



Deutsch-Tschechische
Industrie- und Handelskammer
Česko-německá
obchodní a průmyslová komora



IHK Regensburg
für Oberpfalz / Kelheim

Technology Transfer - finding and understanding an enterprise

Richard Brunner

IHK Regensburg für Oberpfalz/Kelheim | Regional Office Pilsen
05.02.2019 | German Embassy | Prag

**Czech-German Day of
Applied Science**





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Regensburg
für Oberpfalz / Kelheim

Regional Office Pilsen IHK Regensburg für Oberpfalz/Kelheim DTIHK Prag / AHK Tschechien

Core Activities

- ✓ Information, consultancy and services
- ✓ Networking platforms (General Manager and HR-Roundtable)
- ✓ Pooling of company interests and political consulting
- ✓ Education, training and employer branding
- ✓ Platform „Science and Industry“





One of the most successful and dynamic border regions in Europe

Steadily growth of industrial sector with main focus on automotive, electronics, mechatronics and industrial services

Industry changes from lowcost production to high end production standards and products

Rising number of startup's, R&D and engineering companies

Best labour market data in Czech Republic vs. war for talents in all industrial sectors

Innovation facilities in the cross-border region



RICE



FAKULTA
ELEKTROTECHNICKÁ
ZÁPADOČESKÉ
UNIVERZITY
V PLZNI

NTIS – The New Technologies for the Information Society Research center of the Faculty of Applied Sciences

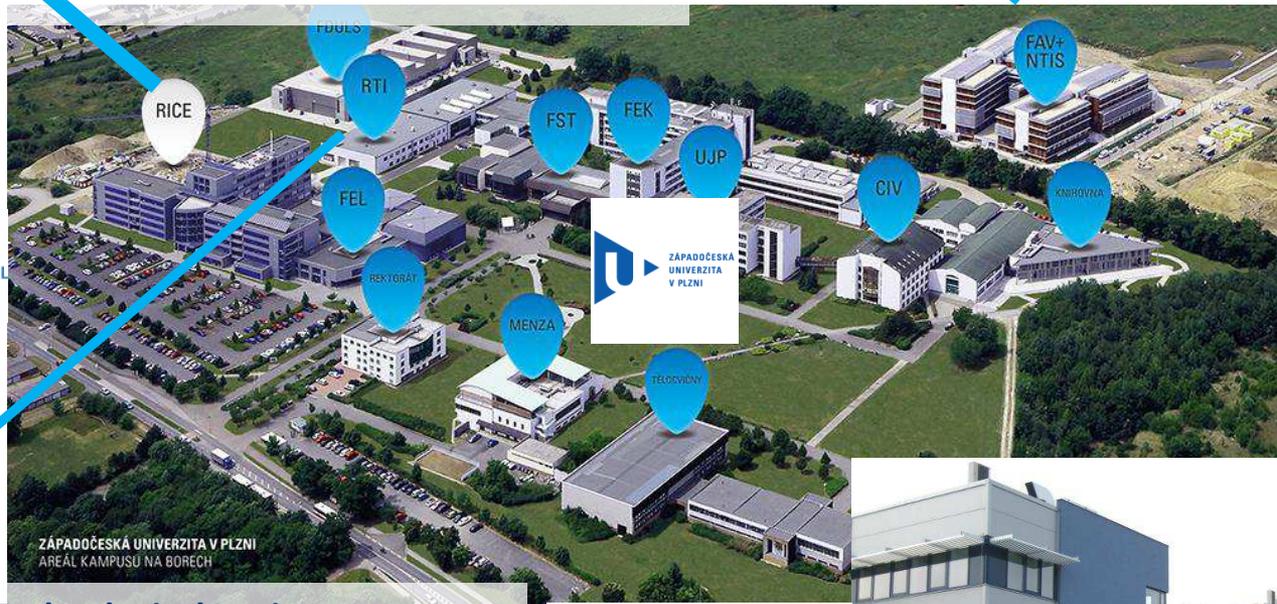


FAKULTA
APLIKOVANÝCH VĚD
ZÁPADOČESKÉ
UNIVERZITY
V PLZNI



RICE – The Regional Innovation Centre for Electrical Engineering Research center of the Faculty of Electrical Engineering

