» Building on success
by focussing on the future «
Headquarters Location

'Haus der Wirtschaft' in Stuttgart – Headquarters location of the Steinbeis Foundation
Philosophie Steinbeis

- Développement est développement socio-économique
- Le développement socio-économique passe par le développement des entreprises PME/PMI = Mittelstand
- Enseignants-chercheurs et étudiants avancés doivent pouvoir entrer en synergie avec des entreprises
Philosophie Steinbeis

- Le triangle magique:
  - Recherche
  - Enseignement
  - Conseil
- L’enseignant-chercheur et l’étudiant dans l’entreprise
- Des services aux prix du marché…
Steinbeis Network

Services
Consultancy Services, Research and Development, Evaluation and Expert Reports, Training and Further Education, Steinbeis University Berlin

Transfer Network
Steinbeis Enterprises and subsidiary companies as well as cooperation and project partners worldwide

Competence
in all fields of technology and management

Customers
more than 10,000 per year; companies, organizations of all sizes and areas of business, individuals

Staff
of over 4,600 including professors, permanent staff, project-oriented staff
Ferdinand von Steinbeis (1807-1893)

- Technical advisor, director and chairman of the Headquarter for Trade and Commerce (1848-1880) Kingdom of Württemberg (Stuttgart)
- Promoter of technology transfer
- Founder of vocational schools, weaving and women’s schools
- Promoter of the industrialization in Württemberg
- Father of dual training:
  „Industrial workers of the future depend upon theoretical knowledge combined with practical skills.“
### Development of the Steinbeis Foundation (1972-2005)

**Foundation and growth of the Steinbeis Foundation**

Prof. Dr. Johann Löhn appointed Steinbeis-Foundation Chairman of the Board in addition to his present position as Baden-Württemberg Government Commissioner for technology transfer. Technical consulting services from 16 Universities of Applied Sciences in Baden-Württemberg merge to establish the Steinbeis Foundation. Separate Steinbeis Transfer Centers expand transfer network to include Universities of Applied Sciences.

**1983**

- Establishment of several Steinbeis Transfer Centers at Baden-Württemberg universities opens the door to further transfer potential

**1990**

- Steinbeis Transfer Centers founded nationwide, beginning in Bavaria

**Steinbeis GmbH & Co. KG für Technologietransfer established**

Operating unit for growing economic activities

**1972**

- Founding a non-profit foundation under civic order. Foundation capital: 34.768 EUR

**1994**

- Founding and official recognition of the Steinbeis University Berlin

  Prof. Dr. Johann Löhn named founding president.

**1998**

- Establishment of several Steinbeis Transfer Centers at Baden-Württemberg universities opens the door to further transfer potential
# Development of the Steinbeis Foundation

## (1972-2005)

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999</td>
<td>Move overseas: First Steinbeis offices in Asia, Steinbeis Japan Inc.</td>
</tr>
<tr>
<td>2002</td>
<td>„Steinbeis-Edition“: specialist publisher established to issue trade publications of the Steinbeis University in Berlin and the Steinbeis transfer network</td>
</tr>
<tr>
<td>2004</td>
<td>20 years of successful growth  Prof. Dr. Dr. h.c. mult. Johann Löhn steps down as Chairman of the Board Prof. Dr. Heinz Trasch appointed new Steinbeis Foundation Chairman of the Board.</td>
</tr>
<tr>
<td>2005</td>
<td>Founding of the Steinbeis Beratungszentren GmbH Consulting, coaching and economic promotion  Founding of the Steinbeis Forschungs- und Entwicklungszentren GmbH Market- and transfer-oriented research  Founding of the Steinbeis Innovation gGmbH Non-profit organization for promoting applied research</td>
</tr>
</tbody>
</table>
Board of Directors
  Prof. Dr. Heinz Trasch (Chairman)
  Prof. Dr. Michael Auer

Board of Trustees
  Prof. Dr. rer. nat. Dr.-Ing. E.h. Max Syrbe
  (Chairman of the Board of Trustees and the Committee)

  Prof. Dr. Dr. h.c. mult. Johann Löhn
  (Honorary Trustee)

22 representatives and alternate members from trade and industry, economic research institutions, politics and the public sector
Steinbeis Network
(status: 12-31-2005)

Steinbeis Foundation
Board of Trustees and Committee/Executive Board

- Steinbeis GmbH & Co. KG für Technologietransfer
- 222 Steinbeis Enterprises at Universities of Applied Sciences
- 152 Steinbeis Enterprises at universities and research bodies
- 38 Steinbeis Enterprises at Universities of Cooperative Education
- 215 Steinbeis Enterprises with cooperation partners
- 86 Steinbeis shareholdings
The Steinbeis Foundation has established 710 Steinbeis Enterprises in Germany – spread across all federal states.

