
SME Agency's workshop on SME

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Fraunhofer-Gesellschaft – An Overview

Fraunhofer at a Glance



Joseph von
Fraunhofer
(1787-1826)
Name giver
and role model

REUTERS Ranking
»The World's Most Innovative
Research Institutions 2019«:
2nd place
Excellent commercial impact
score: **73** (average: 43,8)



€ 3.4 billion
(¥ 465.24 billion)
total business volume



32 000 employees



76 institutes and
research institutions
in Germany



8 independent
Fraunhofer affiliates
outside Germany
1 is being established

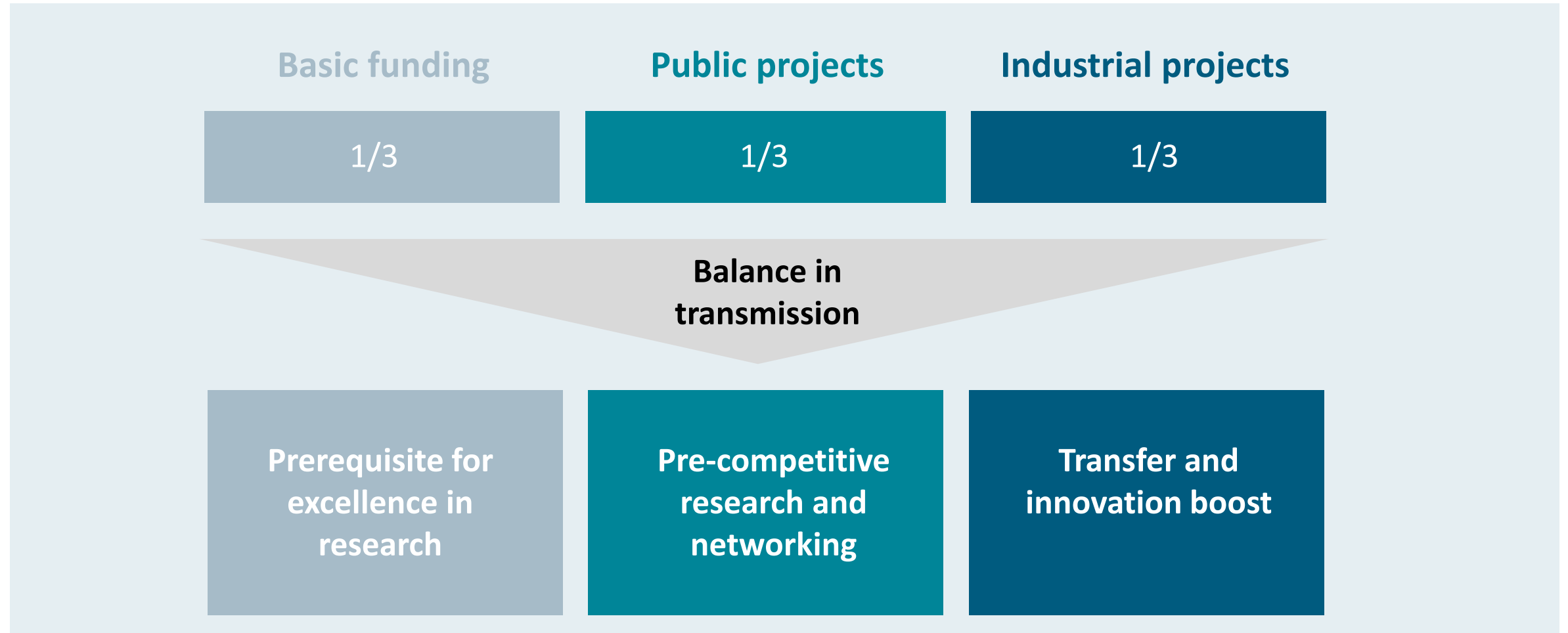


Active cooperation
with partners in
ca. 80 countries



