**FRAUNHOFER VENTURE**

**Fraunhofer Venture Team**
With comprehensive business and law expertise, our team is in the position to perfectly complement the technology competence throughout the Fraunhofer units.

**Mission**
We support start-ups in marketing Fraunhofer technologies.

**Services**
Based on existing research results, the services range from the generation of the idea up to the best possible marketing. If the technology is suitable for founding a spin-off, we support the teams at an early stage in all related questions: business model, legal framework, business plan development, financing, etc.

**History**
With our support, approximately 200 successful start-ups across a wide variety of industries have been realized since 1999. Based on the long-term experience, the spin-off support tools underwent continuous development; in particular FFE and FFM have established themselves as effective spin-off support programs.
OBJECTIVES
FFE is a Fraunhofer-internal support program with the aim of supporting the transfer of Fraunhofer technologies through spin-offs. The financial means from the FFE program may be used to support final research and development activities and the creation of a detailed realization concept (business plan). With FFE there is the time and the financial scope to advance the spin-off project. In the ideal case, the spin-off is actually realized at the end of the FFE period.

REQUIREMENTS
– The focus is on the commercialization of innovative products, procedures and/or services whose technological principles have been developed in research units of the Fraunhofer Gesellschaft.
– The prospective spin-off does business in new markets with a potential for growth.
– The business model seems realistic and sustainable.

ELIGIBLE COSTS
– Mainly personnel costs of the Fraunhofer employees
– Non-personnel costs for external services, training, materials, and travel expenses

EXTENT
– Project volume: up to 150,000 € (50% headquarters, 50% institute)
– Project duration: up to 12 months

ADMINISTRATION
– FFE application
– Realization concept
– Project calculation
– Institute’s opinion
– Regular reporting
– Informative business plan at the end of the program period

DECISION
– Internal committee of experts
– Regular meetings during the year
OBJECTIVES
FFM is a support program for Fraunhofer spin-offs for completing the start-up team’s entrepreneurial skills with important management competences. Coaches or initial managers may be financed for example who fit the individual needs of the spin-off.

REQUIREMENTS
– All spin-offs Fraunhofer invests in may be supported.
– Additional management competences are financed.
– The start-up team is open towards new management approaches.

ELIGIBLE COSTS
– Honoraria for external consultants
– Fees for coaching, training, and seminars
– Salaries of external managing directors

EXTENT AND CONSIDERATION
– Project volume: up to 100,000 €
– The Fraunhofer Gesellschaft is granted protection from dilution and/or revenue/liquidation preference

ADMINISTRATION
– FFM application
– Shareholder’s agreement
– Regular reporting

DECISION
– Internal committee of experts
– Regular meetings during the year

SPECIFICS
– FFM support contributes to the spin-off’s equity capital.
– There is no repayment requirement.
– With jointly defined milestones and short contractual relationships, funding may be adapted systematically and without delays.
– The spin-off is the direct contractual partner of the coach/manager/director and solely responsible for choosing this person.