

Berlin Adlershof
City of Science, Technology, and Media
presented to
Union of the Baltic Cities, UBC Business Commission





Location

- Approx. 8 miles (15 km) to downtown Berlin

Two Airports

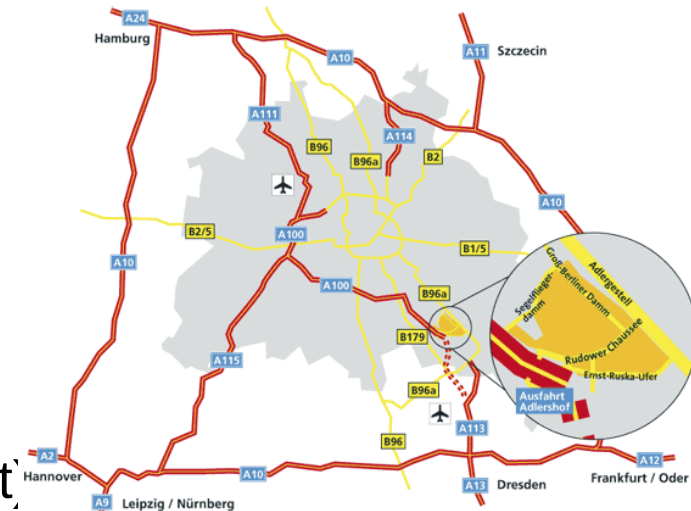
- Tegel
- **Schönefeld** (BER; Berlin Brandenburg Airport)

Excellent access to public transport

- 4 x urban railway, „S-Bahn“ (30 minutes to downtown Berlin)
- 2 x tramways, „Tram“ / “Straßenbahn”
- 2 x bus lines

Highway

- Exit „Adlershof“ (15 minutes to downtown Berlin)





Berlin-Brandenburg: Science and Technology Parks / Technology Centres

- density of the scientific infrastructure is unique in Germany
- this infrastructure provides the **best conditions for technology-oriented companies**
- 14 Technology Centers





History

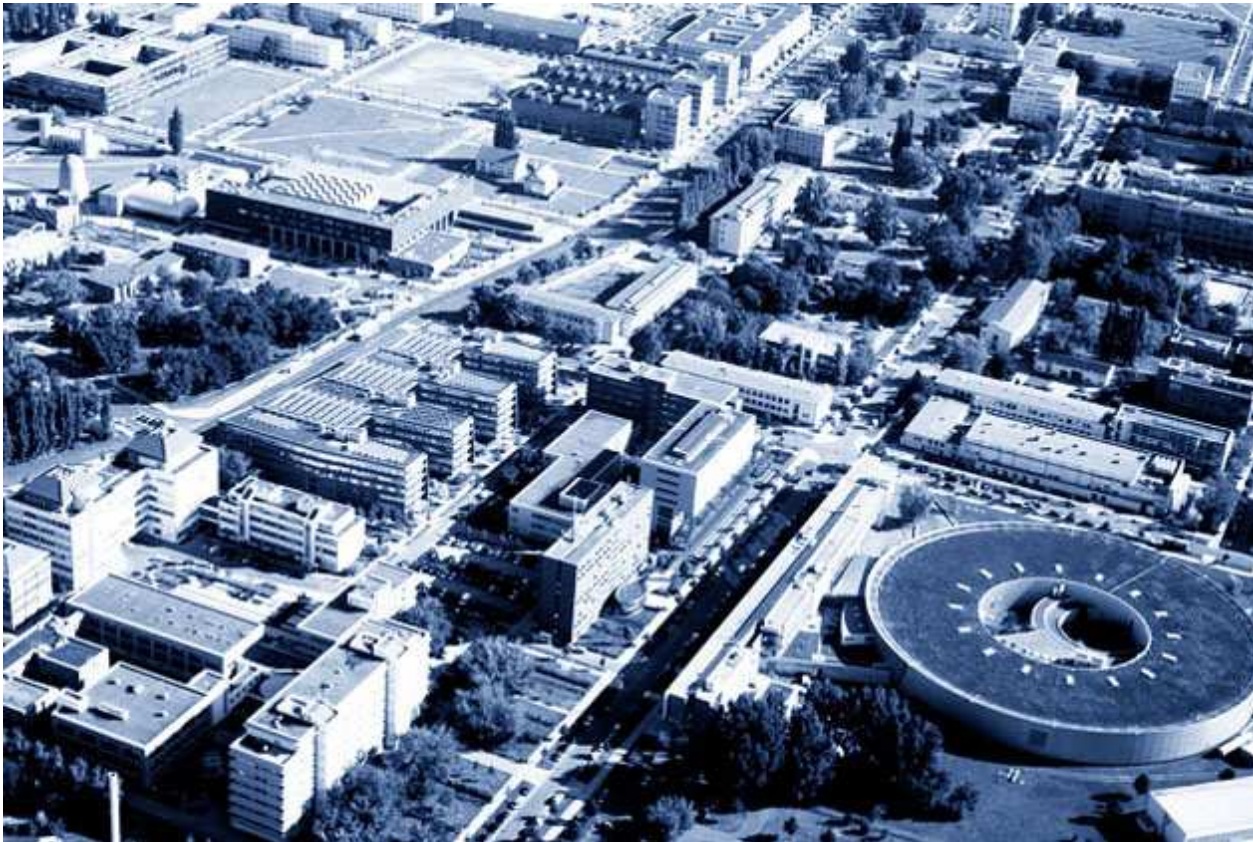
- 1909** First airfield for motorised aircrafts in Germany
- 1912** Foundation of the German Testing Institute for Aeronautics (DLV, Predecessor of DLR)
- 1949** First institute for the German Academy of Science in Adlershof
- 1951** Foundation of the guard regiment for the East German Ministry of State Security (since 1967 guard regiment „Feliks E. Dzierzynski“)
- 1952** East German television established



