Customer Value Add: Research Excellence + Professional Management

Open Innovation

1. Idea
2. Technology
3. Product
4. Business

Project

Science

GWT Management System

GWT - Services

Ihr Job.

Unser Job.
ECO System

**Shareholder**

TU Dresden AG is 100% GFF e.V.

**GWT Group**

[100% TUDAG] [100% GWT] [75% GWT 25% HZDR e.V.]

**Strategic Research Partners**

**Research Network**

Universities, Research Institutions and Hospitals in Saxony & Berlin, Key Partners in Germany and in Europe
Facts
[GWT Group in 2015]

- **1996**: Start
- **28,000**: Turnover (TEURO)
- **250**: GWT Headcount
- **4**: Locations
  - Dresden + Rossendorf
  - Berlin
  - Chemnitz

- **306**: # clinical trials
- **35**: # Investigator initiated trials
- **400**: # R&D Projects
- **2000 /33**: # customers
  - # countries

- **300**: # active scientists in GWT partnership
- **60**: # Events in Tectransfer & Science
- **17**: # successful launched patents

GWT. Forschung und Innovation
Service Offerings

- **Sektor**
  - Clinical Research
  - Industrial R&D

- **Service Offering**
  - CRNetwork Services for Pharma & CRO
  - R&D Services for Industrial Customers

- **Service Offering**
  - CRSiteMgt. Services for Investigators
  - Transferservices for Scientists

- **Service Offering**
  - CRCenter Services for Hospitals
  - TransferCenter Services for Research Institutions
Customer Value in Clinical Research

**Challenge**
- Business-to-public
- Costs and Performance in Clinical Trials
- Lack in Project Management and Site Operations
- Capacity Management
- Lack in Resources
- Volatility

**Customer benefit**
- Investigators: Focus on Research. Freedom to Operate
- Pharma: Managed Performance in Clinical Trials, managed access to multi-hospital research groups
- Hospitals: Clinical Research: We make it (Clinical Research) run

**Solution**
- **GWT Clinical Research Network**: Services for Pharma & CRO
- **GWT Site Management**: Services for Researchers
- **GWT Clinical Research Center**: Services for Hospitals, Institutions and Networks
- **GWT IP Consulting**: Sächsische Patentverwertungsagentur (IP)

**Logos**
- GMIHO
- King's College London
- EMSCO
- QUINTILES
- DRK Kliniken Berlin

GWT. Forschung und Innovation
Customer Value in R&D

**Challenge**
- Business-to-public
- Identify and integrate research university capabilities and
- Lack in Project Management and Lab Operations Mgt.
- Access to different scientists from different universities
- Volatility (both of sides)

**Customer benefit**
- Investigators: Focus on Research. Freedom to Operate
- Industry: Managed Performance in projects, managed access research groups
- Universities: We make it (TecTransfer) run

**Solution**
- **GWT Industry Relay Center**: Managed Account, Managed Projects
- **GWT TransferServices**: Services for Researchers
- **GWT TransferCenter**: Services for Universities and Research Organisations
- **GWT IP Consulting**: Sächsische Patentverwertungsagentur (IP)
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