

Building Bridges between Academia and Industry

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+GF+



- **What** is the problem?
- **Why** is there a problem?
- **Current solutions** to the problem
- **Why** does it not always work?
- **How** does GF address the issue?
- **How** can ManuFuture-CH bridge the gap?
- **How** can YOU benefit from these services?
- Conclusion

A gap exists between academia and industry

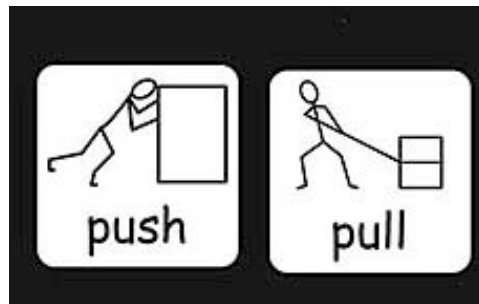
academia



industry

www.bbsluechow.de

Academia and Industry come from different directions:



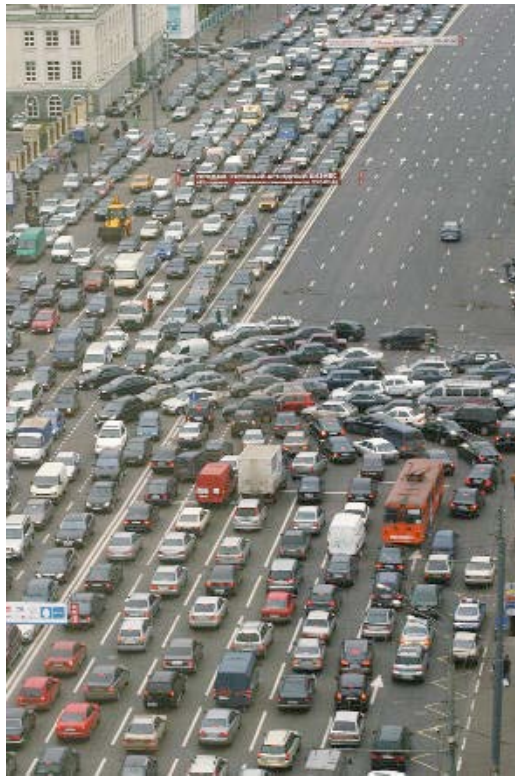
**Academia:
technology push**

- Look for applications of their technology
- Enlarge customer base of their core technology

**Industry:
technology pull**

- Looking for technological solution to their problem
- Discover new trends and high potential technologies

If you push or pull too hard:



To bridge the gap, several institutions and solution provider already exist:



Transfer offices:

Ticino Transfer
alliance
w⁶



**Marketing offices
at university:**

Empa Portal
TT Offices



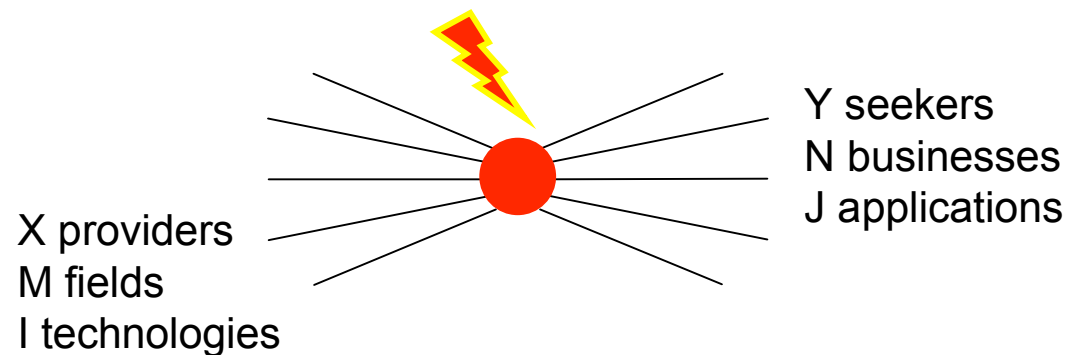
→ Bring together suppliers and customers of technological solutions

Why is this so difficult?

