

# SPIN-OFF LAB

Season 2023





*“Without the support of Uni Graz Spin-off Lab, we would not have been able to secure the € 2.5 million EU grant for our prototype.”*

Markus Hochegger



Foto: Uni Graz/Tzivanopoulos

Markus Hochegger holds a PhD in chemistry and successfully applied for the Spin-off Lab fellowship in 2021. Together with his host professor Katalin Barta Weissert both successfully raised an EU Startup grant.



# The Program

The unicorn spin-off lab is aimed at **all researchers** who would like to set up their **own business** based on their research idea.

The program supports research fellows in developing **necessary R&D** results on the way setting up a company in the near future. Each research fellow will be **employed** at the University of Graz for **12 months (+6 months optional)** and will be situated within an existing research group at the university.



Beside the R&D work supported by the host research group, University offers **coaching, mentoring and international networking** together with partners from industry. An individual project plan including milestones and an early **follow-up strategy** for the time after the fellowship will improve the quality and the success rate of the spin-off lab project.



## Who can apply?

**Junior researchers** and **graduates** who have research results and ideas with high commercial potential.

A letter of commitment signed by the potential **host professor** at the University of Graz is mandatory for the application. An active employment contract with the university is not mandatory at the time of the application.

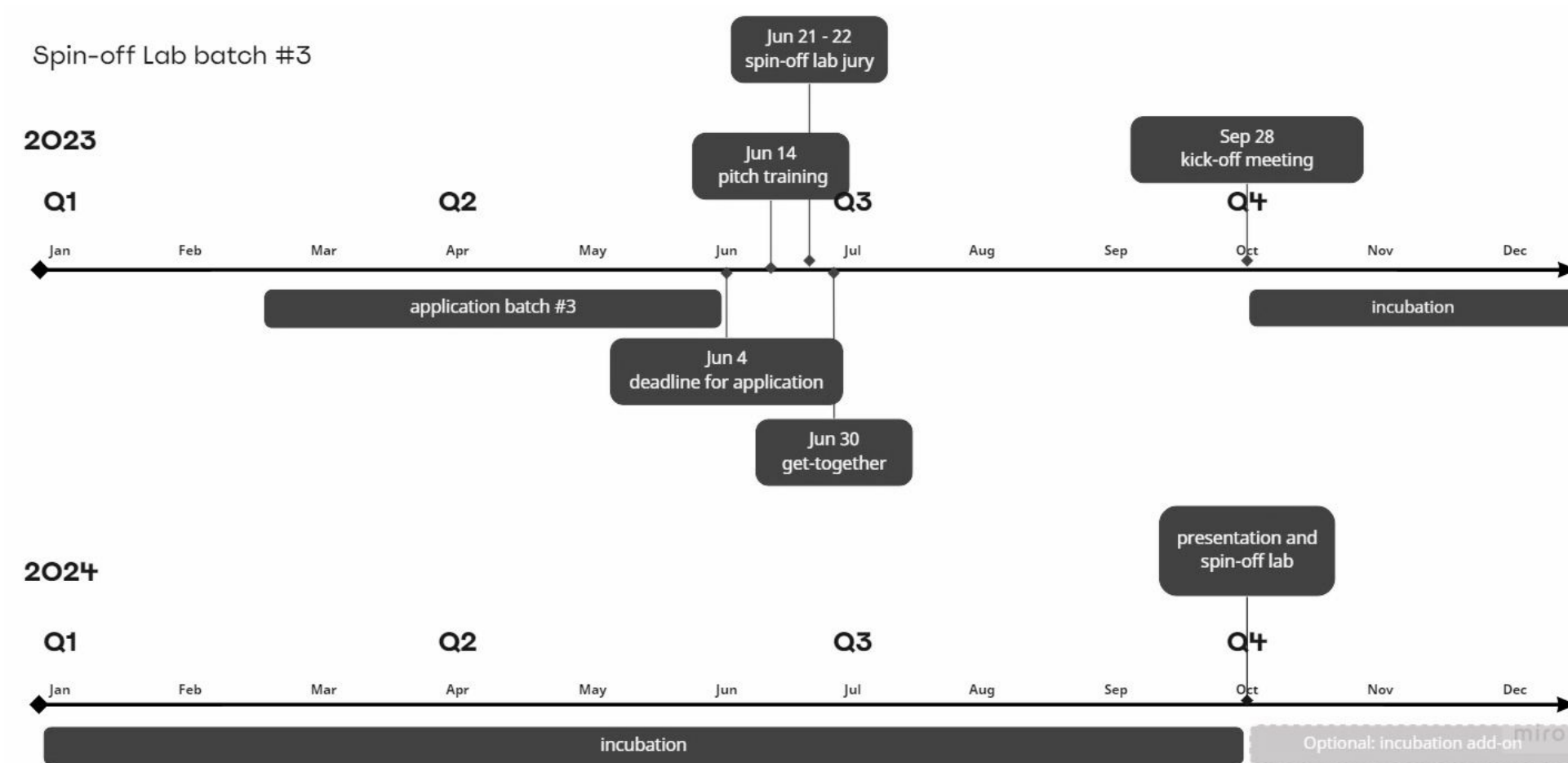


The University of Graz aspires to be a gender and diversity-sensitive educational and research institution. As such, we act according to the principles of equality, equal opportunities and anti-discrimination and take measures to remove barriers for disadvantaged groups.

The University of Graz aims to increase the proportion of women, especially among academic staff, and therefore expressly invites women to apply. Particularly in the scientific field, we welcome applications from people with disabilities who have adequate qualifications for the job advertisement.



# Process



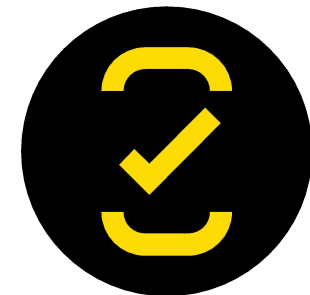
## Optional

If the status of the project is promising, an option for an extension of the program up to totally 18 months is possible.



# Program goals

- comprehensible **project plan** with milestones and resources including feedback by scientific and industry experts
- reliable **research results** supporting a future commercial spinoff company
