

# SPIN-OFF LAB

Season 2022





*“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, unicorn 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 spinoff 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 after one year the status of the project is **promising**, an option for an extension of the program is possible.

\*top rated projects will be invited to present their proposal in front of the expert jury



## 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**





## University Spin-off lab offers:

- individual **coaching** and milestone plan
- temporary **full-time employment** (12+6 months, up to postdoc salary\*)
- **office desk** in the new unicorn building for the duration of the project
- individual **support** from **mentors** and **coaches** from unicorn, university and industry partners
- **budget** for consumables/material costs
- **involvement** in the startup community and relevant networking
- startup know-how through **online courses, trainings** and offers from the **Center for Entrepreneurship** and Applied Business Administration



\*dependent on individual classification according to applicable university law



## Expert Jury

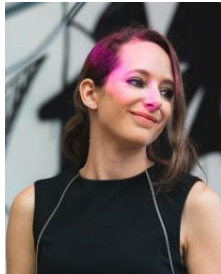


Photo: Matthias Rauch,  
mrfoto.at

### Johanna Piker

Johanna is assistant professor, software engineer, and researcher at the *Institute of Interactive Systems and Data Science* at Graz University of Technology. Research interests of hers include AI, data analysis, immersive environments, games research, gamification strategies, HCI, e-learning, CSE, and IR. She has authored and presented numerous publications in her field and lectured at universities such as Harvard and Berlin Humboldt Universität.



### 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 manage 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*. Being Head of Finance and HR at the Danube University Krems and as Professor for Technology and Innovation Law at the University of Graz he offers a broad range of expertise.

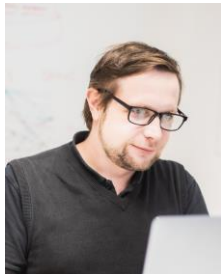


**Alexander Schwartz**

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.



**Natasa Deutinger**

Natasa Deutinger, currently Head of FH Salzburg Startup Center, is a passionate professional with multiple years of experience in supporting and guiding startups. Before returning to Salzburg, she was Incubation Manager for ESA BIC Bavaria, the Munich-based Business Incubation Center of the European Space Association, supporting many technology intensive startups in creating product- or service innovations based on Space Technologies.



## Expert Jury



### Aurelia Engelsberger

Aurelia holds a PhD from RMIT, Australia. Based on many years of experience in the fields of recruiting, training, human resource development and knowledge in the field of Open Innovation, she founded her own company, OMIND consulting.

Currently she is building a platform to digitalize the open innovation mindset approach which will create an open innovation mindset among employees and enables organizations for knowledge exchange and cross collaboration.



## 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 unicorn spinoff lab **application form**
- CV(s)
- Letter of Commitment by PI of host research group

Upload your application here:  
[www.startup-uni.at/fellowship](http://www.startup-uni.at/fellowship)





## 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  
Startup-Werkstatt and Spin-off Lab

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