History

- 1990** Reunification of Germany. The Academy of Science and the East German state television both closed by the end of 1991
- 1991** Decision to build a Science and Technology Park in Adlershof
Evaluation and establishment of non-university scientific institutes
First start-up companies
Decision to move the Humboldt University's Natural Science Institutes to Adlershof
- 1993** Adlershof designated as development area

Adlershof Today



Adlershof in Figures

Area of development

420 hectares (1,038 acres)

Total number of

Institutes	17
Companies	954
Staff	14,942
Students	8,438





Adlershof in Figures

Science and Technology Park

11 non-university scientific institutes (1,760 employees)

6 Humboldt University institutes (1,056 employees; 8,034 students)

445 technology oriented companies (5,286 employees)

Media City

146 companies (1,763 employees)

Industrial Estate

363 companies (4,969 employees)



Public and private investment in Adlershof (1991 – 2012)

	1991 - 2005		2006 - 2012		Gesamt	
	Mio. EUR	%	Mio. EUR	%	Mio. EUR	%
Investitionen in Infrastruktur (Investitionen und Kosten des Entwicklungsträgers)	503	34%	167	20%	670	29%
Investment in Wissenschaftsinstitute (Humboldt-Universität und außeruniversitäre Institute)	506	34%	60	7%	566	24%
Investments WISTA MANAGEMENT GMBH	290	19%	72	9%	362	15%
Private Investments	197	13%	541	64%	738	32%
TOTAL	1496	100%	840	100%	2336	100%

GA/GRW: 156
EFRE: 140 Mio.

*HU: 246 Mio.€ IGAF: 320 Mio.€ (gesch.)



Sustainable Development

Companies in the Science and Technology Park

IT and Media	75	}	Total: 429 (2011) 445 (2012)
Biotechnology and Environment	71		
Photonics and Optics	63		
Microsystems and Materials	49		
Services	170		
Turnover in 2011/2012	€ 592 M€ / 637 M€		
Subsidies in 2011/2012	€ 33 M€ / 31 M€		



Non-University Research Institutes

Leibniz Association

- FBH – Ferdinand Braun Institute for High Frequency Technology
- IKZ – Institute for Crystal Growth
- ISAS – Institute for Analytical Science
- MBI – Max-Born Institute for Nonlinear Optics and Short Pulse Spectroscopy

Fraunhofer Association

- FOKUS – Fraunhofer Institute for Open Communication Systems

Helmholtz Association

- DLR – German Aerospace Center: Institute for Space Sensor Technology and Planetary Exploration, Institute for Transport Research
- Helmholtz-Center for Materials and Energy:
Electron Storage Ring BESSY II, Institute for Silicon Photovoltaics



Non-University Research Institutes

General

- BAM – Federal Institute for Materials Research and Testing
- Dept. I, „Analytical Chemistry; Reference Materials“
- BTU – Brandenburg Technical University Cottbus, workgroup Air Chemistry
- PTB – National Institute of Natural and Engineering Sciences Berlin Adlershof, Photon Radiometry Department

Technology Fields



Photonics and Optics

Photovoltaics/Energy

**Microsystems and
Materials**

IT and Media

**Biotechnology and
Environment**

Photonics and Optics

Fields of Competence

- Laser technology including laser medicine technology
- Optoelectronics including photovoltaic
- Spectrometry and Sensors
- Technical optics
- Synchrotron radiation
- Optical, electron beam, and X-ray analysis
- Telecommunication, fibers



Photovoltaics

Highlights of the Institutes and Companies



- Facility design, financing



- EMC filter for photovoltaic installations



- Rectifiers, controllers, systems



- Association of research institutes on renewable energies (1,500 staff)
- Headquartered in Adlershof



- Utilization of UMG Si for solar cell production



Microsystems and Materials

Fields of Competence

- Semiconductor crystals
- Reference Materials
- Special Materials
- Catalysts
- Chemical analysis
- Microsystems
- Precision engineering
- High vacuum technology



Microsystems and Materials

The Network „Center for Microsystems Technology“



Association of Berlin Research Institutes

- Goals:
 - Comprehensive project management
 - Development of microsystems technologies and products
 - Manufacture of prototypes
 - Production of small scale series
 - Functional analysis of products
 - Consulting and training for companies
 - Partnership in education
- Management located in Berlin Adlershof

IT and Media

Fields of Competence

- Production technologies
- Software Engineering
- ICT for healthcare
- Ambient intelligence
- Security technologies
- Transport and logistics
- Multimedia



Biotechnology and Environment

Fields of Competence

- Water, soil, and air analysis
- Analytics
- Biotechnology products and procedures development
- Pharmaceuticals and Medicine
- Energy-saving processes

