



CENTER FOR INNOVATION & ENTREPRENEURSHIP (CIE)

NEWS Spring 2011

*CIE and its start-ups are
prospering*

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01 Alpha:

900 days of CIE operations and 200 business concepts later we are at last proud to present you our spring newsletter filled with exciting information and achievements from CIE and its start-up teams. A lot has changed but most things are just like they used to be:

*Run CIE as a start-up, from entrepreneurs for entrepreneurs
Helping teams focus on customer demand
Inspiring the founders to think smart, big and international
Providing an integrated full-service at any stage of a business idea*

CIE has become a brand on our campus but also on a national and, in parts, an international scale. Students, doctorates, scientists and alumni from a variety of backgrounds are a part of the CIE founders' family. Our personal venture experience, enriched by hundreds of start-ups we have seen throughout the years, and our partners' experience allow us to give a profound and diverse service to founders via conversations, workshops and network events.

The CIE project has the task to foster the entrepreneurial mindset/culture at KIT, bringing many active start-ups with high potential to light. I guess we could say 'mission accomplished' with all the entrepreneurial energy you can feel on campus. But stop, that mission can never really be accomplished. For years to come our start-ups have to prove themselves. This new venture culture is challenged by the established traditional German

and academic culture. In addition, the constant need for input and support from entrepreneurs willing to dedicate their time for something which is not theirs. Overcoming these challenges is what CIE fosters – the CIE founder and family spirit.

[Christian Schwarzkopf]



02 Conthon Dynamics

We are Conthon Dynamics, a start-up from Karlsruhe, Germany. We develop flexible and innovative hardware solutions in service robotics. Our technology consists of a modular construction kit whose modules can be combined into complex and high performance robotic systems. The modules represent the basic functions of a robot.

Together modules can perform the most amazing tasks. We would like to transfer principles from biology to robotics. Our modules will be specially connected and equipped with a cutting-edge technology to ensure great coordination. Our different modules have a wide range of activity and are connected through our sophisticated interfaces. Thus, our customers can reproduce almost any configuration for a service robot.

Service robots represent one of the fastest growing markets of our century. Market analysts are convinced that the robot will become what the car and the computer are today: a mass product of daily life.

Robots in commercial service applications support production and business processes, assist the elderly and disabled, perform tasks in hazardous environments or do cleaning and other

repetitive work. The household will be conquered by personal service robots, which serve as butlers, entertainment toys and in other services.

At Conthon Dynamics, we offer a product that enables our customers to think new ideas and accelerate their R&D in robotics. If your company or institution is interested in developing robots, we can help you with our knowledge and modular hardware, just visit us on www.conthon.com

[Matthias Hölzlein]



03 Facts & Events

CIE Facts:

- ◆ 204 Start-up concepts
- ◆ 50 founded companies
- ◆ > 7 mill. € Venture Capital collected
- ◆ 4 people, 5 assistants

- ◆ Youngest CIE founder: 21, oldest: 54
- ◆ Earliest business meeting: 6:13 am
- ◆ Latest business meeting: 11:30 pm
- ◆ Latest telco: 2:30 am
- ◆ shortest period CIE was closed: 0.5 hrs.
- ◆ casino in Vegas is closed: 1 hrs. p. day
- ◆ Total sausage count after 20 "GründerGrillen": > 2,000
- ◆ Latest VC deal April 2011: 150k. € pre-rev.

Schwarzkopf's & Lagerpusch's information counter:

- ◆ Received CIE emails kept: 29.543
- ◆ Phone time: 94 days 11:23 hrs.
- ◆ # introduction "The CIE is a...": feels like 10,000 times;
- ◆ # regrets for doing this job: 0

Some upcoming events in Q2 2011:

- ◆ 21. "GründerGrillen": May 25th
- ◆ SAP ThinkTank Seminar: May –July
- ◆ Entrepreneurship Seminar: May –Dec
- ◆ EU Top Entrepreneurs series June 29th

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Check more out on our website and facebook:
www.cie-kit.de and www.facebook.com/ciekit



04 nwebs

Trip powered by the nwebs Team

We are a team of young, professional, 'knowledge workers' including; consultants, developers, engineers and designers from the south of Germany. Over the past few years we have worked on several projects around the world with around the clock demands via the Internet.

