



INC  
INVENTION  
CENTER



Invention Center

# Program 2017

# Who we are

The **INC Invention Center** at the RWTH Aachen Campus is a place for visionaries and future planners to **redefine their business**. Our goal is to **profoundly change the way of innovation** of our customers.

## Discover new possibilities

Create your own ideas, proudly find them elsewhere or use our **“start-up screener“** to find and connect with somebody who already had the idea.

Benchmark your innovation system within cross-industry projects with the best of the best, find potentials for optimization and use our training center to drive your processes forward. Use the whole range of innovation methods and tools to enhance growth.

## Drive innovation

Creativity is born from a need. It is a process, not a product. The best ideas don't emerge when you're alone – they might start that way, but they grow and change with input from others. New experiences, themes and inputs are the things that push you to a new level.

Through a cooperation with key players from research and industry, “INC.worx“ was born: a creative landscape of 1,000 m<sup>2</sup> where future planners and decision makers come together, excite creativity and experience the whole innovation process.

## Network with experts

Sometimes you don't need to know everything or do it on your own – but you have to know whom to ask! When talking about innovation, networking is a must. As a partner of the INC you are part of an evergrowing community of industry and research partners and have the opportunity of frequent exchange with ‘the real practitioners‘.

## Enhance your innovation skills

In our training center we train your employees up to Chief Technology Manager level. You learn how to transfer agile methods into your hardware development. Our workshops prepare you for the future. Check your own “innovation readiness level“ and get answers to the questions you have in mind but don't know whom to ask.

Furthermore, as an INC partner you define main areas of interest, to which we align the content of R & D activities and of consortium projects in which you can participate.



### **Toni Drescher**

Director

Phone +49 241 51038-600

Fax +49 241 51038-699

E-Mail [toni.drescher@invention-center.de](mailto:toni.drescher@invention-center.de)

# Our Scientific Board



**Prof. Dr. Malte Brettel**

Entrepreneurship



**Prof. Dr. Christian Hopp**

Innovation Financing



**Prof. Dr. Frank Piller**

Innovation Management



**Prof. Dr. Günther Schuh**

Technology Management



**Prof. Dr. Daniel Wentzel**

Marketing

# Industry Partners



# Our all-in-one Offer



## Community

### Network:

- Know whom to talk to
- Meet the 'Best Practices'

### Cross-Industry Groups:

- Get mutually coached by partners on questions and topics regarding technology and innovation management

### Technology and Innovation Management (TIM) Conference:

- Listen and learn from the best

### Partner Offices:

- Work within the Fraunhofer and RWTH landscape



## Research and Development

### Innovate Innovation:

- Concepts for incubators and accelerators
- Agile hardware development
- Technology platforms

### Scientific Thesis:

- Bachelor and Master Thesis
- Dissertation



### **Service:**

#### **Benchmarks:**

- Choose your technology and innovation management topic
- Get to know the 'Best Practices'

#### **Start-Up Screening:**

- Don't miss the next 'disruptor'
- Optimize your M&A activities

#### **Technology Knowledge:**

- Structured scanning and scouting of technology and market trends
- Receive detailed insights into innovations, technologies and business potentials

#### **Drive Innovations:**

- Empathize, design, ideate, prototype and test your disruptive innovation



### **Qualification & Training:**

#### **Training Center:**

- Develop your own innovation and technology managers up to Chief Technology Manager level

#### **Maturity Check:**

- Innovation Level QuickCheck
- Get aware of optimization potentials

# Design & Prototype

Technology managers and future planners need certain skills when coping with innovation. To further improve your competences and give you insights into how to change the future of your company, we offer qualification workshops in five main areas:



## **Workshop ‘Inspire’**

Culture, especially innovation culture is still an issue for many companies. Learn how to address the entire range of innovation. We help you developing a holistic thinking to foster business model innovation and wake up your entrepreneurial spirit.



## **Workshop ‘Challenge’**

What would happen if your worst nightmare competitor had just one target – to antagonize your company? Are you well prepared to withstand such attack? Go through a stress test and disrupt yourself before somebody else does it.



## **Workshop ‘Futurize’**

Imagine you could travel into the future and visit your company – what would you see? Would it still exist? How would it look like? Would you say “well done“? Develop pictures of your future from today’s point of view through a systematic breakdown of mega trends.





### **Acceleration Projects**

Excite and accelerate your innovation. Use the benefits of our creativity arena for applying agile development methods on a concrete use case of your company. Create sketches, engineering drawings or even prototypes in shorter times than ever before.