The transfer only works well if office provides contacts in short time with good hit rate



- Need for some extremely well trained, well accepted and broadly interested personalities
- Bottleneck in few persons



→ Transfer officers have limited reach and do normally operate quite locally



Georg Fischer
Inside view of an international company



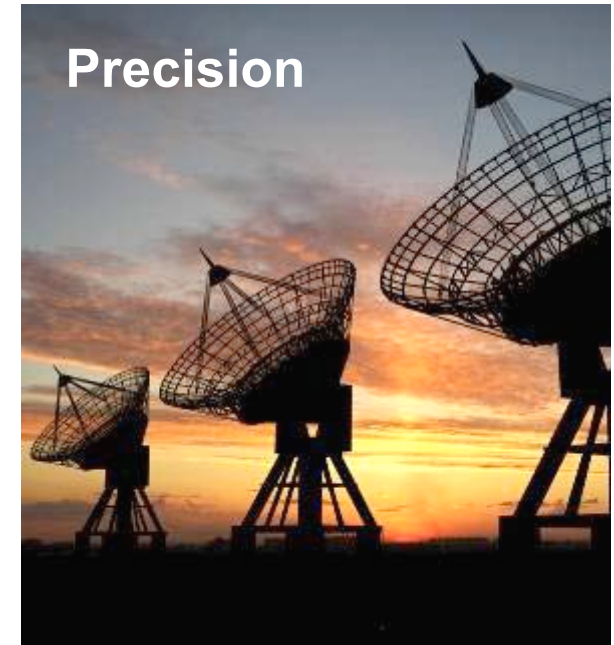
Mobility

GF Automotive



Comfort

GF Piping Systems



Precision

GF AgieCharmilles



GEORG FISCHER

Group turnover 2007
4.5 Bill. CHF



GF AgieCharmilles
25%