To support the daily work of 'knowledge workers' we are developing a platform for the daily work of this knowledge intensive work. Our platform plans tasks for yourself or your team and allows for the exchange of documents within your team or with clients. Our software is the virtual office for your team and yourself where you can exchange every document and collaborate on top of it. Our support solution is call 'Trip'.

Most of the concepts that power 'Trip' were developed while our team was working together on client projects. We tried to use e-mail, switched to a shared folder, tried version control systems and then various Wiki-systems. We ultimately used a customized bug tracking system in combination with an instant messaging tool. Although we were able to make use of it, new employees and customers could not. That was in May 2009.

Time and productivity was being lost. We had found ourselves missing information about context, relation and version. Data had become our master and what's more information was often lost in endless email conversations. Since January 2010 we have designed and developed 'Trip', our tool to solve the problem.

'Trip' the social work graph...

'Trip' has been built to be fun to use. 'Trip' is as easy as a paper-based list, fast like instant messaging and email. It is team orientated but also helps individual users organize documents and tasks. We have created a platform to assist you and your team in the administration of collaboration. Users can upload documents and work with them. They can manage different versions and track what happens.

All the communication needs of your team can now be placed together in one system.

The sophisticated access control of 'Trip' lowers communication overheads by enabling users to exchange documents with customers and clients on the same platform and activities can be tracked. The architecture of 'Trip' was built to be extendable and progressive with even more sophisticated project management tools as 'Trip-Apps' scheduled for later this year.

Please join our beta version and give us your feedback! Visit <http://gettrip.de> and sign up today.

[Jonathan Denner]



06 Globiglocity

- ◆ Hits on google: facebook= 9 billion Daimler = 30 million
- ◆ Record for actions of a user per minute at [Starcraft: > 300 apm](#)
- ◆ Rubik's cube solving [WR.: 6,77 sec.](#) average user: can't solve it
- ◆ Speed reading: Harry Potter book in 47 min, equaling over [4000 words per minute](#)

- ◆ Games played at longest tennis match: 183
- ◆ Most chess moves at Kasparow vs. Deep Blue: 73
Average positions calculated by Deep Blue per second: 126 Million

- ◆ Scheduled flights per day: ~ 0,1 Million
- ◆ Emails sent per day: ~ 200 Billion



Check out on
You Tube

05 Global perspectives

Having visited incubators, investors and entrepreneurs at universities from Stanford, over MIT and Oxford up to PKU at Beijing and NUS at Singapore, it was always this mixture of openness and drive for success we found and it instantly helped to connect with each other. Basically all institutions worldwide want to give their start-ups the freedom and resources they need to enter the market and find funding and help full connections. It comes as no surprise that outside Germany it seems to be easier for young entrepreneurs to obtain the trust of

investors, co-founders and customers. The German ecosystem context, in contrast, favors experience over



entrepreneurial spirit. As a result start-up movements are severely hindered and slowed down.

Many foreigners do not understand where this business practice comes from when viewed as a comparison to the great economic power and innovation Germany has established. At CIE we try to combine an international drive for fast, high growth with German values for quality, effectiveness and efficiency.

Let's hope our start-ups make use of it.

[Christian Schwarzkopf]



07 Life Rescue

Swimming isn't rocket science yet in Europe alone 40 000 people in drowning incidents each year. Only a quarter of these are actually rescued (WHO). These figures and the precarious situations experienced during swimming, surfing and kiting inspired the determined upcoming engineer Christopher Fuhrhop from KIT to do some digging.

Out of his interest the idea of a 'water self-rescuing device' was developed to face the dangerous actualities of water past-times. The only self-rescue solution seemed to be a device attached to the body at the right place and at the right time.