Centres, Real Estate, Investment





Innovation and Business Incubation Centre

- Specific „incubation infrastructure“
- Benefits for start-ups: business plan consulting; office and conference services; financial consulting for grants and loans; agency for advancement and financing
- Platform for contacts and co-operations
- Floor space in total: 21,159 m²
- Incubation-Rate since 1991: over 200 companies



International Business Incubator OWZ Berlin-Adlershof

- Business Incubation with the focus on East-West business
- More than 30 companies from 12 countries: Belarus, Czech Republic, France, Great Britain, Hungary, India, Kazakhstan, Pakistan, Poland, Russia, Ukraine
- Established 1997
- Floor space in total: 13,104 m²



Technology Centres

Photonics and Optics

Photovoltaics

Microsystems and Materials

IT and Media

Biotechnology and Environment

- Special technology infrastructure
- Flexible office and laboratory area
- High quality community and service facilities
- Floor space in total: 110,000 m²





IT and Media

New Centre (ZIM3)

- Floor space in total: 6.761 m²
(for about 25 enterprises)
- Investment: 8.6 Million euro
- Start of Construction: December 2009
- Completion: April 2010





Microsystems and Materials

New Centre (ZMM)

- Floor space in total: 6.500 m²
- Special infrastructure with labs, clean room (1.050 m²), offices, pre-installed network for gases, central cooling system, high-speed communication network
- Investment: 30.5 Million euro
- Start of Construction: May 2009
- Completion: May 2011





Photovoltaic

New Centre (ZPV)

- Floor space in total: approx. 8,000 m²
- Investment: approx. 26 Million euro
- Start of Construction: October 2009
- Completion: June 2012

Photovoltaic technology (PV) has emerged as a field of technology in Adlershof within three years. As a consequence of the rapid growth PV, WISTA MANAGEMENT has decided to have a new technology centre built.





Rental Space

- Space in new buildings (Technology Centers), redeveloped old buildings and old facilities
- Minimum floorspace: 20 m²
- Maximum rental space per building: 500 m²
- Monthly rental price:
 - hall > 6.50 €/m²
 - office > 7.50 €/m²
 - laboratory > 9.50 €/m²
- Operating/additional costs per month approx. 2.50 €/m² (office use)
- Security deposit: 3 months net rent

(Sales tax not included)

