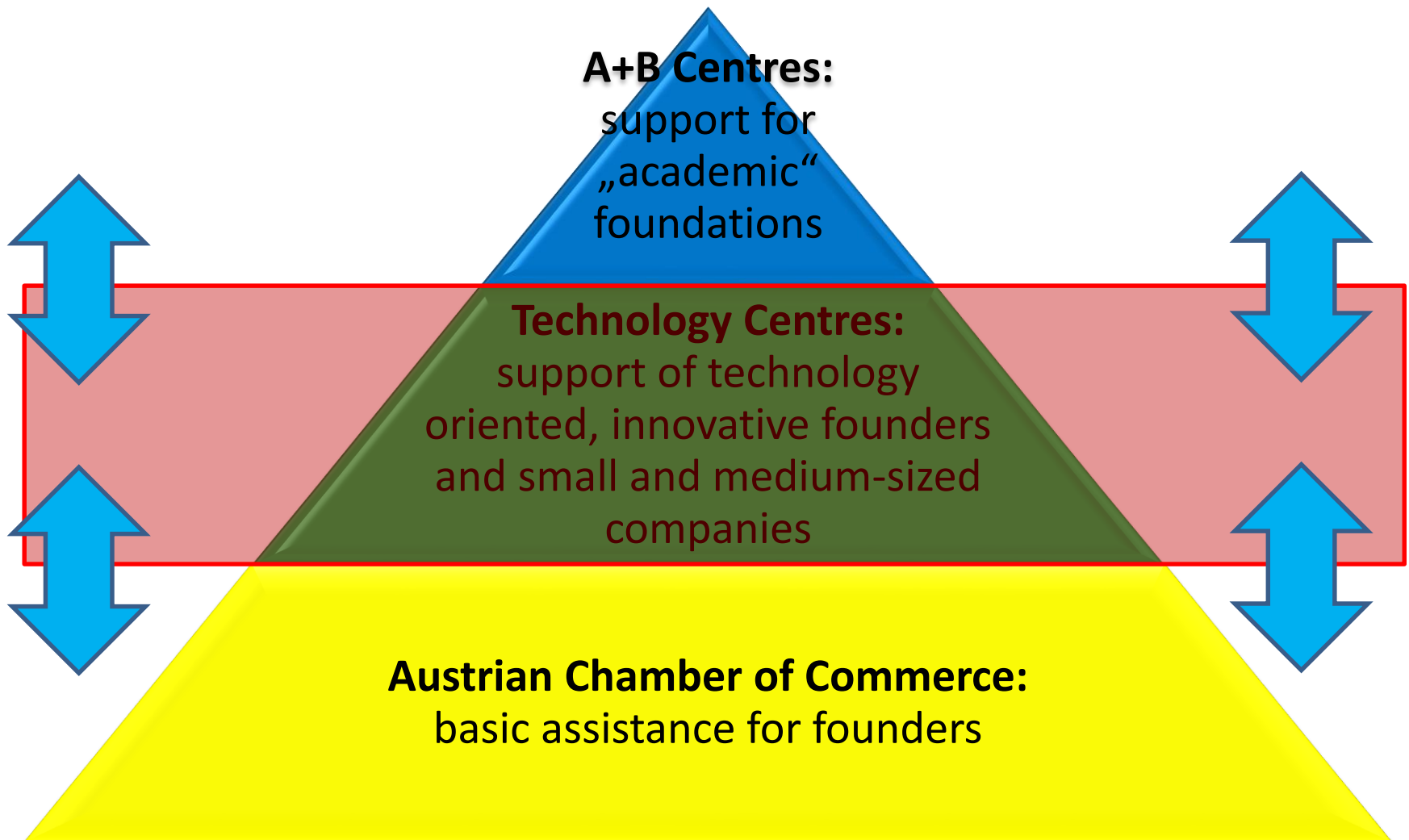
Innovation Roadmap



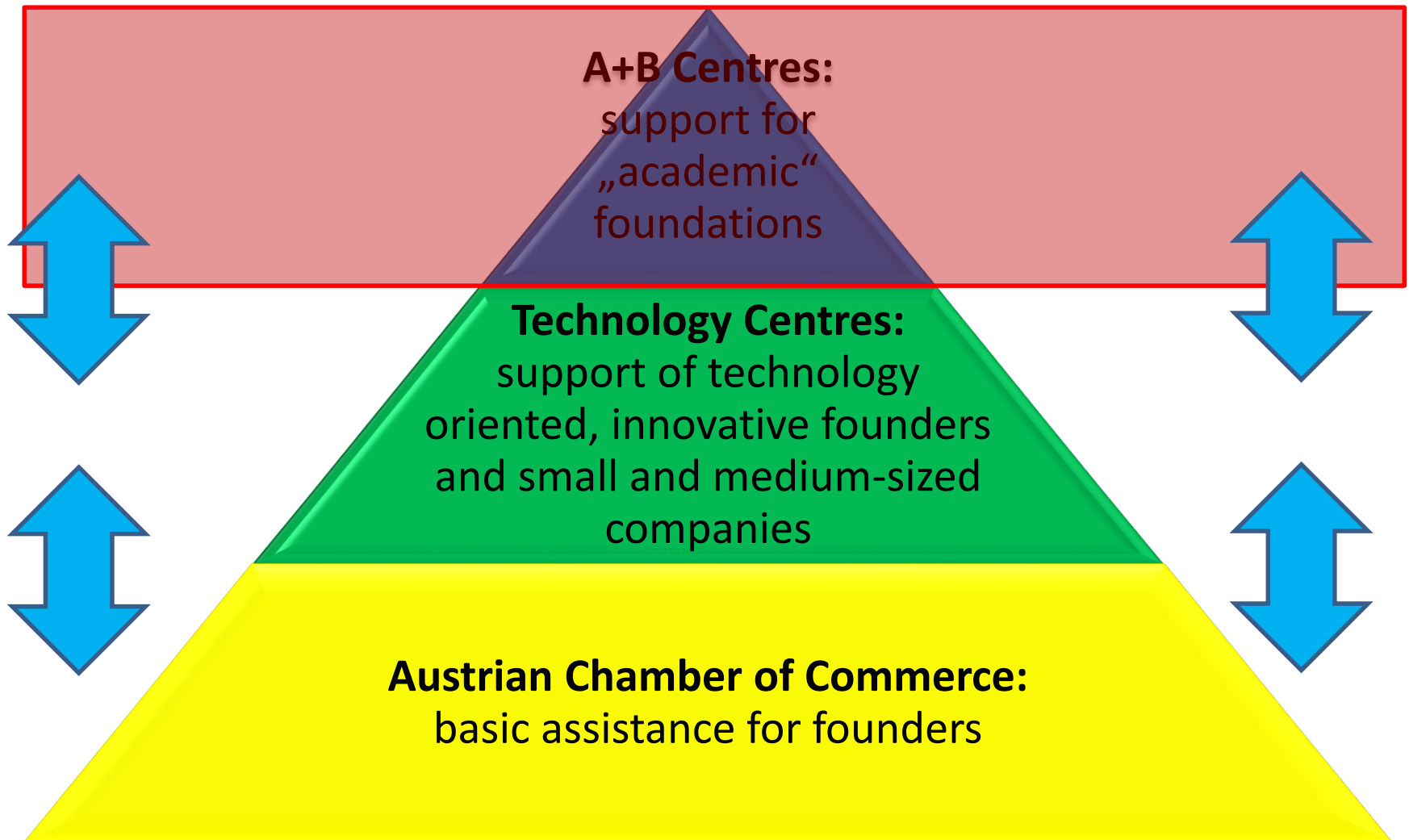
Support System



Support System