GF Automotive

50%

+GF+

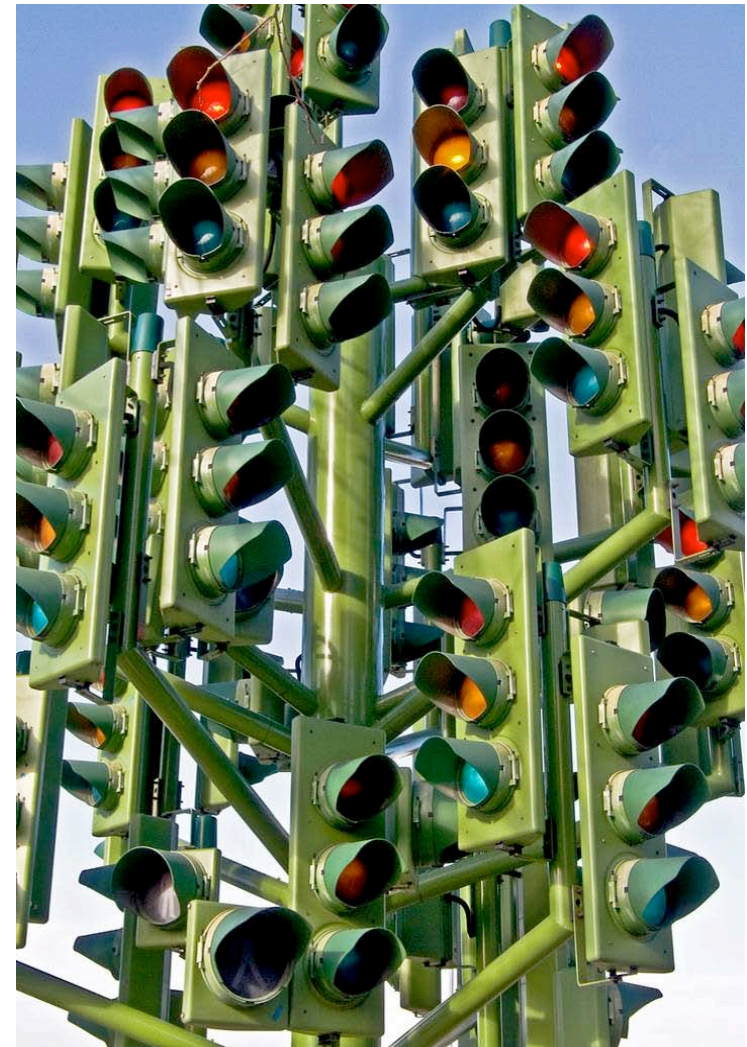


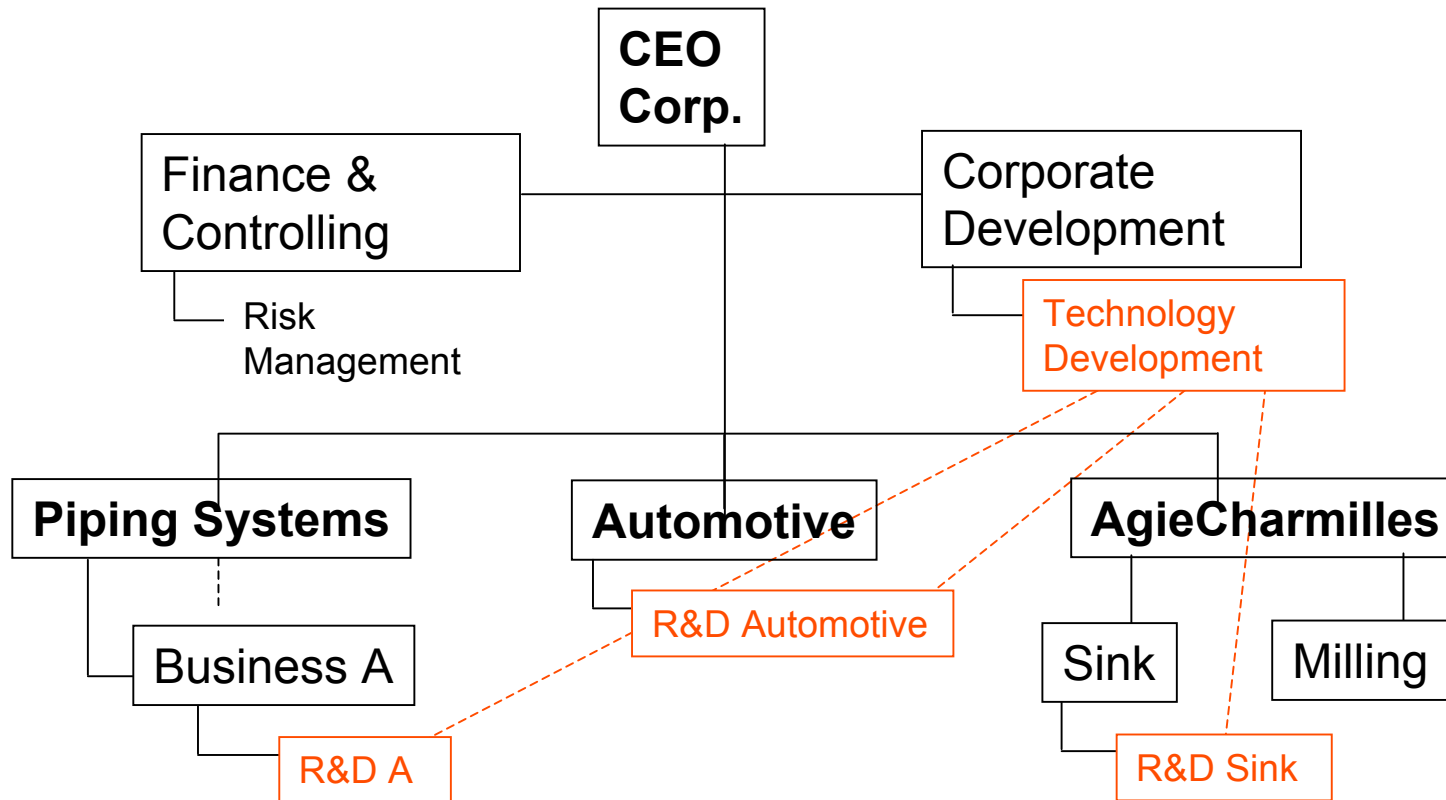
GF Piping Systems

25%

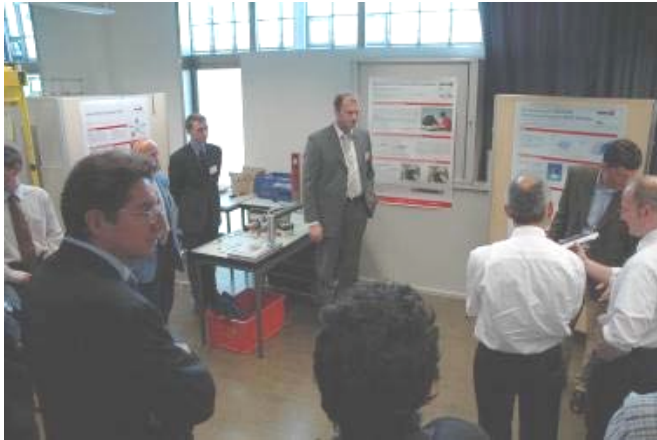


- Worldwide **network** of information, high mobility
- **Complex** relationships with customers, suppliers, researchers in a global context
- GF active **on all continents**
- **Time-to-Market** shorter and shorter
- Number of **Patents** increasing steadily
- **Innovation pressure** increasing





Main Tasks of Techn. Development:
New Business Development
Technology Screening and Import