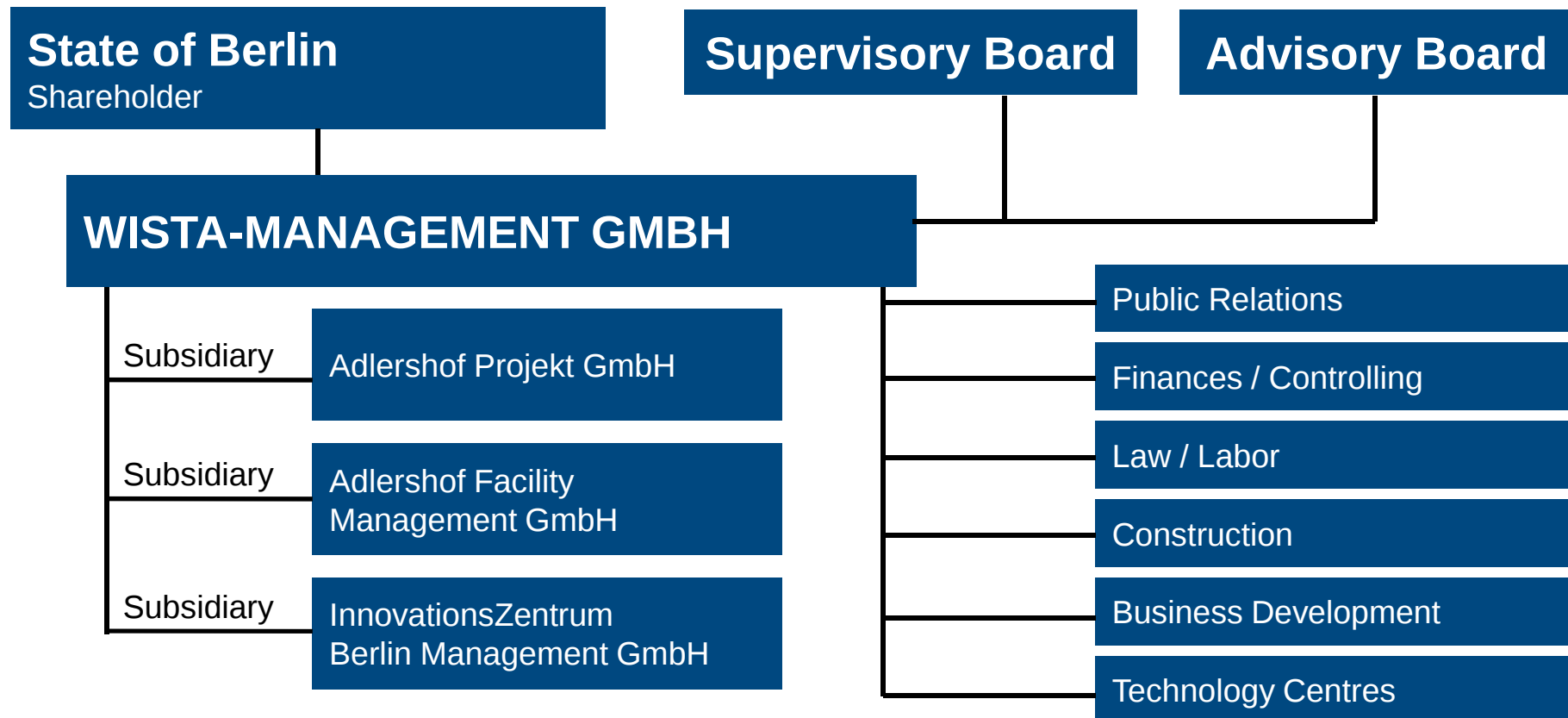


Organisation



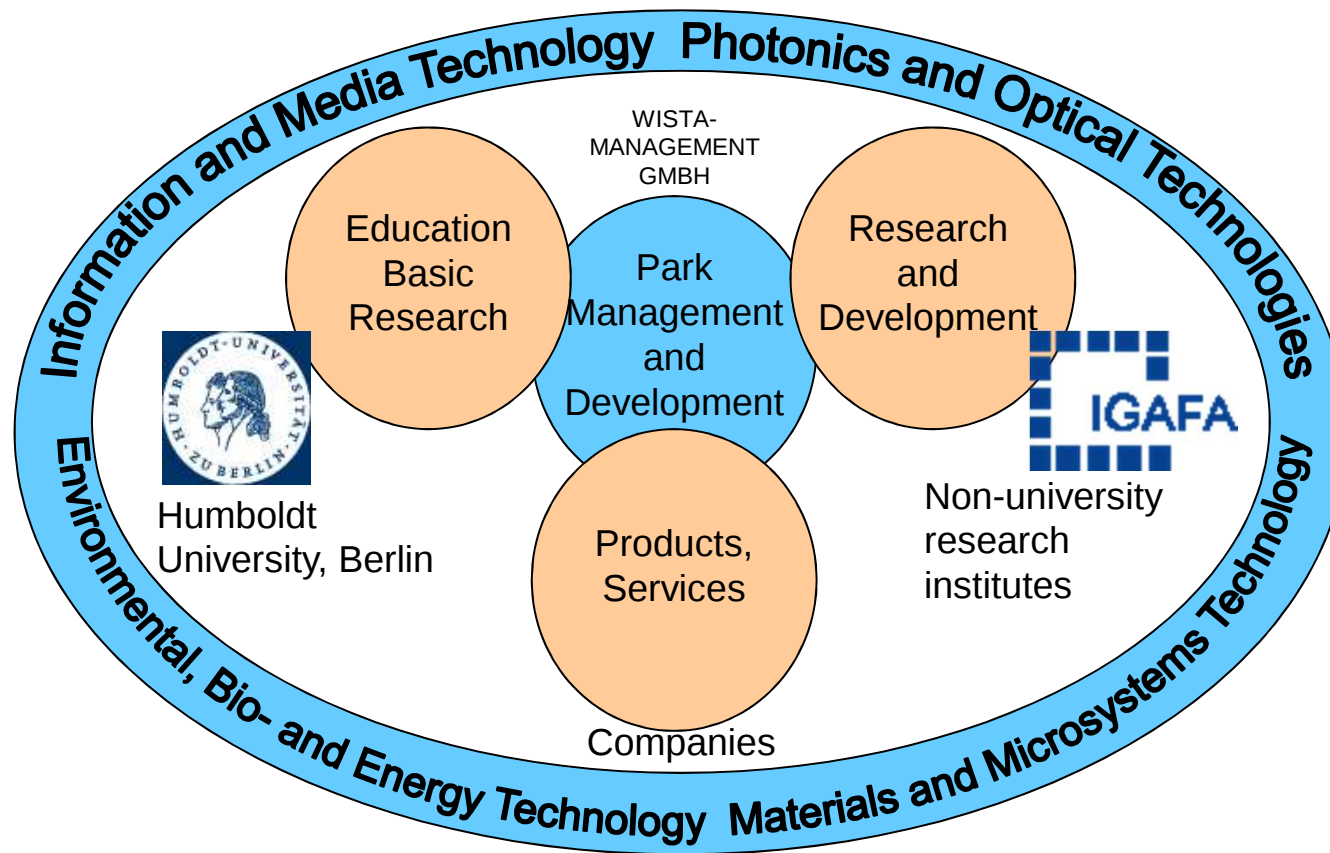


WISTA-MANAGEMENT GMBH





Adlershof key actors and synergies





Growth Cycle





Some success criteria





