The hallmark of Steinbeis: Our platform makes us a reliable partner for company startups and projects. Our experts are problem-solvers for the world of trade and industry. They take knowledge and technological solutions and apply these to real-life business situations in a way that adds tangible benefit.
Steinbeis is one of the world’s most successful service providers in the field of knowledge and technology transfer. Over 2,000 business enterprises have already been founded on the back of the Steinbeis platform. The outcome? A network of approximately 1,100 business enterprises. Most of these enterprises are legally dependent companies, managing their business affairs independently and operating in the market under standalone financial arrangements.
The network currently draws on the know-how of 6,000 people. They work with and on behalf of approximately 10,000 clients per year, implementing projects with a focus on issues in the fields of research, development, consulting and training. The potential of our network to deliver transfer services, i.e., its technology and consulting competence, is a direct function of requirements in different markets. By continually setting up new Steinbeis Enterprises, we add to and build our expertise in the areas where there is customer demand.

At Steinbeis, everything revolves around the needs of the clients: sensible costs, speed and quality, but also mutual trust and liability – all factors that are a given by Steinbeis Enterprises. To ensure effective and efficient transfer, one needs a system shaped by entrepreneurialism. Steinbeis establishes the prerequisites for this system.
The majority of Steinbeis Enterprises (SE) is based at universities and research institutions and many are headed up by professors on a part-time basis. Others evolved as company startups out of SE or are run by experts not based at such establishments.
One of the goals of Steinbeis is to work in areas of synergy through collaboration with organizations in science and academia. Steinbeis fosters the development and implementation of transfer by adding cooperatively an entrepreneurial transfer process for which we assume liability. This allows knowledge to flow in two directions, typically through special projects.

Steinbeis benefits from the image the academic organizations and the individuals working there have. They in turn benefit from the Steinbeis brand and from gains in terms of reputation and research support. Also, they gain access to business. Over the years, Steinbeis has remained true to the core principles of its activities from its beginnings back in 1971: The Network focuses on the successfull transfer, resulting in know-how and technology being put consistently to good commercial use.
What we feel passionate about: Our portfolio of services spans a variety of solutions designed to address specific problems, in all fields of technology and management.
Steinbeis experts act like a springboard, forging a link between created knowledge and front-line application in business. Our problem-solving and new developments substantially enhance the competitiveness of enterprises allowing them to secure the competitive advantage in global markets. The experts in the Steinbeis Network have the knowledge it takes to transfer know-how gathered in research and development into market-ready applications and products for our clients – based on user requirements, delivered through rapidly implemented projects.

Steinbeis Enterprises see themselves as development partners with a strong focus on results. Working on a freelance basis or directly on the client’s premises, our teams improve standard processes and input with new know-how. In the field of application focused research, we take on assignments with clear tasks to be addressed. Our portfolio ranges from the optimization of products, processes and systems to the integration of emerging technology into existing applications and even completely new developments.
The Steinbeis Engineering Forum facilitates transfer-oriented research and development throughout the Steinbeis Network, simultaneously allowing people involved in the product development process to link up and discuss this key aspect of successful engineering and provide pointers for the shape of things to come. The forum organizes regular conventions and publishes specialist studies.
Developing and expanding employee skills and competences of Steinbeis clients is central to their competitiveness. Our Steinbeis Network helps businesses by providing access to know-how and techniques through practical, business-related training and continuing professional development (CPD). The teaching methods revolve around actual requirements, ranging from seminars to workshops, in-house training and even complete degree programs. Our experts prepare people for the challenges faced in key fields of technology and know-how sharing.

The Steinbeis Network includes Steinbeis University, which places an emphasis on “project skills” degrees through a unique blend of theory and practice. In collaboration with a sponsoring company, students work on a live project which they are expected to implement directly at the place of business.
The Steinbeis Competence Forum focuses on issues related to training and CPD throughout the Steinbeis Network. The forum provides a platform for tackling current issues faced in the areas of individual competence development and skills management, and its an important role in successful training and CPD. The forum organizes regular conventions and publishes studies.
Competent advice lays a foundation for innovations. Independent of the field of technology or management concerned, we provide all kinds and sizes of companies with access to the right kind of specialist or team of experts – quickly and flexibly.

The broad spectrum of know-how available in the Steinbeis Network generates a variety of synergies. As well as acting as a catalyst, our consultants develop financially viable and technically feasible concepts in close collaboration with the client, also providing hands-on support with implementation. Our aim is to unveil the full potential of solutions to each problem and facilitate further development, thus expanding in-house know-how in the long term. Our portfolio of services ranges from short consulting sessions to comprehensive corporate tasks and project-based consultations.
The Steinbeis Consulting Forum links specific experts from all fields of consulting with decision-makers at private companies and public bodies with the aim of discussing key management issues and understanding the nature of trends and developments. The forum organizes regular conventions and publishes specialist studies.
The foundation of our success: The transfer enterprises in our Steinbeis Network react with agility to the needs and requirements of customers.
The Steinbeis-Stiftung für Wirtschaftsförderung (StW) is the umbrella organization of the Steinbeis Transfer Network. The non-profit foundation and the Steinbeis GmbH & Co. KG für Technologietransfer (StC), responsible for all commercial activities involved in knowledge and technology transfer, are headquartered in Stuttgart, Germany.