### **Individualize**

Use the opportunity to enhance your innovation skills and exchange with relevant players regarding actual trend topics. Besides our training offers, such as Chief Technology Manager, you can participate in bilateral Consortium Projects on topics like Additive Manufacturing, Industrie 4.0, Advanced Materials, etc.

Are you interested?

Please contact us for further information:

**Dr. Bernd Robertz**

Phone: +49 241 51038-609

E-Mail: [bernd.robertz@invention-center.de](mailto:bernd.robertz@invention-center.de)

# INC.worx: the creative landscape on more than 1,000 m<sup>2</sup>



The Invention Center also offers its partners **broad access to INC.worx**, a place to realize disruptive innovations. This **creative landscape** offers room for experiments, inspiration and networking. A real **climate of innovation** is guaranteed due to the change of perspective that our innovation facility promotes.

## **Our uniqueness:**

- Within Fraunhofer and RWTH Aachen landscape
- Access to technical experts
- Access to technical equipment and machinery
- Professional innovation facilitators

## **Feeling comfortable:**

- Outside day-to-day business
- Comfortable and inspiring interior
- Sheltered room for experiments

## **Facility includes:**

- Innovation kitchen
- Modern wine bar
- Innovative trend cube
- Relaxing lounge
- Atelier / shop floor
- Presentation arena with analogue and digital resources
- Prototyping area

# INC.worx first impressions



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Program Overview 2017

The Invention Center **provides you a comprehensive advanced training program**. We invite you to benefit from our events to and exchange ideas with other practitioners of the TIM community:

**June 19<sup>th</sup> to 23<sup>rd</sup>:**

RWTH Certificate Course Chief Technology Manager

**October 18<sup>th</sup> to 19<sup>th</sup>:**

Technology and Innovation Management Conference

**October 20<sup>h</sup>:**

INC Partner Annual Meeting

**October 25<sup>th</sup>:**

Innovation Day Industry 4.0

**October 26<sup>th</sup>:**

Innovation Day Additive Manufacturing

**November 13<sup>th</sup>:**

Practitioner-day Strategic Technology Planning

**November 14<sup>th</sup>:**

Practitioner-day Technology Foresight

**November 15<sup>th</sup>:**

Practitioner-day Agile Hardware Development

**November 16<sup>th</sup>:**

Practitioner-day Technology and Competence-based Diversification

**November 17<sup>th</sup>:**

Practitioner-day New Business Model Innovation

For further information: [www.invention-center.de/events](http://www.invention-center.de/events)

# RWTH Certificate Course Chief Technology Manager (CTM)

**Promoter:**

Toni Drescher, Invention Center

The aim of the Certificate Course Chief Technology Manager (CTM) is to enable participants to implement successful approaches of technology and innovation management in their own companies. Top-class speakers from science and consulting will explain the theoretical foundations as well as successful approaches to selected topics in the modern technology and innovation management. The main focus of the CTM is on case studies and exercises in which the participants will concretise and apply the theoretical foundations.

In addition to the content of continuing education and training, interdisciplinary exchange and networking are in the foreground. The program includes a detailed presentation and deepening of successful approaches from science as well as from industrial practice.

**Course date:**

June 19<sup>th</sup> to June 23<sup>rd</sup>, 2017

**Invention Center Aachen**

Campus-Boulevard 30  
52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Technology and Innovation Management Conference

**Promoter:**

Prof. Dr.-Ing. Günther Schuh

Technological differentiation and operational efficiency are often no longer sufficient to remain competitive in the long term. In many cases, new business models are the basis of disruptive innovation which enable the market success. Above all, the competence to recognize technological potentials at an early stage, develop them in a targeted way and to convert them into products on the market with the suitable business model will decide whether to achieve success or failure in the future. A prerequisite for this is a consistent technology and innovation strategy.

In numerous lectures of speakers from science and industry, you will learn how to design an appropriate technology and innovation management with suitable processes, structures and methods.

**Conference date:**

October 18<sup>th</sup> to October 19<sup>th</sup>, 2017

**Quellenhof Hotel**

Monheimsallee 52

52062 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# INC Partner Annual Meeting

As a partner of the Invention Center you are part of our growing community of companies. During **recurrent community meetings** you get the opportunity to exchange with 'the real practitioners' and to explore your personal network. Furthermore, the partner community also evaluates new relevant topics around trends and new technologies, on which next year's program is based (please see the program for 2017 below).