Success Criterion: **Strong policy support**



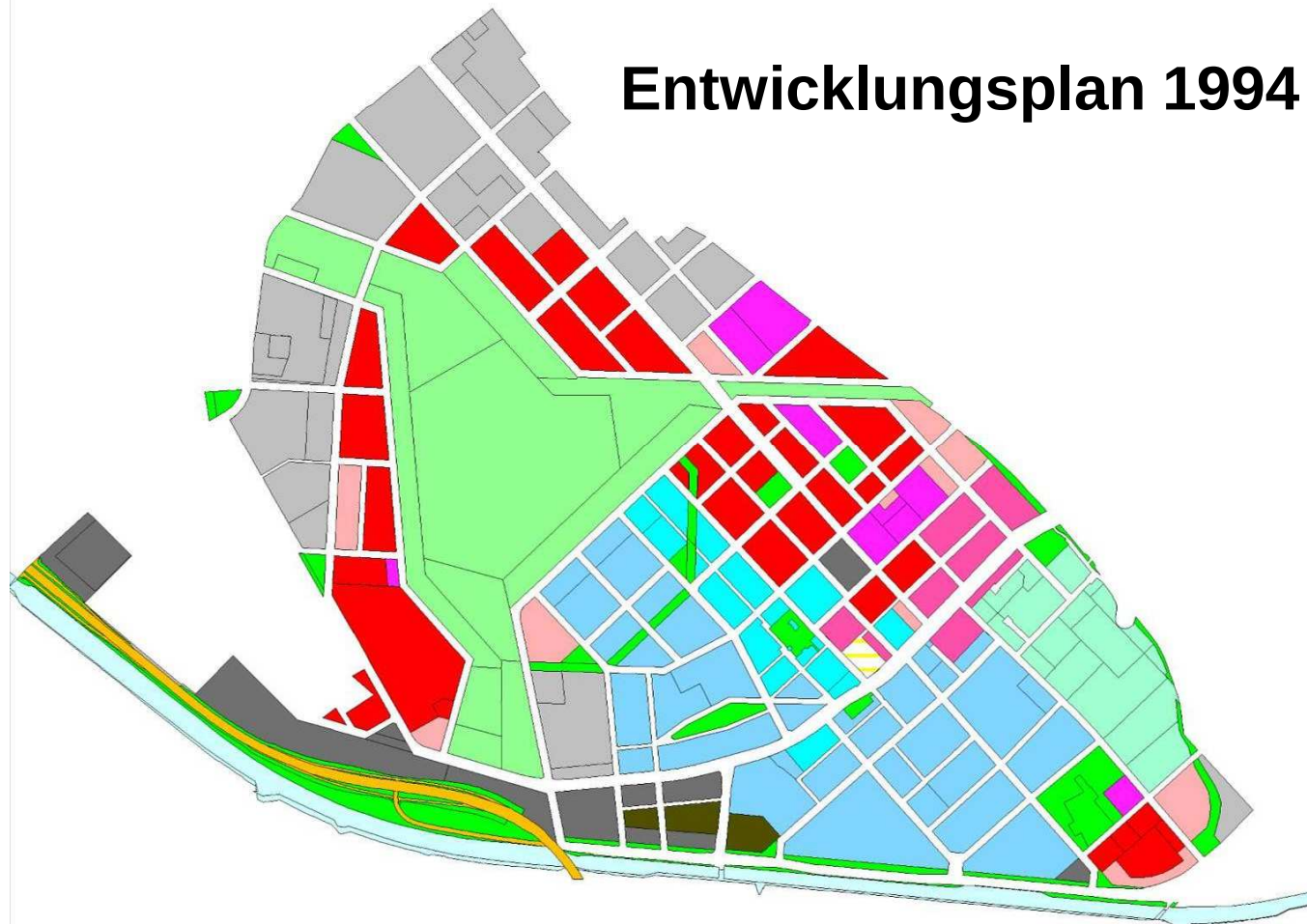
**Area of development =
Development zone**

420 hectares (1,038 acres)

A legal act for a
designated, protected
“development zone”