<table>
<thead>
<tr>
<th>Region</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baden-Württemberg</td>
<td>435</td>
</tr>
<tr>
<td>Berlin</td>
<td>79</td>
</tr>
<tr>
<td>Bavaria</td>
<td>43</td>
</tr>
<tr>
<td>Mecklenburg-Vorpommern</td>
<td>34</td>
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<tr>
<td>North Rhine-Westphalia</td>
<td>22</td>
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<td>Saxony</td>
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<td>Thuringia</td>
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<td>Saxony-Anhalt</td>
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<td>Lower Saxony</td>
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<td>Hessen</td>
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<tr>
<td>Bremen</td>
<td>5</td>
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<tr>
<td>Rhineland-Palatinate</td>
<td>3</td>
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<tr>
<td>Brandenburg</td>
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<tr>
<td>Hamburg</td>
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<tr>
<td>Saarland</td>
<td>1</td>
</tr>
<tr>
<td>Schleswig-Holstein</td>
<td>1</td>
</tr>
</tbody>
</table>
Technology Transfer with Steinbeis

- utilizing research results
- making expertise available
- offering holistic solutions
- expanding the Transfer Network
- operating through decentralization
- safeguarding strict confidence

- providing commercial solutions for public sector assignments
- state as customer
Steinbeis Services

Consulting
at every stage of the value chain

Research and development
fostering successful transfer

Evaluation and expert reports
forming the basis for decision making

Training and employee development
as a key competitive factor
Steinbeis Services

Consulting

at every stage of the value chain

- new technologies
- process, methods and systems
- financing and shareholding
- regional business development
- corporate coaching
- business intelligence
- management
- marketing
- products
- sales

Extensive consultancy service within projects and companies along the economic value chain
Steinbeis Services

Research and development

fostering successful transfer

- information and communication technology
- life sciences
- miniaturization
- optoelectronics
- process engineering
- new materials
- embedded systems
- environmental and power engineering
- industrial sensors

Relevant, trendsetting know-how and longlasting experience in all branches of technology. Special competence in economically important fields of technology and growth.
Steinbeis Services

Evaluation and expert reports

forming the basis for decision making

- technologies
- technical and economic solvency
- business evaluation
- management
- International relations
- shareholdings

Our evaluation and expert reports help you to make important decisions and acquire strategies to ensure future success.
Training and employee development

as a key competitive factor

- courses of studies leading to officially acknowledged degrees at the Steinbeis University Berlin – 15 programmes différends pour salariés et autres professionnels allemands ou étrangers

- successful instruments for executive and technical qualification in seminars, workshops or individual inhouse training

Trendsetting offers for qualification by interdisciplinary cooperation in all fields of study.

Steinbeis Haus in Berlin
location of the Steinbeis University
The following facts, figures and graphics provide a snapshot of the expertise and resources we were able to make available to and with our clients in the year 2005.

- 713 Steinbeis Enterprises
- EUR 94,9 million revenues
- 4,661 staff (part or full-time)
Revenues from the Steinbeis Network
(millions of euros, status 12-31-2005)
Staff
(status 12-31-2005)

- permanent staff
- professors
- project-oriented staff

Year | Permanent Staff | Professors | Project-Oriented Staff
-----|-----------------|------------|---------------------
1995 | 1251            | 667        | 1798                
2003 | 984             | 657        | 2373                
2004 | 1071            | 713        | 2533                
2005 | 1185            | 796        | 2680                

Strasbourg - Economie et Territoires 2006
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Merci de votre attention !

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Dr. Ekkehard LIPPOLD
Jean-Louis BURGER
Dr. Daniel PRIETO

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