During the annual meetings you also get to participate in interactive workshops, where we introduce innovation methods such as "Jobs to be Done", "Design Thinking" or "Walt Disney Method". Keynote speeches about relevant topics complement the day. Enjoy the whole day discussing your innovation challenges, discovering your strategic direction and taking the next steps for successful invention – that is innovation!

## Next Meeting:

**October 20<sup>th</sup>, 2017, from 9:00 AM to 4:30 PM**

Invention Center Aachen

Campus-Boulevard 30

52074 Aachen

**If you want to become a partner,  
please contact Dr. Bernd Robertz:**

+49 241 51038-609, [bernd.robertz@invention-center.de](mailto:bernd.robertz@invention-center.de)



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Innovation Day Industrie 4.0

**Speaker:**

Patrick Wienert, KEX AG

What does the keyword Industrie 4.0 mean for company? We will show you how to identify your relevant and necessary technologies based on future requirements, and how to develop solution concepts of digitalization.

Learn how to exploit the potential of digitalization for your company by means of a concrete case study and application-proven methods. The aim of the innovation day is to enable you to derive the potential of applications in the context of Industry 4.0 for your company and to identify concrete implementation possibilities. In small working groups the participants can subsequently apply the presented methods in a case study as well as work out and discuss digital solution concepts.

**Conference date:**

October 25<sup>th</sup> , 2017

**Invention Center Aachen**

Campus-Boulevard 30

52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)



# Innovation Day

## Additive Manufacturing

### **Speakers:**

Myron Graw, KEX AG

Frederik Klöckner, KEX AG;

Additive manufacturing offers new performance potentials on technology as well as on the process side. The aim of the innovation day is to qualify you to derive the application potentials of additive manufacturing for your company and to identify specific implementation potentials. The focus of this innovation day is on a practice-oriented introduction, which is based on the findings from science and research, as well as years of consulting experience of Fraunhofer IPT and KEX Knowledge Exchange AG. With the help of case studies a methodology is offered, which enables you to implement the findings obtained in your own company and therefore set free unused potentials. Additive manufacturing is shaping the production and products of the future – find out what it means for your company!

### **Conference date:**

October 26<sup>th</sup>, 2017

### **Invention Center Aachen**

Campus-Boulevard 30

52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Practitioner-day Strategic Technology Planning

## **Promoter:**

Dipl.-Ing. Dipl.-Wirt. Ing. Markus Wellensiek

By use of an explicitly formulated technology strategy, you set priorities, make the right decisions and use your resources efficiently. The aim of the practitioner-day is a detailed presentation and deepening of the key elements of a successful technology planning, technology strategy and technology roadmapping. Therefore, the benefits, content and procedures for the development of a technology strategy and roadmap will be presented. Moreover company specific approaches will be evolved.

The focus of the workshop is on practice-oriented lectures based on findings from the Fraunhofer IPT's long-standing consulting practice combined with work units in small groups. The maximum number of participants is 20.

## **Meeting date:**

November 13<sup>th</sup>, 2017

## **WZLforum**

Aditec building  
Steinbachstr. 25  
52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Practitioner-day Technology Foresight

**Speaker:**

Toni Drescher, Invention Center

In view of the ever-shorter product and technology lifecycles, the worldwide rapidly growing technological knowledge and new customer requirements in global competition, the need for an early and effective technology detection is steadily increasing. The aim of the practitioner-day "Technology Foresight" is a detailed presentation and deepening of the essential elements for a successful technology foresight. Therefore, procedures, tools and methods will be presented and specific solutions will be developed interactively in a case study. The focus of the workshop is on practice-oriented speeches based on findings from the Fraunhofer IPT's long-standing consulting practice combined with work units in small groups.

**Meeting date:**

November 14<sup>th</sup>, 2017

**WZLforum**

Aditec building  
Steinbachstr. 25  
52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Practitioner-day

## Agile Hardware Development

**Speaker:**

Toni Drescher, Invention Center

The development of physical products is changing with increasing innovation, time and cost pressure. However, adaptation of agile principles to specific features of hardware development is often difficult. The practitioner-day “Agile Hardware Development“ teaches the limits and potentials of agile development approaches. On the basis of practical examples, the application of agile methods in the management of development projects is mediated. Participants receive an overview of the introduction of innovative and efficiency-enhancing approaches in the developing environment.