FAKULTA
MECHANICKÉHO
INŽENÝRINGU
UNIVERZITY
ZÁPADOČESKÉ
V PLZNI



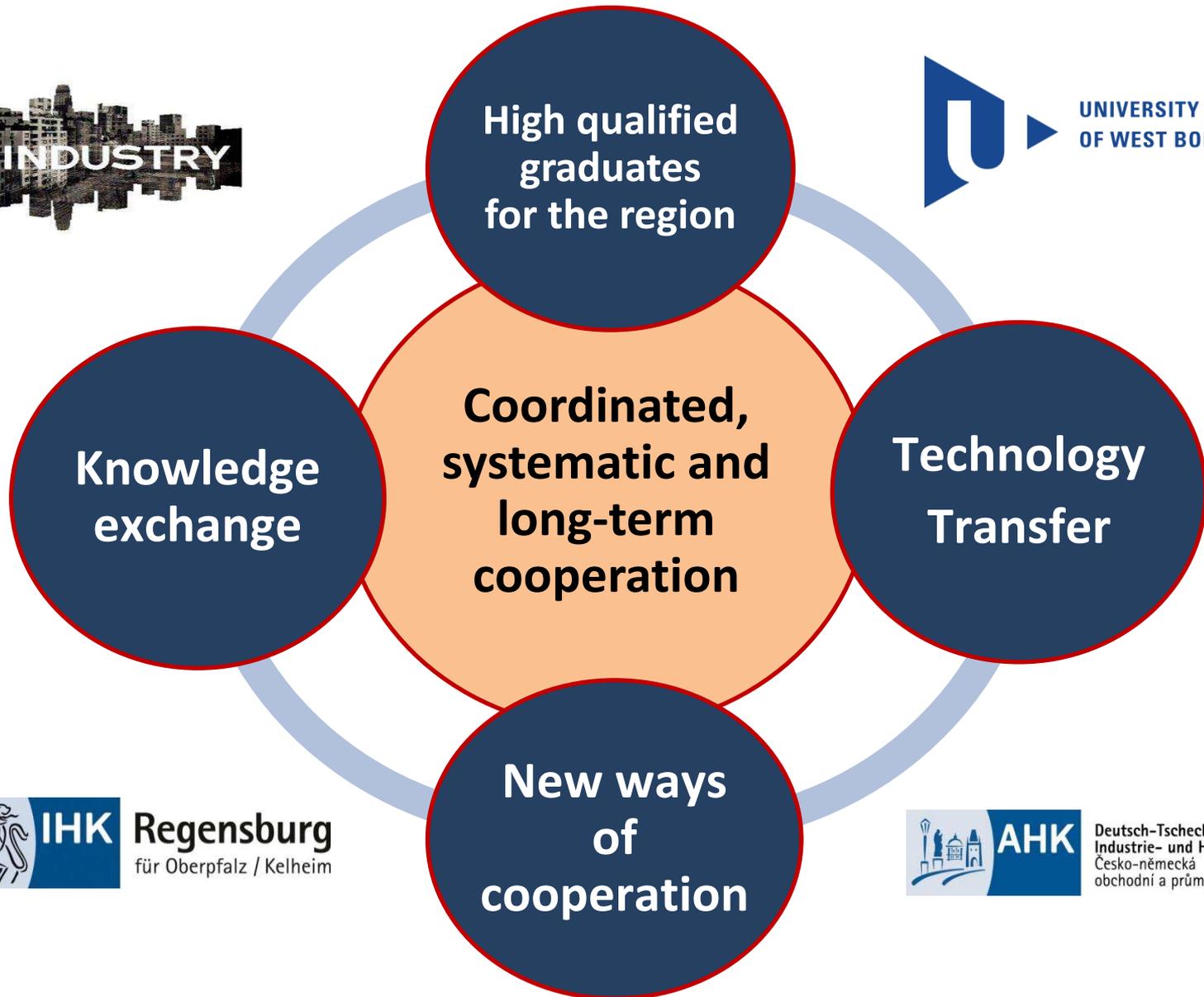
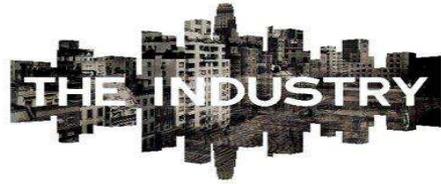
RTI – The Regional Technological Institute Research center of the Faculty of Mechanical Engineering

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UNIVERZITY
ZÁPADOČESKÉ
V PLZNI



NTC – The New Technologies - Research Centre Science and technology park Pilsen 6th river

Goals of the platform „Science & Industry“



Needs and expectations from different pov's



Industry expectations	University
Applied Research	Applied Research
Understanding the needs of the companies	Acquire more students
Exchange of experience – students in the practice, technology transfer	Network of industrial partners
Meet the demand for skilled workers throughout the region	
Dual study	
Encourage interest in technical courses	



Platform „Science & Industry“

Priorities of the cooperation



Applied Research



**Employer Branding
and Recruiting**



**Human Resource
Development**



**Networking and
Eventmanagement**



**Encourage interest
in technical studies**



Employer Branding / Recruiting / HR-Development



Úspěšní absolventi ZČU v německých firmách - 6. díl

Absolventi Univerzita Úspěchy



Showcasing inspiring Alumni to promote student recruitment: Profiles of successful graduates

Absolvent oboru Kybernetika a řídicí technika Fakulty aplikovaných věd Martin Valenta pracuje v ZF Engineering od jejího založení. Jaké možnosti mu společnost nabídla?