Fraunhofer-Gesellschaft

Funding mix

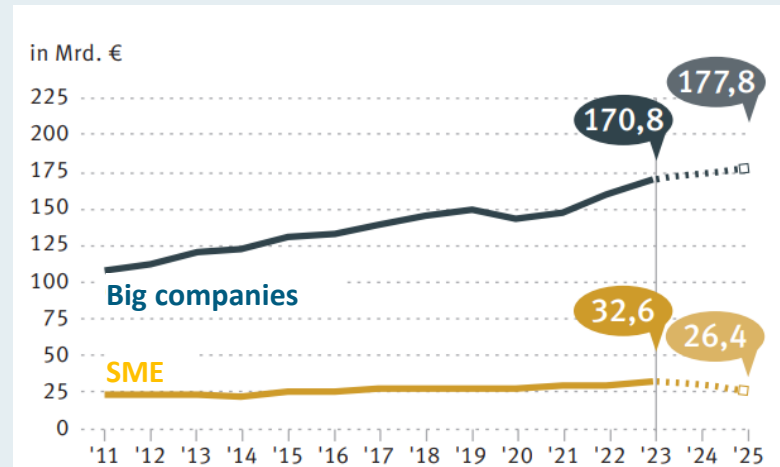


Are SME well equipped for the big Challenges ahead?

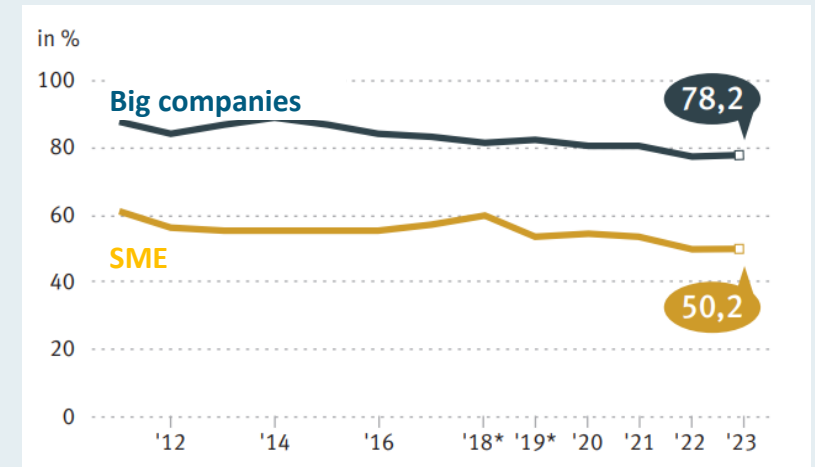
Innovations for German SME

- Global (and local) challenges arising:
 - Digitalisation
 - Sustainability – Green Technologies
 - Supply Chains
 - Demographics
 - Inflation
 -

- **Meanwhile: SME Innovation expenditures stagnate:**



- **Whereas Innovators share among SMEs even decline!**



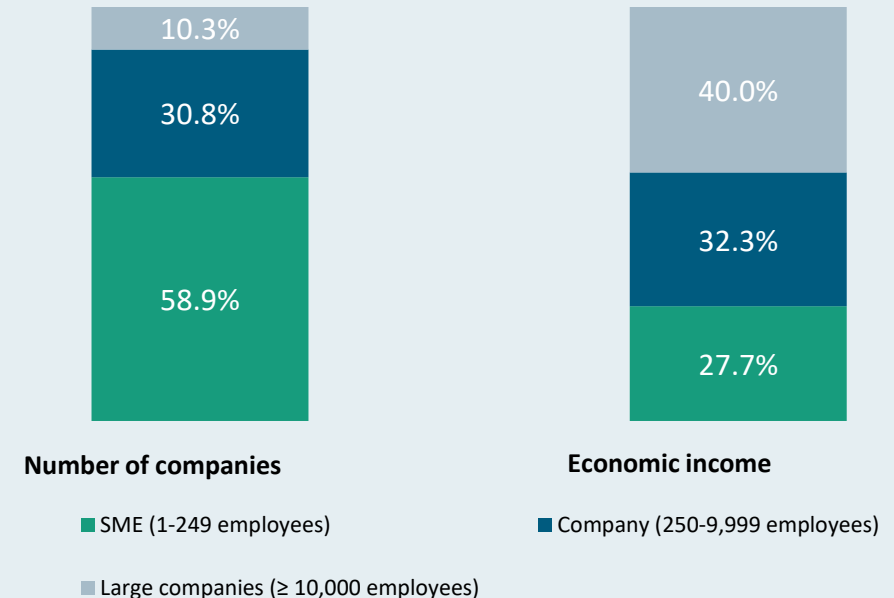
→ **This Development leads to Attention by policy makers!**

Fraunhofer and SME

Innovations for German SME

Fraunhofer is already a strong partner for German SMEs!