- ideally a **patent** application supporting the core of the technology
- **business plan** and follow-up **strategy** in terms of spin-off company formation, incubation and funding
- networking and international **pitch event**





# Workshops and Networking

## Startup Basics (min. 3 Vorträge)

- 1x1 of starting a business
- Innovation & Idea Validation, Startup Ecosystem
- Business Models and Business Model Canvas
- Managing and financing a start-up

## Prototyping basics (min. one specialization)

- Digital: app & website creation
- Manufacturing techniques: mechanical processes
- 3D printing: CAD programs

## 2-weekly Jour Fixe with the main mentor

Our mentors support with the challenges.

## Founder Stories

Learning from the experiences of founders.

## Sales Workshop

Customer access and focus on the road to success.

## Business Plan Workshop

Plan your business.

## Speed dating day with the start-up ecosystem.

Network with funding bodies, incubators, etc.



## University Spin-off lab offers:

- individual **coaching** and **milestone plan**
- temporary **full-time employment** (12 + optional 6 months, up to postdoc salary\*)
- **Shared office desk** in the unicorn building for the duration of the project
- individual **support** from **mentors** and **coaches**, university and industry partners
- **budget** for consumables/material costs
- **involvement** in the startup community and relevant networking

Start-up know-how through **workshops** and offers from the **Center for Entrepreneurship** and Applied Business Administration



\*dependent on individual classification according to applicable university law





## Expert Jury



### Sara Carniello

Sara works as scientist at Joanneum Research, where she investigates the sustainability of new technologies and materials. She has worked for the electronic industry, where she covered different technical and management roles. In 2019 she founded a GreenTech start-up, followed by her own consulting company METINSI. She is FH lecturer and start-up mentor. Beside her working experience she brings in the jury her passion for sustainable development.



### Sara Matt

Sara is the head of the transfer center *Science-Economy-Society* at the University of Innsbruck. As former president of the European Association for Knowledge Transfer *ASTP* and expert for the European Commission she has a strong international background. Her professional focus is the commercialization of university know how, support and management of spin-off activities and enhance the entrepreneurial mind set of university employees.