Entwicklungsplan 1994

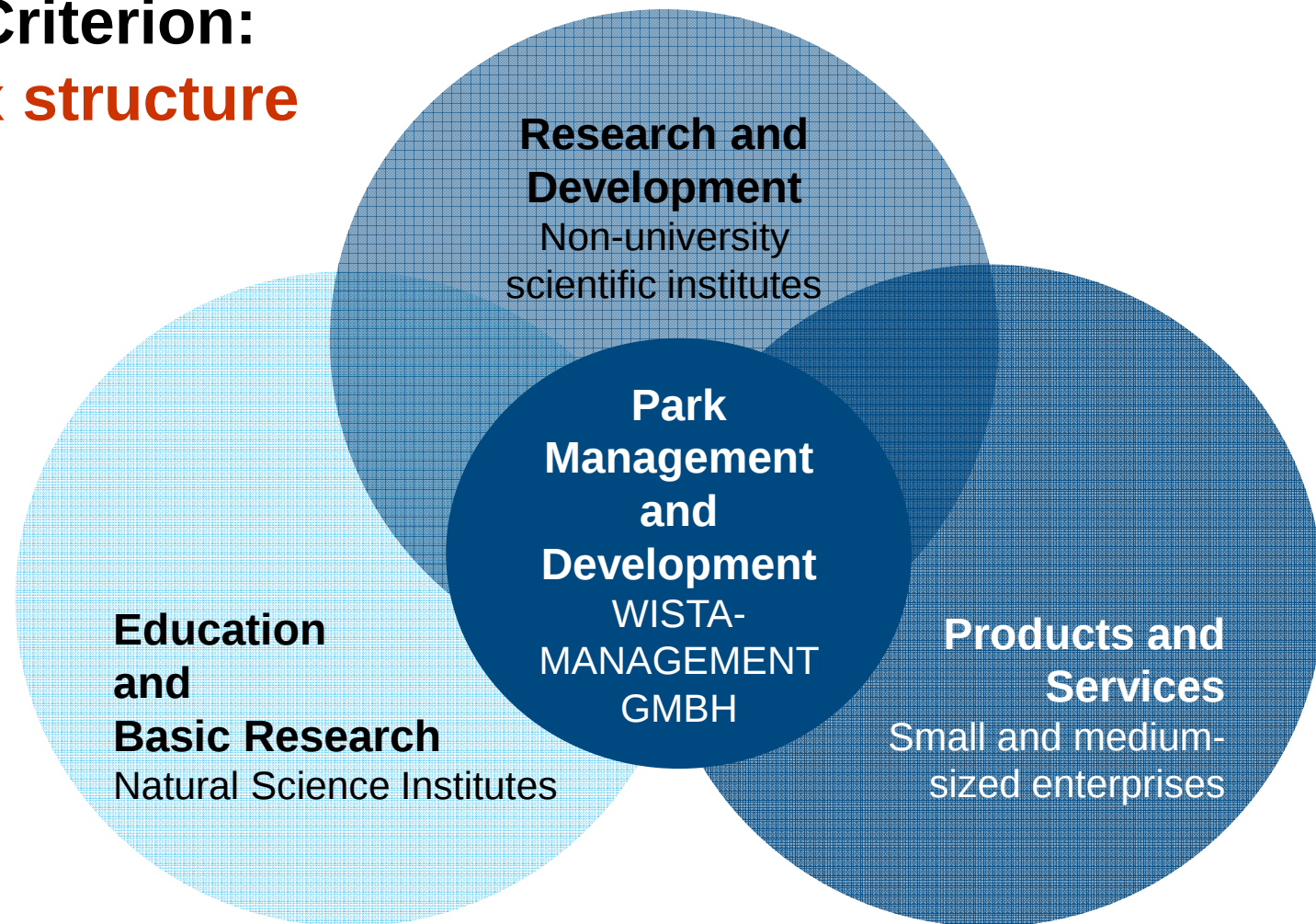


Vorrangige Nutzung:

-  Kerngebiet
-  Medien und Kommunikation
Produktion
-  Medien und Kommunikation
Dienstleistung
-  Universität
-  Universität/Kerngebiet
-  Forschung und Technologie
-  Techn. Infrastruktur
-  Wohnen
-  Gemeinbedarf
-  Gewerbe
-  Gewerbe mit erhöhtem
Dienstleistungsanteil
-  Stadtpark
-  Sport und Freizeit
-  Grünfläche
-  Straßen mit besonders
hohem Grünanteil
-  Forum
-  Magistralen
-  Autobahn
-  Kanal



Success Criterion: **3-ple helix structure**





Success Criterion: **Profile, Image and Brand**

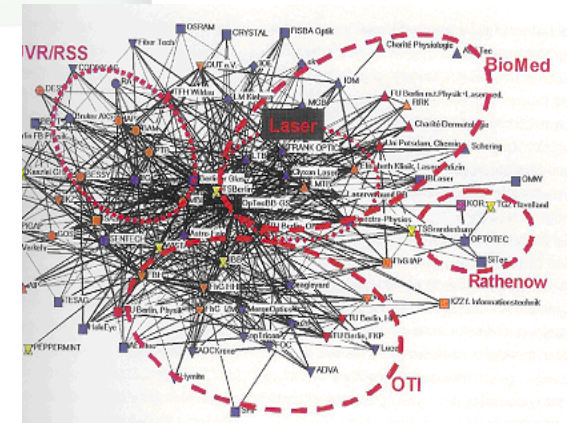
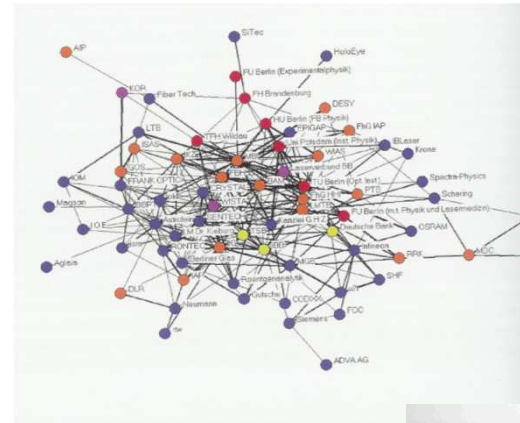
Long term development strategy

Clear strategic orientation on scientific, technology and economic profile

Awareness of available and necessary skills

Target oriented marketing and acquisition

Consequent growth alongside the selected profile



Regional Network OptecBB, 2000 and 2005
(Sydow et al., 2007)