- Nearly 60 percent of our corporate customers are SMEs!
- Multitude of regional and local activities of Fraunhofer Institutes
- Fraunhofer attired more than 850 »new« SMEs as customers in 2023
- Founder of 600 IP-driven Spin-offs (they are also SME) since 2001
- Study shows great impact of Fraunhofer for SMEs



Σ 8.000 customers in 2023

Fraunhofer-Gesellschaft: Overview

Possible cooperation models



Contract Research

A company perceives a need for research or development – Fraunhofer identifies possible solutions.



Large-scale projects with multiple partners

Clients have access to the full range of Fraunhofer Institutes. It is possible to incorporate external partners and additional companies.



International cooperation

Clients have access to Fraunhofer's international network.



Strategic partnerships



Innovation clusters

Fraunhofer maintains innovation clusters with support from the German government to bring together regional industry and research partners to facilitate innovation.



Spin-Offs

Fraunhofer has the know-how to turn world-class technology into successful start-ups and bring innovative ideas to market.

Current Examples of Nationwide Initiatives from Fraunhofer towards SME Innovations for German SME

Current corporate Initiatives by Fraunhofer tackle the mentioned major innovation barriers of SME:

- Contract research
- Internal SME support programs
- Fraunhofer Venture CoLab
- Continued strong commitment to the IGF (AiF)
- Multiple partner of the SME competence centers (BMWK initiative)
- Fraunhofer learning laboratories for SMEs (academy)
- Performance centers (mainly aimed at SMEs)
- Information for institutes on tax research funding (particularly relevant for SMEs)
- Increased contact with SME-oriented associations
- Numerous activities at the institute level

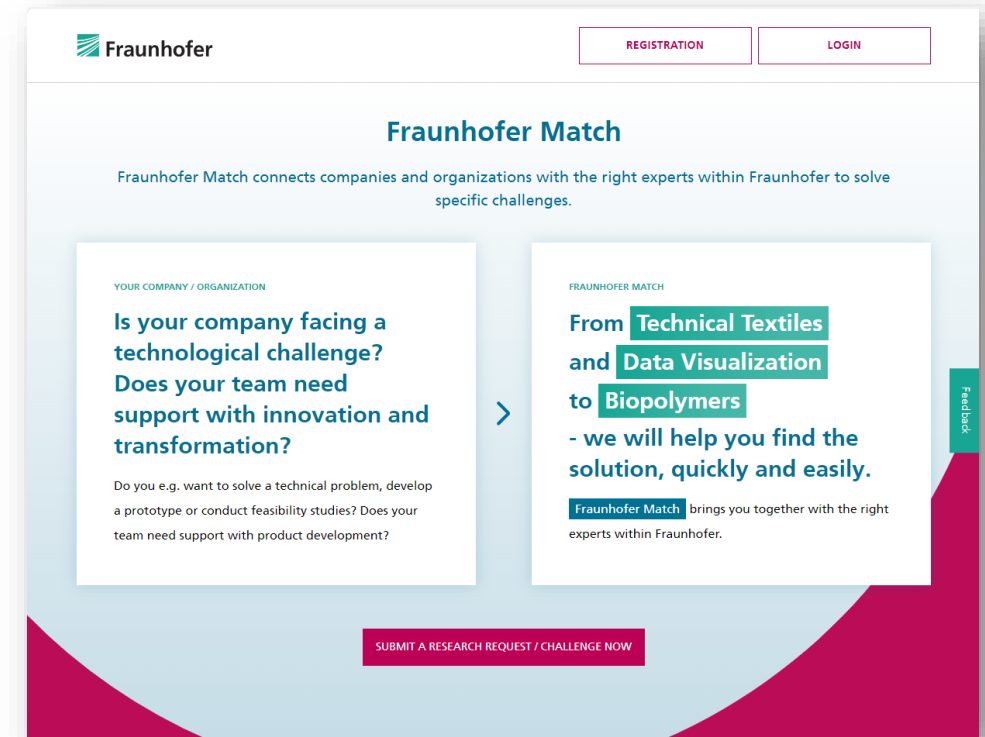
and additionally:
Possibility to cooperate
in joint public projects with SMEs