Martin Valenta, absolvent oboru kybernetika a řídicí technika na Fakultě aplikovaných věd, pracuje ve firmě ZF Engineering od jejího založení v roce 2007. V podniku, který převážně vyvíjí a testuje software pro řídicí jednotky automatických převodovek a dalších prvků pohonného systému, je vedoucím vývoje softwaru.

Je šestým z úspěšných absolventů ZČU v německých firmách, které vám každé pondělí představujeme.

Proč jste si pro svoji kariéru vybral právě firmu ZF Engineering Plzeň?

Zvítězil u mě zájem o oblast automobilového průmyslu a také možnost uplatnit znalosti získané během studia kybernetiky na Fakultě aplikovaných věd Západočeské univerzity v Plzni.

Čím vás práce pro německou firmu obohatila, jaké vám poskytla možnosti pro kariérní rozvoj?

Applied Research / Technology Transfer



Werkzeug- innovationen mit additiver Fertigung

Dienstag, 5. Februar 2019
10.00 - 13.00 Uhr
Pilsen - Techmania Science Center

- » Trends und Praxis bei additiv gefertigten Schneidwerkzeuge
- » Produktivitäts- und Qualitätssteigerung bei der Herstellung Formen und Gesenken



Inovace řezných nástrojů, nástrojů a zápusťtek s využitím aditivní výrobní technologie

„Meeting point university“
Czech-Bavarian experts' meetings at the
Westbohemian university in Pilsen

úterý, 5. února 2019
10.00 - 13.00 Uhr
Plzeň - Techmania Science Center

Special topic
Cross – Border discussion and networking
Laboratory visit

- » Metal Additive Manufacturing
- » Frézovací hlava KRAKEN
- » Inovace řezných nástrojů
- » Nové trendy ve výrobě forem a zápusťtek



Encourage interest in technical studies



- ✓ 8 primary schools in Pilsen, Stribro, Horsovsky Tynn, Stankov and Tachov
- ✓ 280 pupils involved
- ✓ 7 companies for financial support and trainers

Applied Research

Regular exchange with the Technology transfer office of the Westbohemian university



Chamber of commerce as a channel between academia and industry



Platform Science and Industry Pilsen Region ...

We're on the way ...

Enormous potential for cooperation



Partner Circle with leading companies

Cross-border networking and projects

Regional Innovation Strategy for Pilsen Region (RIS 3)

Branding within Czech Republic and on the European level



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Thank you for your attention!

Richard Brunner

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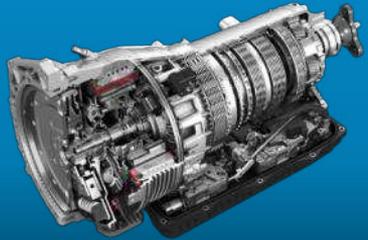


Technology transfer – finding and understanding an enterprise

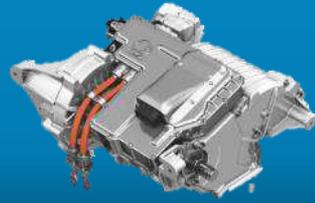
Mathias Eickhoff | DIT | D



ZF will help shape the future in four technology areas and across all mobility & industry segments (IoT as the driving force)