- **Import** of state-of-the-art knowhow
- **Exposure** to academic research
- Find common interests and **generate** new project ideas

3-4 times/year, 10-20 participants

This leads to needs NOT fulfilled by the technology transfer centres (*academia*) AND technology development (*industry*)

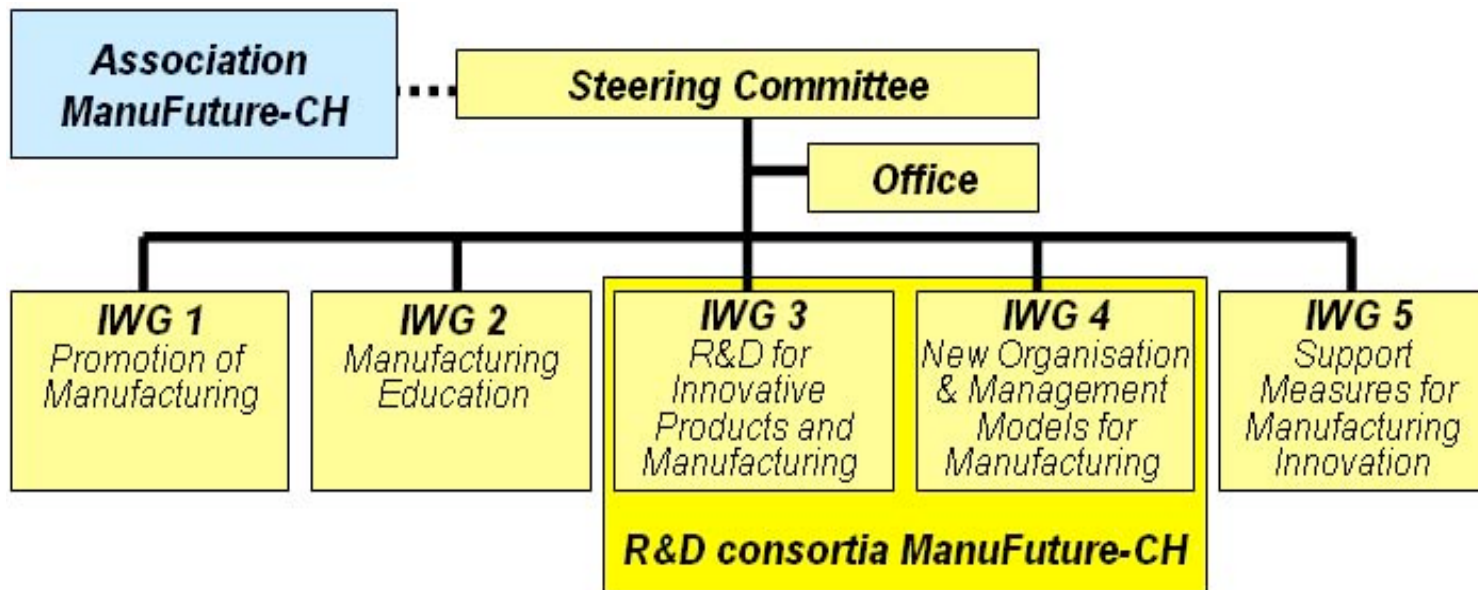


- Need for **direct support** at project start (write, challenge)
- Need for **trend setting** (articles, events)
- Access to a **network of experts** in industry and academia
- **Network** on national/international level