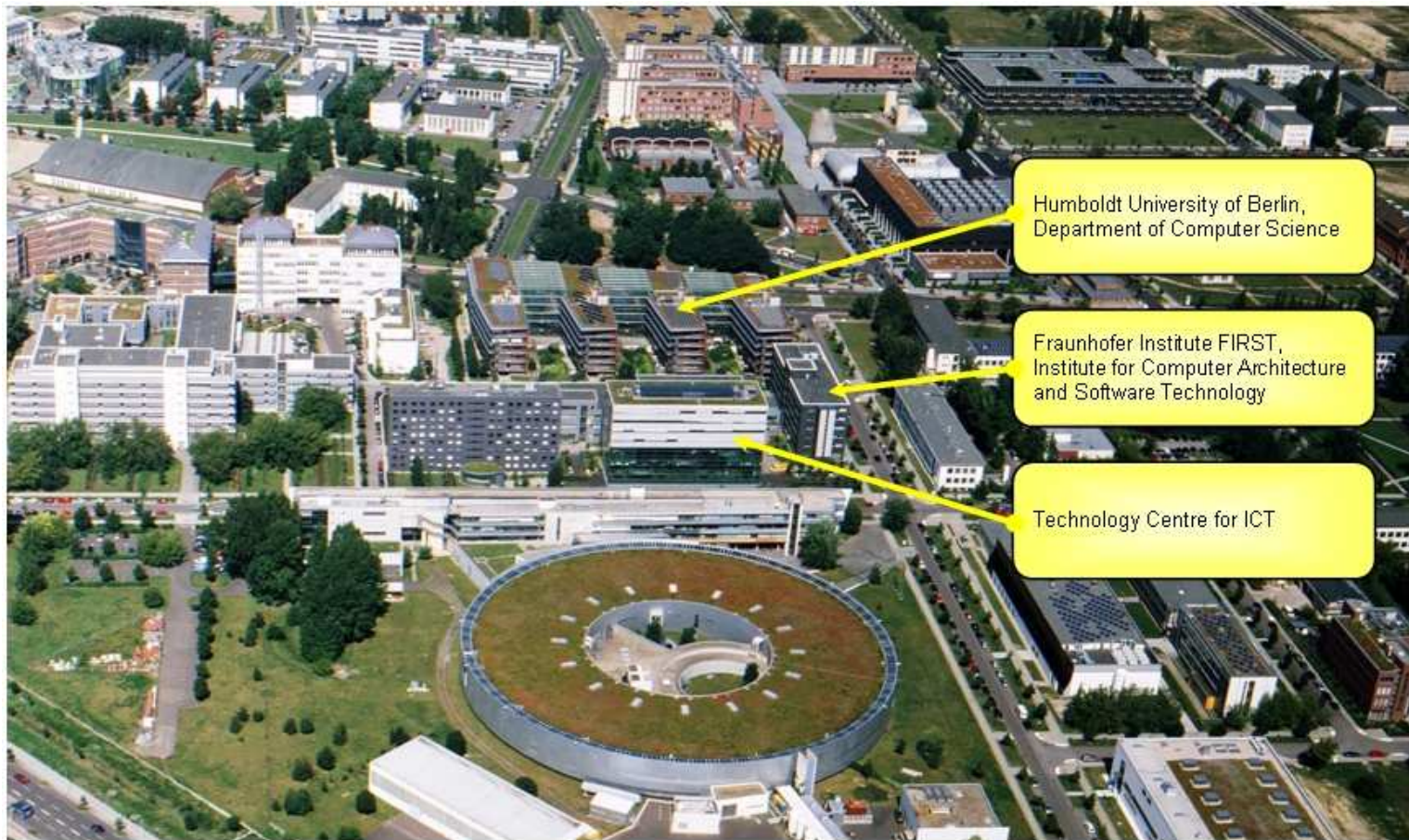


Success Criterion: **Proximity (photonics)**





Success Criterion: **Proximity (IT)**





Success Criterion: **growth phases connected**

Generation/Seed

Incubation

Growth

Expansion

University
Research Institutes
Companies



Advisory service
Support
Financing
12 – 18 p.a.

