

“ZENIT as a transfer point between research and  
medium-sized enterprises“  
and  
„Funding Programme in Germany for alternative  
energy sources“

V. International Business Summit in Nizhny Novgorod  
WS Russia-Germany: Cooperation in alternative energy

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# Presentation of ZENIT GmbH

# ZENIT Centre for Innovation and Technology in North-Rhine Westphalia GmbH

- Founded in 1984 as Public Private Partnership to support the structural changes in North-Rhine Westphalia

# ZENIT Centre for Innovation and Technology in North-Rhine Westphalia GmbH

## Shareholders:

- **Network ZENIT e.V. (registered society):**  
Stakeholders consisting of about 180 mostly medium sized companies of different industries
- **North-Rhine Westphalia:** Ministry of Innovation, Science and Research of North-Rhine Westphalia
- **Bank consortium:** Consisting of private and public banks

# ZENIT Centre for Innovation and Technology in North-Rhine Westphalia GmbH

## Management and key figures:

- Location of the company: Mülheim an der Ruhr
- Management: Dr. Herbert Rath
- Employees: 55
- Turnover: 4,5 Mio. € (in 2015)

# ZENIT Centre for Innovation and Technology in North-Rhine Westphalia GmbH

Service structure of the company:

Products/ projects/ services:

for companies (SME)

for ministries

for banks

for associations

# Three working fields:

Technology and innovation support

(Technology)-funding support

Internationalisation

## Technology and innovation support

- Early information
- Market development
- Cooperation
- Technology transfer
- Support and financing

## Funding support

- Information
- Proposal advice
- Mediation of consortia
- Project management
- Project sponsorships of programs for the promotion of innovation, technology and research

## Internationalisation

- Technology researches
- Technology transfer
- Evaluation of project ideas, funding requests and market chances
- Project management
- Innovation management

# Technology and Innovation Support

- Diversification into new technologies and markets
- Support of innovation management
- Implementation of technology researches
- Technology and innovation evaluation of R&D projects for companies
- Technology reviews for banks for investment decisions and rating activities



## Funding programmes / Funding services

- Advice and information about national and international funding programmes
- Evaluation of project ideas and proposals
- Specific advice for the EU funding programme HORIZON 2020
- Support in the formation of European research consortia

# Internationalisation

- Mediation of international cooperation
- Research on markets, sectors and countries
- Information about Public Procurement
- Development of internationalization strategies and support with their realisation
- Member of the Enterprise Europe Network



## Support of medium-sized development projects

# SMEs

## User-oriented development!!

## No basic research!!

- Innovative development projects = diversification!
- Development projects (product / process development) which do not
- belong to the „normal“ everyday business (company know-how).

# Services offered by ZENIT I

## Innovation management

- Technology audit for medium-sized companies
- SWOT – analysis
- Discussions and interviews
- Technology workshops concerning the strategic, technological orientation of the company

# Services offered by ZENIT II

## **From project proposal to successful project completion**

- Review of the project proposal (plausibility check)
- Construction project and milestone plan
- Contacts with external know-how carriers (universities, banks etc.)
- Contacts with banks and public sponsors

## Services offered by ZENIT III

Project application e.g. for technology funds  
(examples for projects in alternative energy sources  
see later slides)

- Project starts and project support
- Project completion and dissemination activities
- Fairs, publications etc.



# Transfer of research and development results in the SME Sector



# SMEs do not want (can not make) their own technical development!

- Cooperation, technology transfer, new markets
- .....or the search for external know-how and/ or partners; e.g. through the Enterprise Europe Network!

# What are the objectives and the structure of the Enterprise Europe Network?

The network set up by the EU Commission has the following objectives and structure:

- Competitiveness and innovation
- Information and consulting on almost all EU issues for European companies
- Nearly 600 organisations in Europe and other countries: located in chambers, banks, advisory services, regional development agencies
- In over 40 countries (EU 27, candidate countries, EEA Countries, other third countries)

## Services offered by ZENIT

Dissemination of technology offers or requests through a European database

Brokerage or matchmaking events, usually on big trade fairs

Delegation visits ....and much more!

## Technology database

- Main instrument for the initiation of technology cooperation
- Edited offers and request from all sectors (Technology request, Technology offer)
- Quality control through network partners and the European Commission
- At present approximate 4.500 entries (thereof 80 % offers)
- Access for interested parties through partnering sites
- Sorting, filtering, searching through „Technology Keywords“
- Entries are made anonymously – Expression of interest and contact through network partners
- Direct connection via email service

# Funding Programme in Germany for alternative energy sources

## Examples (I):

Programme / Promoter	Funding purpose
6. European Energy Research Programme Research for an environmental friendly, reliable and affordable energy supply. <b>BMW</b>	New technologies for energy supply Subjects: Wind energy, Photovoltaic, hydropower and ocean energy etc.

# Funding Programme in Germany for alternative energy sources

## Examples (II):

Programme / Promoter	Funding purpose
Action to use renewable energies in the heating market (market incentive programme) <b>BAFA</b>	The establishment or expansion of <ul style="list-style-type: none"><li>• solar collectors,</li><li>• biogas plants,</li><li>• efficient heat pumps,</li><li>• facilities for the use of geothermal energy etc. will be co-financed</li></ul>

# Funding Programme in Germany for alternative energy sources

## Examples (III):

Programme / Promoter	Funding purpose
BMUB-Environmental innovation programme <b>BMUB</b>	Large-scale initial applications of technological processes and process combinations, which avoid or reduce the environmental impact if possible.

# Funding Programme in Germany for alternative energy sources

## Examples (IV):

Programme / Promoter	Funding purpose
progres.nrw – Programme for rational energy usage, renewable energies and energy-saving <b>NRW</b>	Supports the market access of technologies for using renewable energies and for an efficient use of energy.



# Funding Programme in Germany for alternative energy sources

## Examples (V):

Programme / Promoter	Funding purpose
<p>German Federal Environmental Foundation (DBU) in Osnabrück. The German Environment Foundation is one of the largest foundations in Europe. It supports innovative and exemplary environmental projects.</p>	<p>Future project: Energy Revolution Germany And much more....</p>

# Current Programm for German-Russian consortia

The fourth call for proposals of "Bioeconomy International" is now open!

The deadline for proposal submission is October 14th, 2016 – 3 PM CET.

Module 2: Bio-Ger/Rus

- German-Russian consortia have to apply via this module. The Russian Ministry of Education and Science (MON) has launched an equivalent program in parallel to fund the cooperation partners in Russia. Hence, Russian cooperation partners are asked to submit their proposal simultaneously to the respective submission tool in Russia (for further details, click [here](#) or contact Irina Kuklina [ikouklina@mail.ru](mailto:ikouklina@mail.ru)).
- <https://www.bioeconomy-international.de/call2016>
- One topic is: Sustainable and integrated utilization of biomass in bio-refinery concepts



Thank you for your attention!

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