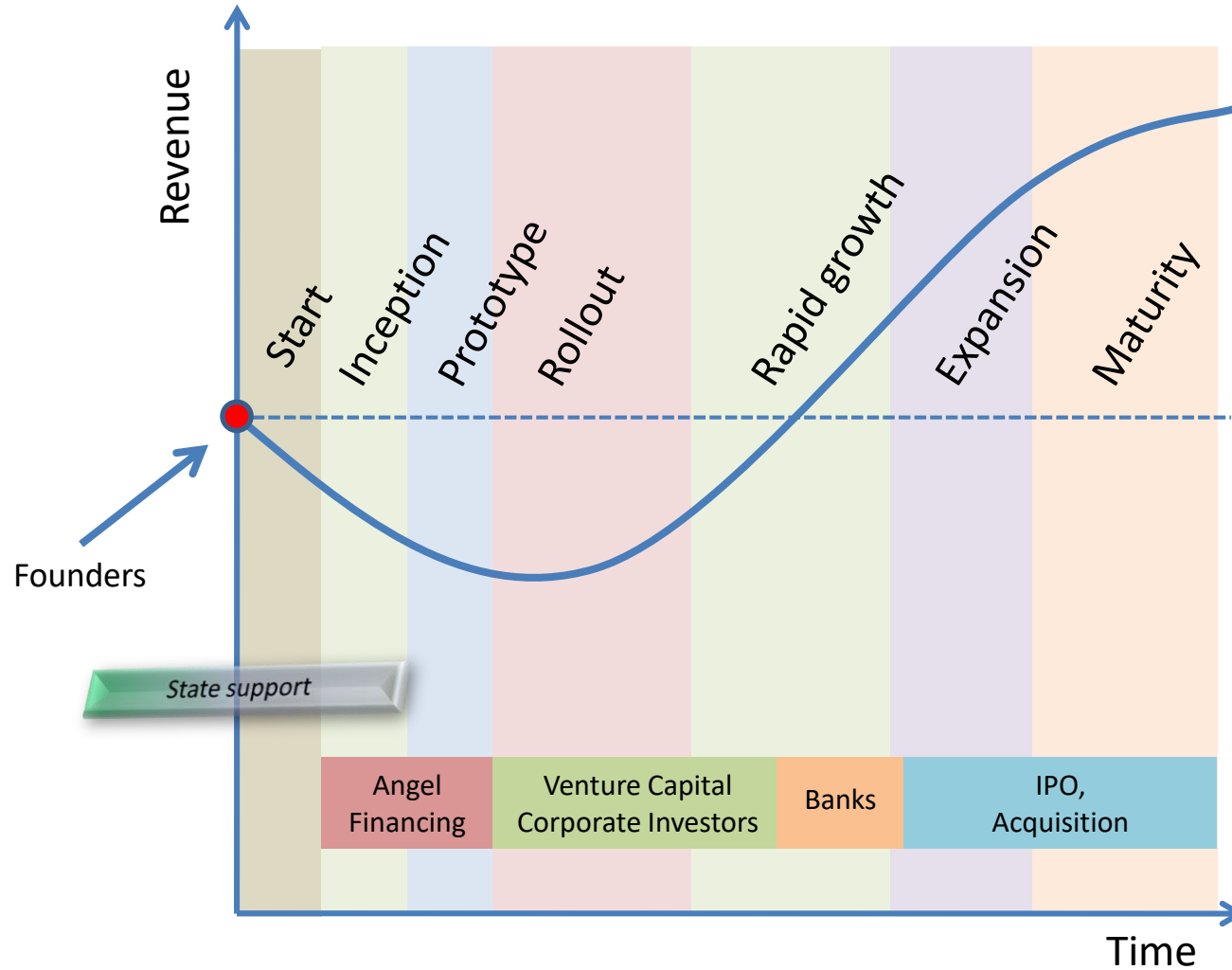
Support System



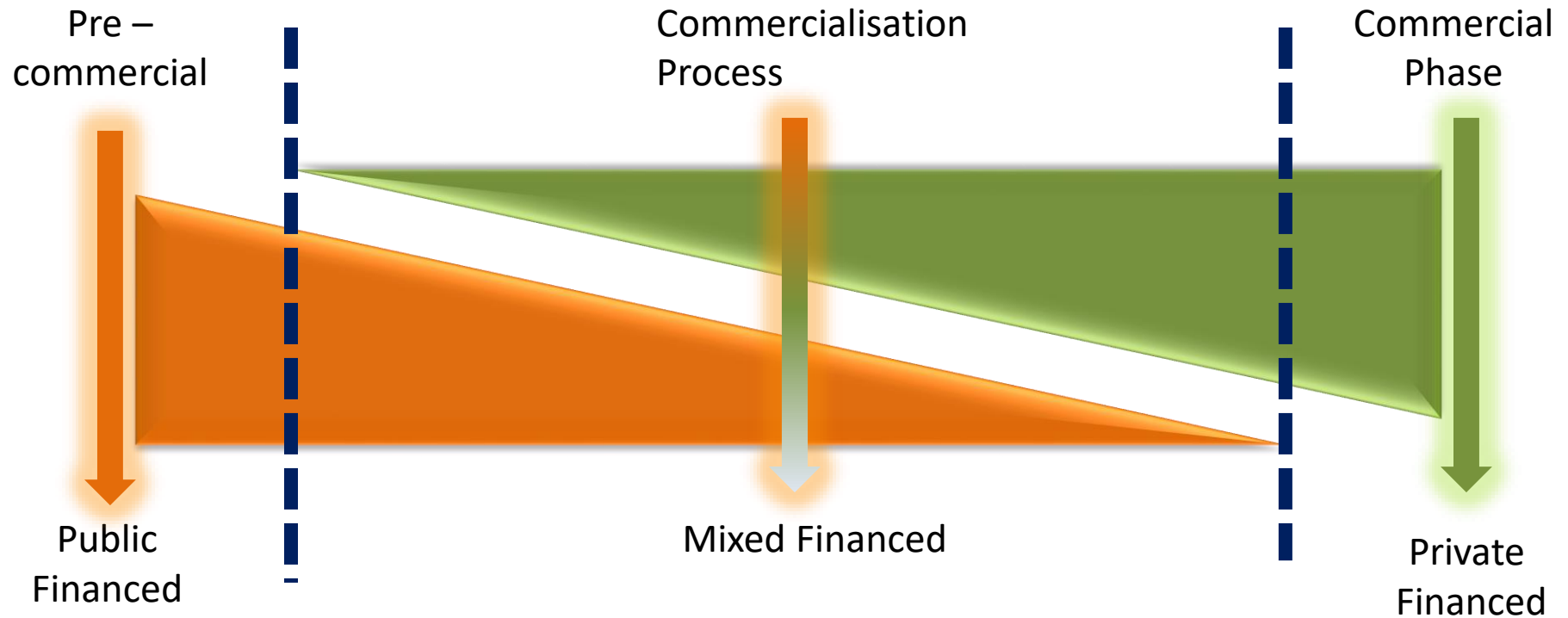
Public Financing

- Public financial instruments may come from the central government or from local and municipal level. It may be operated by the administration itself or via agencies and state owned banks
 - <http://www.ffg.at/> or <http://www.erp-fonds.at/>
 - <http://www.landoberoesterreich.gv.at>