IGZ / OWZ



Coaching
Networks

90

Technology Centres



Infrastructure
Marketing
Trade shows, Events

340

Productive
Environment

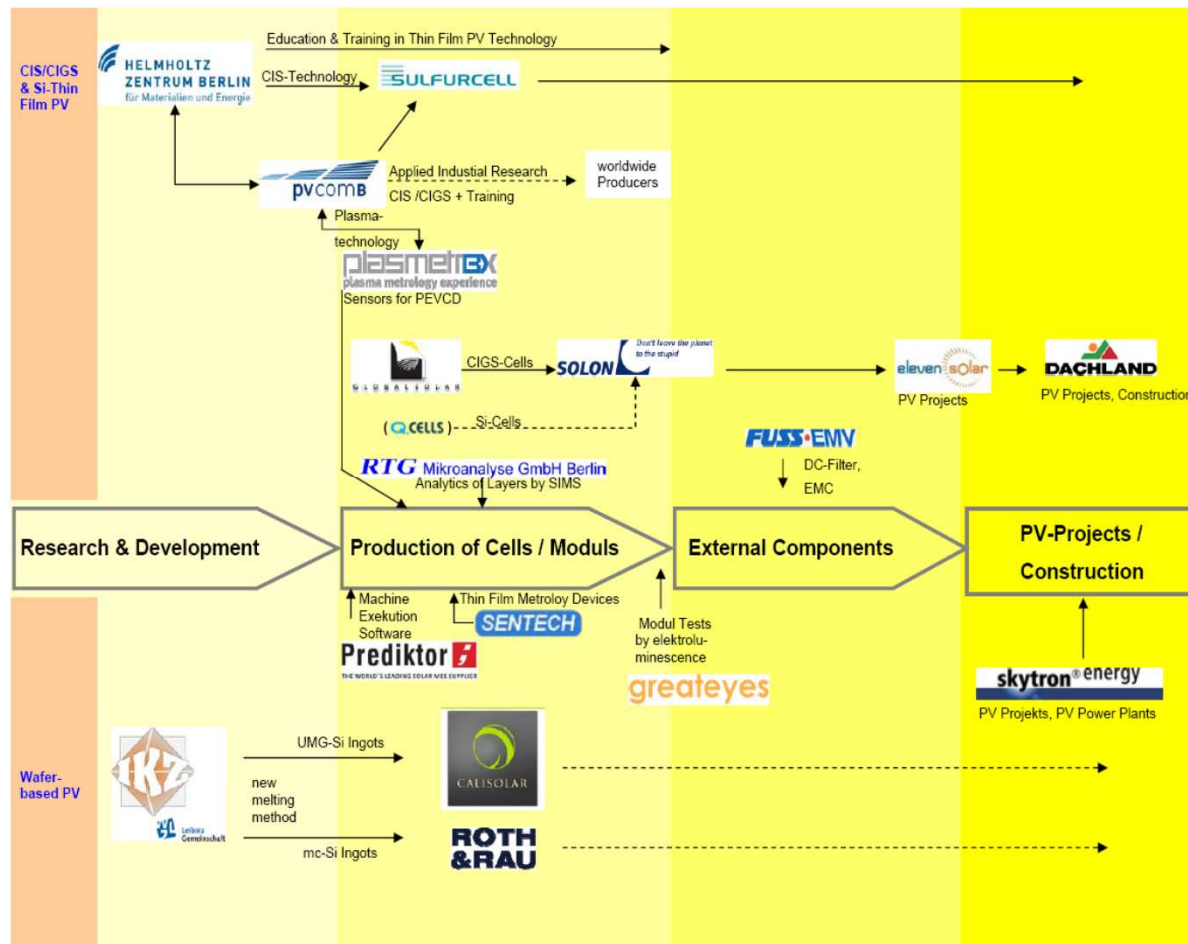


Project development
Internationalization

approx 20 (premesis)



Success Criterion: Coverage of supply chain





Success Criterion: **Space for growth on site**





Success Criterion: **space for growth on-site**





Success Criterion: **Strong GA/EFRE support**

First incubator 1991 with 5 companies on 1,000 m²
newspapers argued:

“Potemkin in Adlershof”

“Adlershof – smoke and mirrors”





Success Criterion finance model: Increasing private investment

	1991 - 2005		2010	
	Mio. EUR	%	Mio. EUR	%
Infrastructure Investment	495.0	35	+ 70	14
Investment in Res. Institutes	426.9	30	+ 10	2
Investments WISTA	233.1	17	+ 70	14
Private Investments	197.2	14	+ 350	69
Investments Service provider	56.2	4	+ 5	1
TOTAL	1,408.5	100	505	100

Services





WISTA-MANAGEMENT GMBH

Services for Companies

- Comprehensive building infrastructure
- Favorable rent and additional expenses
- Incubation and promotion of start-ups, Consultation for grants and loans, etc.
- Joint project development
- Participation in specialized networks
- Communication services
- Service Packages
- International contacts and support
- Local job exchange
- Conference and event services
- Participation/organization of exhibitions and fairs



Services for Foreign Companies

- Quick start via
 - Network services
 - International incubation service
 - Soft landing packages
- Excellent High Tec Facilities
 - Lab and related office space at low rents for SME
 - Flexibility
- Berlin Subsidies
 - Investment subsidies
 - Research subsidies
 - Personnel recruitment subsidies



Adlershof “Market Access Point”

Service Offers	Target Group	Service Provider
• Access Office: fully equipped office in the STP premises; free of charge for 3-5 days to test the market • Initial market information in the related tech-field provided by park management • Preparation and organization of company meetings on request • Secretary and back up office on request; • Access to special networks	• Potential clients from partner STP abroad (SME, larger companies, institutions) • Potential investors	WISTA-MANAGEMENT GMBH: • Bus. Development Team, • Technology Center Management Team



Berlin Business Welcome Package

Service Offers	Target Group	Service Provider
• Office space (20 m², furniture, ISDN, PC, Internet) • Apartment (45 m²) • Monthly ticket for all local transportation systems • Founder and financial consultation • Cost: 2,400 € for 3 months	Start-up support for companies coming to and settling in Berlin	• Berlin Partner • WISTA-MANAGEMENT GMBH



Why Adlershof?

- Education, research, and innovative companies in dynamic clusters
- Leading performance of the Business Incubation Centre
- Special technology infrastructure
- Flexible office and laboratory rental space
- Plots: buy and long-term lease, project development
- High quality community and service facilities
- Highly qualified staff
- Efficient networks
- Established basis for business with the international market
- Low costs in Berlin
- Favorable financial options



Urban Hinterland

The District of Treptow-Köpenick

- Berlin's largest and very scenic district in the south-east
- High-quality housing estates
- Shopping Centres, nurseries, schools, restaurants, sports facilities in a dense neighborhood
- Cultural highlights (Old Town of Köpenick with a beautiful baroque castle on the waterfront, Treptower Park)
- Large forests and numerous lakes



Contact

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