The key instrument of transfer at Steinbeis is the Transfer Enterprise. Each has a different area of focus. Our Steinbeis Transfer Centers are the original format for transfer enterprises, spanning all key services and a broad spectrum of skills and competence. Research and Innovation Centers are specialized in several kinds of research: market and transfer-oriented, commissioned, development and transfer network research as well as projects of a charitable nature. Transfer Institutes focus on competence developing products with an academic foundation. Consulting Centers are experienced, insightful points of contact for business consulting, evaluation and training.

Our foundation’s mission is to make scientific findings available to the people and organizations that make up our economy. This is why we are active in many ways in knowledge and technology transfer and thus implement our mission: Steinbeis Edition releases specialized publications by experts of the Steinbeis network, the Ferdinand Steinbeis Institute (FSTI) coordinates activities in the context of digital transformation and technology convergence. Symposia addressing hot topics in technology and management complement the vehicles and showcase the range of Steinbeis expertise.
STEINBEIS NETWORK

STEINBEIS-STIFTUNG

Steinbeis GmbH & Co. KG für Technologietransfer

Approximately 1,100 Steinbeis Enterprises worldwide

Steinbeis Transfer Centers
Steinbeis Research and Innovation Centers
Steinbeis Consulting Centers
Steinbeis Transfer Institutes

Steinbeis partners

read more: Steinbeis Structure
Our transfer achievements in 2018: More than 6,000 people worked in the Steinbeis Network for approximately 1,100 Transfer Enterprises.
TRANSFER NETWORK
There were 1,075 enterprises (NE) in our network in 2018. These span all Steinbeis Enterprises (SE). Depending on the specialist discipline and the focus of work, these SE employ experts in either legally dependent Steinbeis Transfer Centers, Steinbeis Research and Innovation Centers, Steinbeis Consulting Centers, Steinbeis Transfer Institutes or companies of an independent legal nature. The Network also includes Enterprises operating under franchising arrangements or minority shareholdings. In 2018, 86 new Enterprises joined Steinbeis.

SE-TURNOVER
With services in research and development, consulting and expert reports as well as training and employee development, Steinbeis Enterprises achieved a total turnover of 172.6 million euros in 2018.

SE-EMPLOYEES
In 2018 SE-directors worked alongside with 2,001 employees and 3,468 contractors. Steinbeis Enterprises employed a total of 709 professors in 2018.
### NE-Total Amount

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Amount (Mio. Euro)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>765</td>
</tr>
<tr>
<td>2013</td>
<td>978</td>
</tr>
<tr>
<td>2017</td>
<td>1,072</td>
</tr>
<tr>
<td>2018</td>
<td>1,075</td>
</tr>
</tbody>
</table>

### SE-Turnover

**in Mio. Euro**

<table>
<thead>
<tr>
<th>Year</th>
<th>Turnover (Mio. Euro)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>123.8</td>
</tr>
<tr>
<td>2013</td>
<td>145.2</td>
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<tr>
<td>2017</td>
<td>162.0</td>
</tr>
<tr>
<td>2018</td>
<td>172.6</td>
</tr>
</tbody>
</table>

### SE-Employees

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
<th>Contractors</th>
<th>Professors</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>1,392</td>
<td>3,338</td>
<td>801</td>
</tr>
<tr>
<td>2013</td>
<td>1,708</td>
<td>3,544</td>
<td>730</td>
</tr>
<tr>
<td>2017</td>
<td>1,899</td>
<td>3,606</td>
<td>704</td>
</tr>
<tr>
<td>2018</td>
<td>2,001</td>
<td>3,468</td>
<td>709</td>
</tr>
</tbody>
</table>

**Note:** The diagrams show the distribution of Employees, Contractors, and Professors for each year.
Where our heritage lies: Ferdinand von Steinbeis, from whom we inherited our name, shared our vision of continuously improving successful models of knowledge and technology transfer.
Ferdinand von Steinbeis, the first patron of economic development in Württemberg, promoted innovation and a dual-track professional training system as the head of the Central Office for Commerce and Trade as early as the mid 19th century. The groundbreaking concepts he developed for the highly practical transfer of technology are put into practice long after his lifetime. 1868, he founded the first Steinbeis-Stiftung, which was disbanded in 1923 during the period of high inflation. The Steinbeis-Stiftung was re-established in 1971 as a key service provider in supporting small and medium-sized enterprises (SMEs) in the German federal state of Baden-Württemberg.
More than 40 years have passed since the Steinbeis-Stiftung has been re-founded. Steinbeis Enterprises in our Steinbeis network number approximately 1,100 all over the world.
Startups with Steinbeis

Steinbeis Transfer magazine

May we help you?
We are looking forward hearing from you:
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Fon: +49 711 1839-5
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Steinbeis-Stiftung, Stuttgart

PHOTOS

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The platform provided by Steinbeis makes us a reliable partner for company startups and projects. We provide support to people and organizations, not only in science and academia, but also in business. Our aim is to leverage the know-how derived from research, development, consulting, and training projects and to transfer this knowledge into application – with a clear focus on entrepreneurial practice. Over 2,000 business enterprises have already been founded on the back of the Steinbeis platform. The outcome? A network spanning over 6,000 experts in approximately 1,100 business enterprises – working on projects with more than 10,000 clients every year. Our network provides professional support to enterprises and employees in acquiring competence, thus securing success in the face of competition.

www.steinbeis.de