**Meeting date:**

November 15<sup>th</sup>, 2017

**Invention Center Aachen**

Campus-Boulevard 30

52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Practitioner-day Technology and Competence-based Diversification

## **Speaker:**

Dipl.-Ing. Dipl.-Wirt. Ing. Markus Wellensiek, Fraunhofer IPT

Many companies try to compensate for the decreasing appeal of their existing core market by technology and competence based diversification. This includes inter alia the identification of new markets and technologies which fit into the own competence profile. The aim of the practitioner-day is a detailed presentation and deepening of the key elements of a successful diversification: From the diversification strategy through the diversification process to the evaluation and selection process. Approaches, tools and methods will be presented and exemplified with practical examples. In small groups the participants of the practitioner-day can apply and deepen their findings in a case study.

## **Meeting date:**

November 16<sup>th</sup>, 2017

## **Invention Center Aachen**

Campus-Boulevard 30  
52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Practitioner-day

## New Business Model Innovation

### **Speaker:**

Toni Drescher, Invention Center

Within the scope of the practitioner-day “New Business Model Innovation“ you will get to know how to analyse consisting business models in a systematic way and how new business models can be generated and implemented. By means of a real-life case study, the business model of a company will successively be deduced and the underlying causal relationships between the different business units will be demonstrated. In the framework of a case study, methods for the identification of innovative business model patterns within and outside the own industry will be mediated as well as concepts of the adaption will be applied to the own company.

### **Meeting date:**

November 17<sup>th</sup>, 2017

### **Invention Center Aachen**

Campus-Boulevard 30  
52074 Aachen



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Impressions of past INC meetings



For more information please visit [www.invention-center.de](http://www.invention-center.de)

# Forms of Partnership

## Short description

Components of the partnerships

## BASIS

Annual fee 3,000 €  
3-year maturity

Community	Certificate Courses on TIM*	10 % discount / participant
	Yearly TIM Conference	1 voucher + 10 % discount / participant
	Yearly TIM seminar programm*	10 % discount*
	Participation in Study: TIM Benchmarking	
Qualification and Training	Access to TIM platform	✓
	Exclusive community meetings	2 meetings / year
	Cross-industry groups	
	Shared office at the RWTH Campus	
Research and Development	Annual research report on TIM	✓
	Integration of scientific work	✓
	R&D projects and benchmarking	
Services	Technology and market studies	
	Key contact	
	Discount on services / bilateral R&D projects	Up to 3 %

\* Defined annual program

TIM – Technology and Innovation Management



<b>BUSINESS</b> Annual fee 15,000 € 3-year maturity	<b>PREMIUM</b> Annual fee 35,000 € 3-year maturity
15 % discount / participant	30 % discount / participant
1 voucher + 15 % discount / participant	2 voucher + 30 % discount / participant
15 % discount*	2 voucher +30 % discount/participant
✓	✓
✓	✓
2 meetings / year	2 meetings / year
1 free participation	1 free participation
	✓
✓	✓
✓	✓
Flexible budget of 5,000 €	Flexible budget of 20,000 €
	✓
Up to 5 %	Up to 10 %

# Our Initiators

Our office is at the Campus of the RWTH Aachen University, at the very heart of a broad network of experts. Our initiators are key players from industry and research.



**Fraunhofer Institute for  
Production Technology IPT**

[www.ipt.fraunhofer.de](http://www.ipt.fraunhofer.de)



**KEX Knowledge Exchange AG**

[www.kex-ag.com](http://www.kex-ag.com)



**TIME Research Area**

[www.time.rwth-aachen.de](http://www.time.rwth-aachen.de)



**Laboratory for Machine Tools and  
Production Engineering (WZL)  
of RWTH Aachen University**

[www.wzl.rwth-aachen.de](http://www.wzl.rwth-aachen.de)

# Contact us



## **Toni Drescher**

Director

Phone +49 241 51038-600

Fax +49 241 51038-699

E-Mail [toni.drescher@invention-center.de](mailto:toni.drescher@invention-center.de)



## **Dr. Bernd Robertz**

Business Development

Phone +49 241 51038-609

Mobil +49 151 54448-609

Fax +49 241 51038-699

E-Mail [bernd.robertz@invention-center.de](mailto:bernd.robertz@invention-center.de)

## **Address**

INC Invention Center  
Campus-Boulevard 30  
52074 Aachen

Phone +49 241 51038-600

Fax +49 241 51038-699

Internet [www.invention-center.de](http://www.invention-center.de)

**INC Invention Center**  
**c/o KEX Knowledge Exchange AG**

Campus-Boulevard 30

52074 Aachen

Phone +49 241 51038-600

Fax +49 241 51038-699

E-Mail [info@invention-center.de](mailto:info@invention-center.de)

Internet [www.invention-center.de](http://www.invention-center.de)