8-speed plug-in hybrid transmission

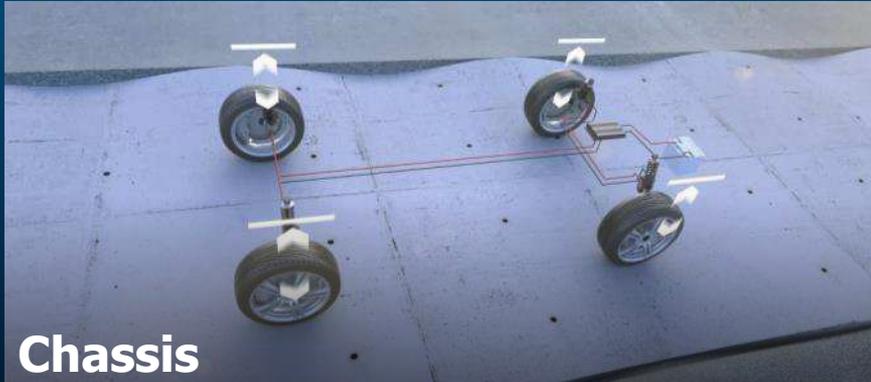


eVD

Drive



Safety



Chassis



LIDAR



Camera



Radar



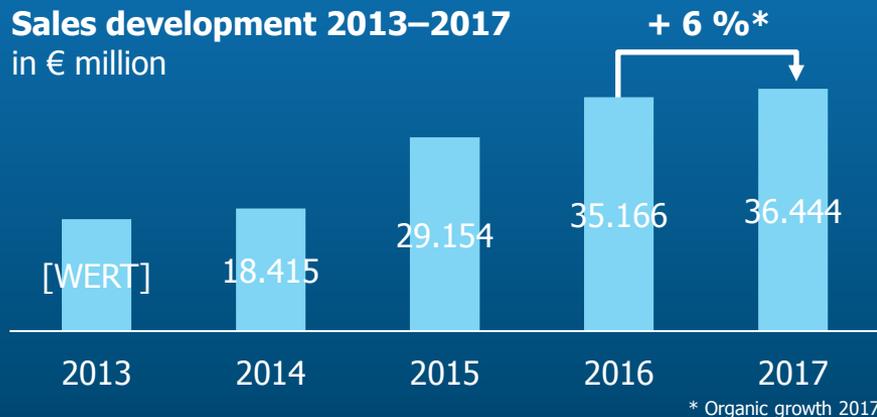
ZF proAI supercomputer

Sensors



ZF is growing disproportionately, both in an organic and inorganic manner

Sales development 2013–2017 in € million



Employees 2017 (end of the year)

Europe	86,227	thereof in Germany	51,152
North America	35,076		
South America	5,846		
Asia-Pacific	17,538		
Africa	1,461		
Total	146,148		
Thereof		Research and Development	16,250



Key Figures

Research and Development

A Brief Profile on 2017

Patent applications:

2,161

ZF is one of the top patent applicants in Germany

Main development locations:

€ 2.2 billion

Employees:

16,250



Background: ZF as innovation leader

ZF as a TOP 5 global supplier of automotive parts needs and wants to include external knowledge into own developments.

- Main fields of initiatives are focused on “Vision Zero” strategy – zero accidents and zero emissions
- Main product fields are:
 - autonomous / automated driving,
 - vehicle motion control,
 - eMobility and
 - integrated safety.
- We are building an **Ecosystem** with partnerships, Joint ventures and universities.
- **Core strategy is to integrate the knowledge where the knowledge is – worldwide.**
- Thus, **we in Plzen** are striving for partnership with local / regional universities:
 - ZCU Plzen – close distance and wide area of engineering disciplines
 - UTB Zlin – access to specific faculty



RIS3 Strategy in Czech republic

Basics and how we as a major player in R&D assess it

What is RIS?

- RIS = Regional innovation strategy. Innovation program initiated by CZ government, target to establish “innovation hubs” & innovation mindset in all CZ regions (kraje) → aim to be “smart accelerator” (kraj’s role is seeding, not implementing)
- Vision/mission in Plzensky Kraj (PK) = “modern + attractive industry region, its prosperity based on creative use of latest technologies” (main pillars: education, cooperation, startup culture, branding)

What did we as company do so far?

- Inform us about status and available documents. Held meetings with the RRA PK (regional development agency) to *provide them feedback and input* for strategy development and implementation.

How do we rate the RIS3 activities?

- There is much content in the strategy, however we are unsure if there is really a cooperation / alignment between the different CZ regions (about who deals with which focus atd...). Much of the content seems to be quite “generic”.
- The involvement of companies (not only industry, R&D) is not so high at this moment.
- Main stakeholders: mesto, kraj, univerzita.
- The topics are only moving slowly (39 projects defined in PK)
- Target budgets are wide spread, only 3 main activities have significant budget. We would appreciate clear focus.

So, we are happy about the initiative, but would wish more focus and output.

Assessment of cooperation with ZCU – Western Bohemian University in Plzen

Situation:

- There are basically 3 faculties in our interest:
 - FST - Mechanical engineering
 - FEL - Electrical engineering
 - FAV - Applied sciences, incl. IT and cybernetics.
- With all of them we are in contact, however there is no common strategy and guideline for cooperation.
Examples:
 - Support of various activities like lectures, exam events, Formula Student team, ...
 - Different approaches in the faculties for industry cooperation.
 - Company offices on the campus are treated differently.
- There seems to be at the moment no intention from the "rektorat" to streamline these cooperation conditions.
- The cooperation approaches are not on the level we know from Germany, what is also due to less experience at the universities for such cooperations.

Core message:

- **Cooperations need structures, standards, processes, responsables.**
- **We will continue to use all possible approaches. DTIHK is a helpful enabler.**

Thank you.