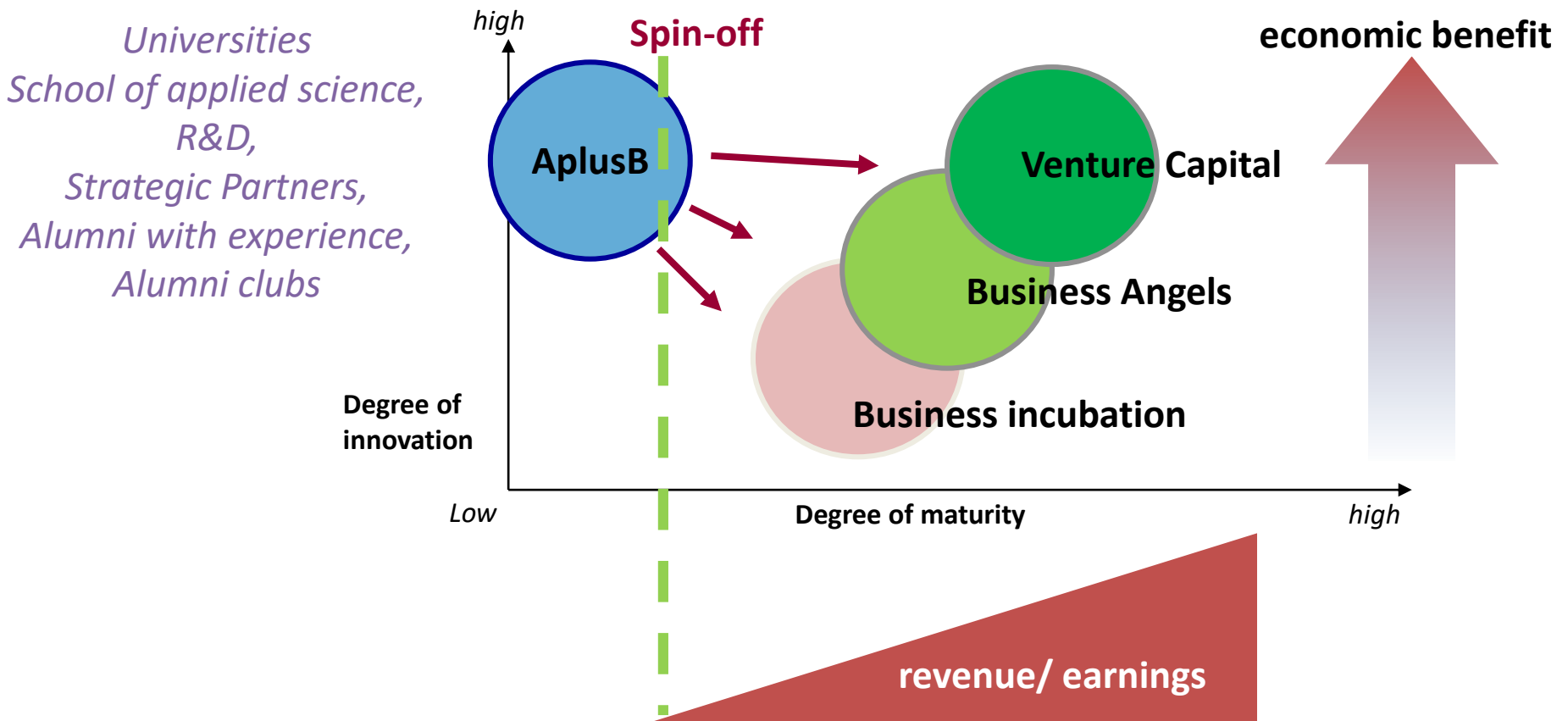
Private Capital



Mixed forms



Target Groups for Awareness



Instruments for Public authorities

Instruments

Grants

Loans

Guarantees

Tax
incentives

Grants

Financial
grants

3rd
party
grants

In kind
grants

Upper Austrian Cluster Grants overview

Type of Project	Technology	Organisation
Max. amount per project partner	€ 30.000	€ 15.000
Max. amount per project	Depending on number of partners	€ 45.000

	Employees	Entrepreneurs and minor stakeholders of companies
Max. per/h	€ 87	€ 35

Upper Austrian Cluster Grants

Service Providers

Research institutions	Service provider for project management	Service provider for other activities than project management
Eligible costs are <ul style="list-style-type: none">•Staff•Material•other costs	Eligible are staff costs for maximum 7% of the project amount	Eligible are staff costs
	The daily fee has to be in the usual range and is limited with € 1.050 per working day	

In kind grants

- Characteristics of in kind grants are that instead financial funds, services or goods are given
- Here the concept of the „innovation assistant“ can be used as an examples. Other examples are: premises, administration staff, laboratories, communication etc...
- In kind grants may cover 100% of the in kind contribution or a smaller percentage



Innovation Assistant

Basic

Increasing of innovation potential by using young graduates from universities for SMEs

Duration: 2 years

Support through external consultant for 13 days

Support by CATT with additional training for the Innovation assistant

Example: Innovation Voucher System

State
(MOF,
MOE)



Operating Agency 1



Operating Agency 2

Operating Agency 3

Operating Agency 4

Service provider 1

Service provider 2

Service provider x



Guarantees

Institutional
guarantees
(for banks)

Guarantees
for private
equity

Guarantees



Guarantees may be categorised into two major groups

- Guarantees for banks loans
- Guarantees for private equity

Guarantees for bank loans are aimed to make loans accessible for companies that have limited possibilities due to the lack of collaterals or a short credit history (mainly start ups) . Theses guarantees enable companies to get loans for better conditions

Guarantees for private equity are targeted to attract private capital to companies that are under normal conditions too risky for private investors.

