TECHNOLOGY TRANSFER THROUGH REGIONAL INNOVATION CLUSTERS

Good practices of the IT-Logistics Cluster and the E-Mobility Cluster
FACTS ABOUT REGENSBURG

- **UNESCO-World Heritage site**
- **165,000 residents**
- **33,000 students at 3 universities**
- **148,000 jobs** (unemployment rate below 3%)
- **83,237 € GDP per resident**
- Catchment area of approx. **700,000 people**
- Only 60 minutes drive from **2 international airports** (Munich and Nuremberg)
- **Largest inland port** in Bavaria
EXTERNAL INFLUENCES

New opportunities and new challenges due to the downfall of the Iron Curtain and EU extension rounds

- New markets and competitors
- Supraregional cooperation of economy and science
- Outsourcing und international value chains
INNOVATION AS A KEY ELEMENT FOR SUSTAINABLE LOCATION DEVELOPMENT

Conclusion for Regensburg

- Positioning of the location as an internationally visible business location
- Support for research and development, especially in the context of higher education
- Regional Innovation and **Cluster Policy:**
  - Bio-Technology (1999)
  - Information-Technology (2001)
  - Sensor-Technology (2006)
  - IT-Logistic (2011)
  - Energy (2009)
  - E-Mobility (2011)
  - Cultural and Creative Industries (2014)
  - Health Economies (2016)
**R-TECH GMBH**

- Founded in 2001
- 100% subsidiary of the City of Regensburg
- Space for high-tech start-ups, university spin-offs and cluster organizations

**Tasks**

- Operating of the innovation and start-up center TechBase
- Management of technology clusters
PROJECTS OF THE R-TECH GMBH
The IT-Logistic Cluster is a network of companies, research institutions, universities and politics, who are focusing on the increasing importance and merging of the cross-cutting sectors ICT and logistics.

**MAIN FACTS**

- Established in 2011
- Silver Label of the European Cluster Excellence Initiative
- More than 60 members and more than 25 partner organizations
- +100 network events since 2011
The E-Mobility Cluster of Regensburg is a network developing future technologies of energy, mobility and infrastructure in Regensburg.

Together with members and partners the cluster initiates projects for a smart, sustainable and environmentally friendly evolution of transport and energy distribution.

**MAIN FACTS**

- Established in 2011
- More than 20 members and (e.g. Continental, Bertrand, AVL)
- More than 25 partner organizations
- +80 development and network events since 2011
## Good Practice Example 1: Cluster Services

### Networking
- **Access** to our networks
- **Sharing** of knowledge, technology, contacts and ideas among tenants, members and partners
- **Initiation and coordination** of projects, clusters and forums
- **Individual advice and support** for funding acquisition
- **Finding and establishing contacts** with new partners

### Marketing
- **Press releases** and publication of articles on the websites
- Monthly **newsletters**
- Promoting of partners through **social media channels**
- **Location and HR marketing** as well as the use of our online **job exchange**
- **Brochures and flyers** for advertising purposes
- **Market research** to identify trends and future topics

### Events
- Organization of diverse **networking events**
- **Joint stands** at trade fairs
- **Workshops, vocational training** and **start-up coaching**
- **Exclusive company tours**
- **Special partner conditions** for trade fairs and bookings of the conference and meeting rooms in the TechBase
GOOD PRACTICE EXAMPLE 2: RESEARCH & DEVELOPMENT NETWORKS

- Initiation of R&D Networks
- Organization of Workshops
- Fundraising for R&D Projects of the Network
- Project Management
GOOD PRACTICE EXAMPLE 3: INTERNATIONAL NETWORKS

- Block.IS
  - Catalyzing Blockchain Innovation
  - Finance | Logistics | AgriFood
- S3 SMART Specialisation Platform
- Interreg CENTRAL EUROPE Chain Reactions
- European Cluster Collaboration Platform
- SAGE Safe and Green Road Vehicles Europe
GOOD PRACTICE EXAMPLE 4: CREATE NETWORKING OPPORTUNITIES
GOOD PRACTICE EXAMPLE 6: ACTIVE FUNDING ACQUISITION

<table>
<thead>
<tr>
<th>Funding Source</th>
<th>Funding Amount</th>
<th>Projects Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT-Logistics Cluster</td>
<td>4.8 million €</td>
<td>Applied for 13 million € funding (since 2009)</td>
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<tr>
<td>E-Mobility Cluster</td>
<td>3.7 million €</td>
<td>Applied for 5 million € funding</td>
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<tr>
<td>R-Tech GmbH</td>
<td>2.5 million €</td>
<td>Applied for 1 million € funding for the Regensburg University of Applied Science</td>
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<td>DGO</td>
<td>8.3 million €</td>
<td>Applied for 2.5 million € funding for the IT-Offensive and DGO</td>
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<tr>
<td>Upper Palatinate</td>
<td>9.2 million €</td>
<td>Applied for 18 million € funding (approved projects)</td>
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<tr>
<td>City of Regensburg</td>
<td>11 million €</td>
<td>Applied for 11 million € funding received Year 2013 with 2.3m. € funding = 1 million € funding for the Regensburg University of Applied Science with 1.2 million € funding 61% of applied projects were approved of R-Tech’s largest R&amp;D-project were approved for NoFaRe with 1.2 million € funding</td>
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