Also walking around campus was fellow student Philipp Hüttemann mentioned to Fuhrhop the CIE 'Entrepreneurship Seminar'. Together they developed the idea during the seminar and approached the CIE. The CIE supported them, in particular with market research to prove high demand for their product. Via a diploma thesis the concrete requirements were named and, based on this the first prototype was built. The legal background was then clarified and the first sales partner and possible production contacts were established.

With the collaboration of Fuhrhop, Hüttemann and Marius Kunkis, author of the previously mentioned thesis and recent graduate, the market oriented product development phase I now in focus. The right investor for this might soon be found and have the opportunity to assist this infant product to walk by autumn 2011.

The goal is clear: By summer 2012 the 'water self-rescuing device' can hit the market. In addition there are plans for advanced developments into alpine rescuing devices which are already prepped for practice.

Established engineering, know-how, lots of self-commitment and the support of the right partners to build this growing company step-by-step support this aim.



[Christopher Fuhrhop]



08 Commentarist

News is free. Opinion is priceless.

What is it that makes a legendary news outlet like the New York Times outstanding? To some extent it is the up to date facts you would expect from the NYT but then again, facts in the news is hardly exclusive anymore. If it is not only the facts then what else is appealing about the NYT? It is the ability to provide quality context. Everybody has the facts but it becomes really interesting when it comes to interpreting those facts. One reads the NYT not only to know what happened, but also to get professional opinions on what the facts mean. These interpretations and opinions are the editorials.

The ability to find and compare editorials on current issues is the service provided by Commentarist. On commentarist.de our readers find a structured overview of journalists opinions of all the major news outlets. However commentarist.de goes beyond simply aggregating and linking editorials in one place. We don't just want to enable people to find and compare journalist opinions but also to follow certain topics, journalists or news outlets.

Say, for example, you liked an editorial by John Doe. You can simply subscribe to John Doe on commentarist.de and whenever he writes a new editorial, on whatever topic, you will be notified – regardless of the publication he wrote the article for. It's great to follow freelance writers as well. Alternatively, you might want to be kept up-to-date on the Euro crisis. Simply subscribe to the topic and whenever there is a new editorial of that topic you will be notified.

So, besides a GoogleNews platform for opinion-driven journalism there will now be the option to create a personal steam of editorial that interest you, the reader, and tailored to whatever topic, journalist or news outlet suits you. Please follow up on www.commentarist.de

[Eric Hauch]



commentarist 



09 Working inside the CIE

Be part of it!

What do BBQ, boxing and speed dating have in common? Answer: 'Working on the edge'. This is what CIE stands for. I'm Fabian, an assistant research student ('Hiwi') for CIE and have been for the last four months. I am now honored to open this newsletter column.

I joined the CIE network at one of the Gründer-Grillen events on campus. The appealing cube in the middle of the numb university buildings attracted me, and it was here that I breathed entrepreneurial air for the first time.

I was immediately excited about the creative minds from the region and wanted to become a part of it.

A couple of months later I became a 'part of it'. However, you not only get the opportunity to know each other during such events as the GründerGrillen but also the power of activities.

It is for this reason we recently had an introduction to the sports techniques in boxing held by one of the CIE entrepreneurs – another way to share ideas and for the entrepreneur family to be bounded together even more. Who knows what will happen at the speed dating. It will definitely thrill any networker.

After all, where else do you get to know that many people in such a short time? We are certainly looking forward to what is coming next! Best Regards.



[Fabian Krauss]



10 Outlook



CENTER FOR INNOVATION & ENTREPRENEURSHIP (CIE)

The next months will not only see more start-ups, financing rounds and events, but also new approaches for scientists encountering entrepreneurs. CIE is also awaiting the launch of the new Institute for Entrepreneurship and Technology Transfer. This will strengthen the bonds between academia and the business world.



Yours Christian & Tim

Home at the Faculty for Economics and Business Engineering at KIT



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a great place for founders!***