Customer interaction - Fraunhofer Match

Fraunhofer Match is the central match-making platform of Fraunhofer and **connects companies and organizations with the right experts within Fraunhofer.**

Here, suitable research partners from **all 76 Fraunhofer institutes and research units** can be found quickly and easily.

www.match.fraunhofer.de/en



Consortium projects

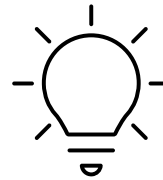
Transfer format at a glance



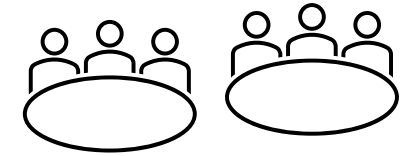
Initiation of multilateral industry projects on industry-relevant research topics



Identifying **specific needs** in discussions with industry representatives at various events (e.g. trade fairs, regulars' tables, conferences, publications)



- Development of project ideas that are advertised in project inserts
- Conducting acquisition talks to gain partners (adapting the project idea if necessary)



Multilateral industrial project consortium
(usually pre-competitive)

Added value for Fraunhofer:

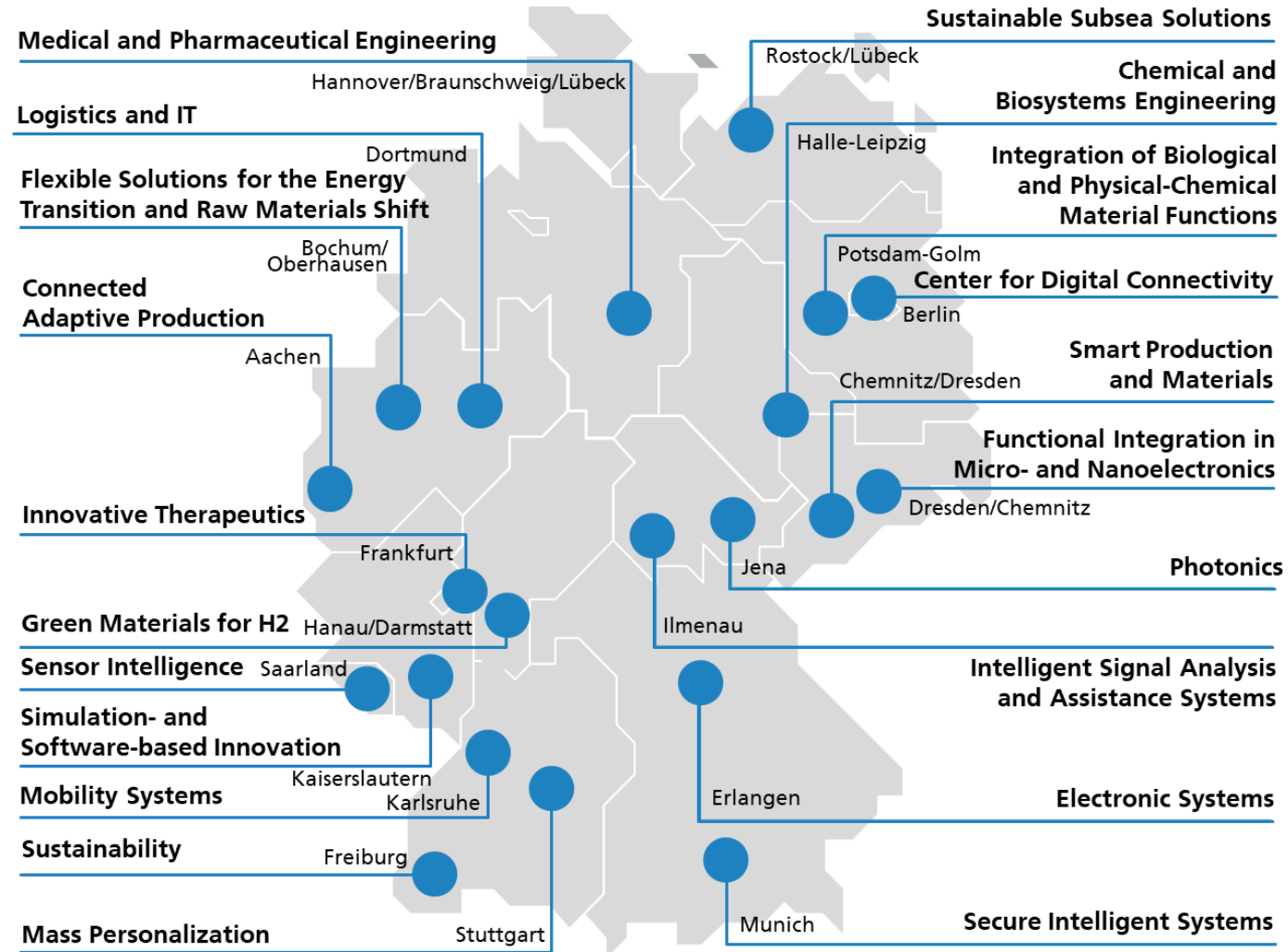
- through low-threshold financial contributions, many companies with similar issues, especially SMEs, are involved
- entering into partnerships for further (also publicly funded) collaborative projects with participants from the consortia