## Expert Jury



### Markus Fallenböck

Markus has been dealing with the legal and economic implementation of digital transformation for over 20 years. He is involved in many companies from the media and economic sector and is the owner of the fintech *Own360*. He was Head of Finance and HR at the Danube University Krems for several years. Being Professor for Technology and Innovation Law and Vice Rector for Human Resources and Digitalization at the University of Graz, he brings in a broad range of expertise.



### Alexander Schwartz

Alexander is a partner at *IST cube*, a venture fund focusing on deep tech startups and academic spin-offs. He was a research fellow at IIASA, a leading European think-tank and gained many years of experience in management consulting with McKinsey & Company. His focus has been on strategy, innovation, and M&A in chemicals, materials, agriculture and life-science related industries.



## Expert Jury



### Christian Gruber

Christian is a biochemist and digital innovator. He has gained broad experience during his scientific work at the competence center ACIB and the University of Graz. He is driven by a passion for modelling biological systems and for translating science into industrial solutions for biotech and pharma. As co-founder and CEO of University of Graz spin-off company *Innophore*, he offers a broad experience in the transition from science to start-up business.



### Astrid Preisz

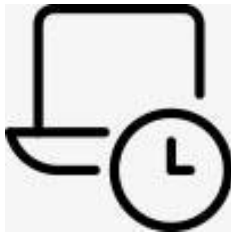
Astrid is Head of Scientific Coordination and Intellectual Property at the Austrian Centre of Industrial Biotechnology (acib). acib is a research center that operates at the interface between industry and academia and has made supporting budding start-ups at an early stage a key objective. Astrid is involved in technology transfer, IP management, framework and program development and her department also deals with grant applications and science communication.



# Benefits provided by University of Graz



Accessibility



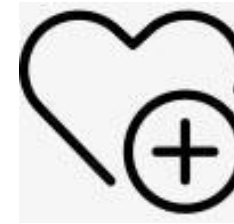
Flexible  
working time  
models



Childcare



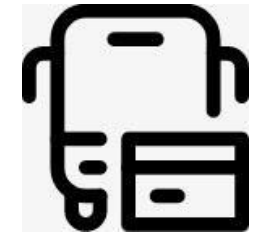
Support for  
family  
caregivers



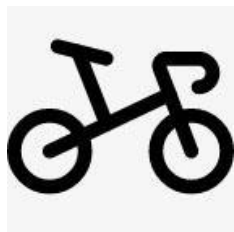
Occupational  
health  
services



Free counseling  
centers



Good public  
connections and ticket  
subsidy



Sponsored  
University  
Bicycle



Moving lunch  
break



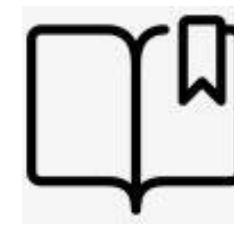
USI sports  
courses and  
sports fields



Employee  
events



Employee discounts for  
leisure, sports and  
culture



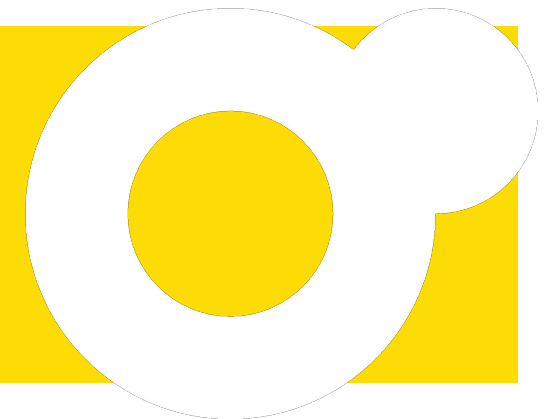
Initial and continuing  
education



# Application

- Completed spinoff lab **application form**
- **CV(s)**
- **Letter of Commitment** by PI of host research group
- Financial calculation sheet

**Upload your application here:**  
**<https://www.startup-uni.at/gründungsprogramme>**





## Contact and FAQs

Please note our extensive FAQ compilation in which we have tried to answer most questions in advance!

If you still have a question, please feel free to contact us:



**Michael Freidl**

Program Management  
Start-up-Werkstatt and Spin-off  
Lab

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**und**

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