AWS guarantee for innovative companies

Goal:	Guarantees for SMEs having innovative projects
Target groups:	SMEs
Type:	Guarantees for loan investment and working capital (can be combined with grants up to 15% of loan volume)
Fee:	min 0,6 % p.a.
Volume:	Max 2,5 Mio EUR
Guarantee:	Up to 80%
Other costs:	0,5 % service charge

AWS Guarantee for private equities

Goal:	Guarantee for Venture capital from private investors
Target groups:	Private individuals
Target investment:	Start ups and companies not older than 5 years
Fee:	min 0,6 %p.a. and max 5%p.a.
Volume:	Max 1,5 Mio EUR
Guarantee:	50% (for high tech up to 75%)
Exit:	10 years min

Tax incentives

Depreciation

Decreased
income
tax

Tax
holidays
on Inputs

Increased
depreciation

Accelerated
depreciation

Loans



- Loans may be operated directly by governmental bodies but more frequently they are operated by:

- Innovation Agencies
- Special state owned banks
- Commercial Banks

- Loans may be targeted to specific groups of companies like SMEs, innovative companies, start ups, companies with rapid growth as example

- Loans should have favourable conditions in terms of collaterals, interest rates and terms

AWS Venture capital facility

Goal:	Providing Venture capital for young and technology oriented originations
Target groups:	Fund management companies
Target investment:	Start ups and companies in the first growth stage
Fond Structure:	Established in Austria
Governance:	EVCA/EVCO guideline
Volume:	Min. 30 Mio EUR
AWS contribution:	10% -30%
Exit:	10 – 15 years

FFG The Austrian Innovation Agency



About FFG

R&D in Austria

International cooperation

Funding & Services

International Cooperation

R&D in Austria

Funding & Services

About FFG

PROMOTING INNOVATION.

The German Exist Programme

Goal:	Commercialisation
Target groups:	SMEs
Type:	Grant
Max:	<ul style="list-style-type: none">• Entrepreneurs with a doctorate receive 3,000 euro/month• Graduates with a university degree receive 2,500 euro/month• Students receive 1,000 euro/month• Child benefit: 150 euro/month per child• Materials and equipment: worth up to 10,000 euro for solo start-ups (for teams max. 30,000 euro)• Coaching: 5,000 euro• The maximum period of funding is one year.
Percentage:	100%
Covered Activities	Subsidy

The Commercialisation Programme for SMEs

Titel	New high tech Strategy for Germany
Goal:	Commercialisation of Research
Target groups:	SME
Type:	Grant
Max:	EUR 100.000
Percentage:	100%
Covered Cost	Up to 80%
Covered Activities	<ul style="list-style-type: none">• Works and services that lead to the commercialization• Travel expenses related to commercialization• Communication expenses• Organizations of Events

The German Cluster Programme

Förderung der neuen Exzellenzcluster (EXC) ab 1. Januar 2019 (EXC) ab 1. Januar 2019

Entscheidung der Exzellenzkommission
vom 27. September 2018



The German Innovation Promotion Programme



Förderdatenbank
Förderprogramme und Finanzhilfen
des Bundes, der Länder und der EU

[Kontakt](#) | [RSS](#) | [Inhalt](#) | [Benutzerhinweise](#) | [Merkzettel](#)

Finden

Existenzgründung

Sie planen die Gründung eines Unternehmens oder möchten ein junges Unternehmen festigen? Informieren Sie sich über Förderprogramme für Existenzgründerinnen und -gründer.

Startseite

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[Förderorganisationen](#)

[Service](#)

SCHNELLSUCHE

Fördergeber

Bund Land EU

Fördergebiet

Alle

Förderberechtigte

Alle

Förderbereich

Alle

Förderart

Alle

Suchbegriff eingeben

[Detailsuche](#)

Finden

FÖRDERASSISTENT



Der Förderassistent führt Sie Schritt für Schritt zum richtigen Förderprogramm.

Bitte geben Sie die **Postleitzahl** oder den **Ortsnamen** ein.

PLZ / Ort

Finden

Aktuelles

5.10.2018
Bundesumweltministerium verstärkt Förderung des kommunalen Klimaschutzes

5.10.2018
Mehr Unterstützung für freiwillige Rückkehr: "StarthilfePlus" unterstützt die Reintegration im Herkunftsland

5.10.2018
Weitere Förderbescheide aus "Sofortprogramm Saubere Luft 2017-2020"

[Alle Meldungen](#)

Förderungsglossar