Added value for the customer:

- project is realized cost-efficiently, as the expenses for the project are shared with other companies
- optimize your own research and development individually and precisely
- opportunity to develop or deepen new contacts

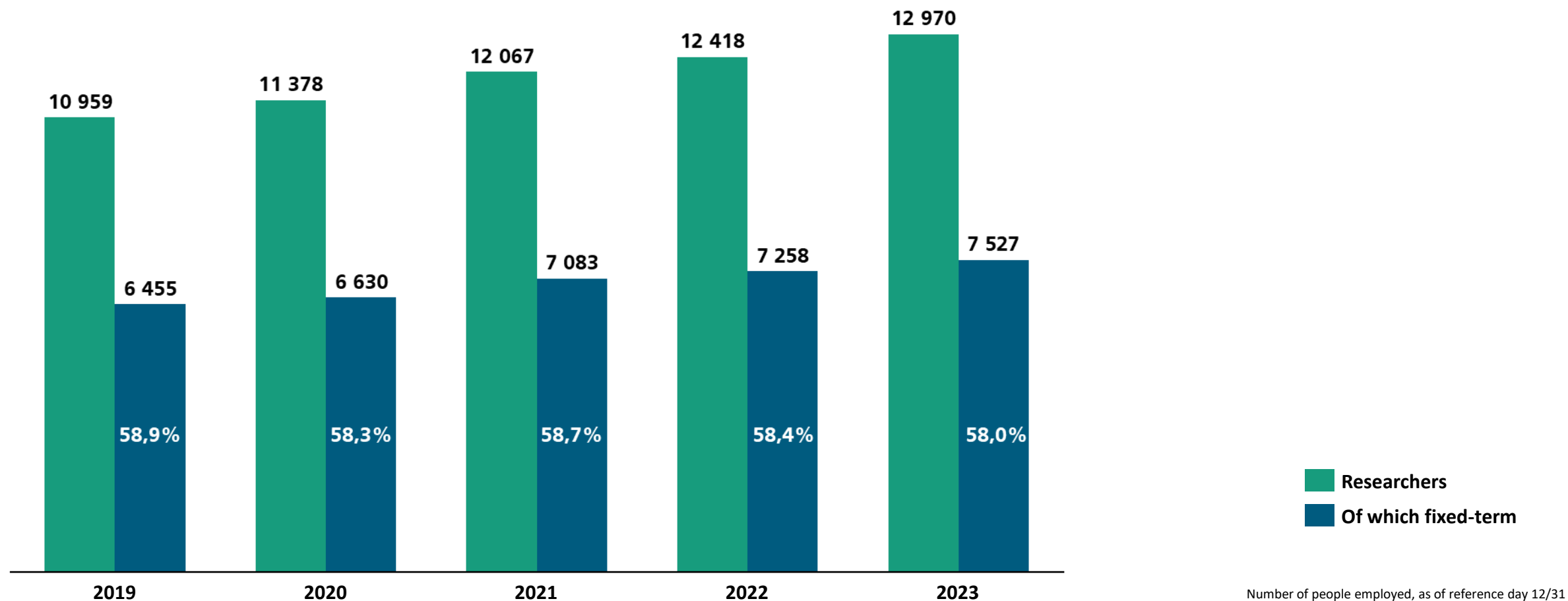
High-performance centers (»Leistungszentren«) as spearheads for transfer

Regional innovation ecosystems with focus on SME and Universities



Research Staff

Fixed-term contracts



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