→ European and international networks like **ManuFuture-CH** and **IMS** (Intelligent Manufacturing Solutions)



- **ManuFuture-CH** brings together all parties involved in **manufacturing**
- ManuFuture-CH is active in several fields **from promotion to R&D**
- **Focus** is currently put on:
 - R&D project support (national/EU)
 - Events focused on selected topics
 - Trend setting with publications
 - Networking on EU level



Project support

You want to write a professional CTI or EU proposal?

You are looking for partners?

You want to meet experts?

Events on interesting topic

You want to learn on special topics in manufacturing?

You want to meet peers?

You want to present your offering?

Trend setting

You are interested in special new technologies?

You want to read about new trends?

Presentation on EU level

You want to have your needs represented on EU level?

You want to be involved in EU political institutions?

Project support



Events on interesting topic

ManuFuture Event Aarau
MedTech and Efficiency



Trend setting

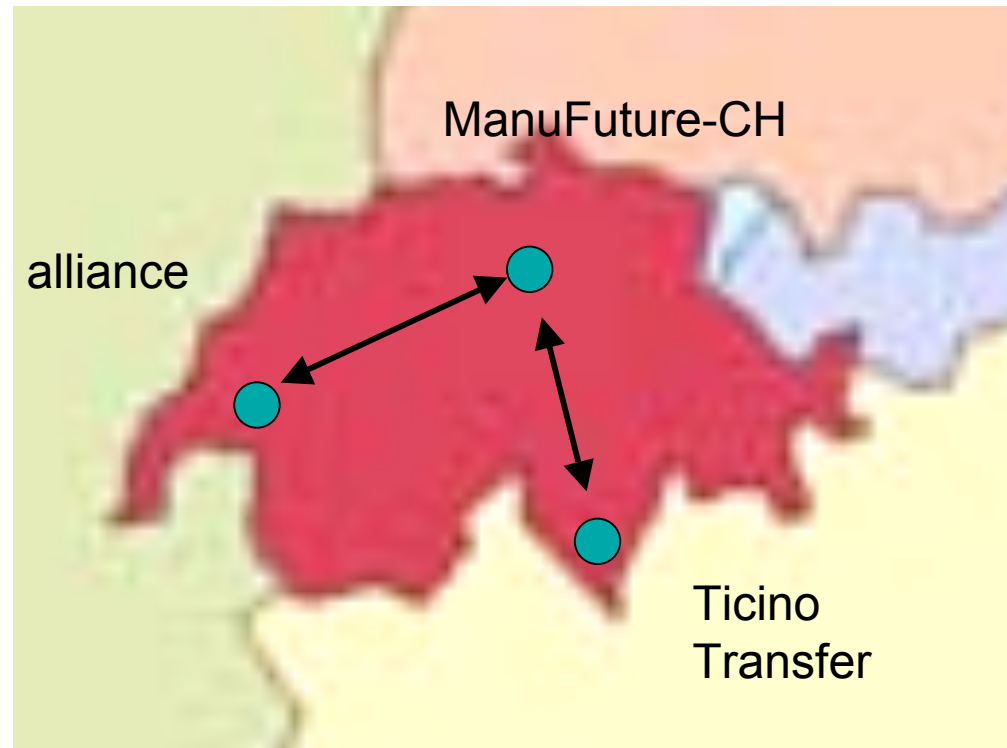


Representation on EU level

Call 4: ICT-2009.3.8 a
“Organic Photonics”



- **ManuFuture-CH** wants to be present in the regions
- **Result:** contracts with regional representatives



Planned events **Ticino Transfer** together with **ManuFuture-CH**:

- ProvocAzione: 26. November 2008
- Tour de Suisse ManuFuture:
25. September 2009
Focus on 'Globalization'
- Information: giorgio.travaglini@ticinotransfer.ch

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