At the Entrepreneurship Center on the Research Campus Garching, both the Technical University of Munich and UnternehmerTUM bundle their programs for entrepreneurs under one roof. The center provides a remarkable support infrastructure for nurturing entrepreneurial talents and opportunities. In the center, scholars, students, alumni, and professionals can make use of an inspiring interface which boosts all steps of the entrepreneurial process. The center offers a unique address for a thriving entrepreneurial ecosystem: Cutting edge research, rich course offerings, tailored coaching, comprehensive prototyping facilities, an incubator, an accelerator, and a professional fund meet at one address.

Bringing together research, teaching, and practice under one roof

The east wing is home to the UnternehmerTUM – the Center for Innovation and Business Creation at the TUM, including the MakerSpace on the ground floor. Housed in the west wing of the Entrepreneurship Center, the TUM Entrepreneurship Lecture Halls are located on the ground floor with flexible and modern facilities for entrepreneurship education, conferences, and events.

Located on the first floor, the TUM Entrepreneurship Incubator provides over 100 co-working spaces and offices for more than 20 TUM start-ups. The TUM Start-Up Coaches help them to develop their business plan and provide support at every stage of the start-up process in collaboration with researchers from the TUM Entrepreneurship Research Institute.

The TUM Entrepreneurship Research Institute on the second floor houses professors, research staff, and students in more than 20 offices, meeting rooms, and workplaces.
Established in 2012, TUM ERI is one of the leading institutes dedicated to entrepreneurship research in Europe. At the institute, four professors and more than 20 academics at post-doctoral and doctoral levels take an interdisciplinary approach to study entrepreneurship, covering all aspects of the entrepreneurial journey:

**Key questions:**
- **Who starts a venture?** What are the reasons?
- **How to set up the team and the venture initially?**
- **How to manage the evolving firm at home and abroad?**
- **How to end the venture?** What comes next?

**Topics:**
- Entrepreneurial motivation; opportunity recognition; passion
- Vision; equity distribution; team and network composition
- Conflict; strategy; organization; internationalization
- Failure; learning; exit; corporate entrepreneurship

**ERI research insights are relevant to the broad entrepreneurial community:**

- **Insights for academia:** We regularly publish articles in the most reputable entrepreneurship and general management journals, advancing the theoretical understanding of entrepreneurship and related phenomena in the areas of strategy and innovation management.
- **Insights for students:** We offer more than 40 courses per year that contribute to the development of entrepreneurial talents and entrepreneurial opportunities for TUM’s undergraduate, Master’s, Executive MBA, and PhD students. We design novel teaching materials, such as case studies, team-based role plays, and decision-making exercises.
- **Insights for practice:** Our insights are published in top practitioner outlets and the media. We also work with leading established companies to ignite their entrepreneurial spirit.
- **Insights for entrepreneurs:** We support the start-up community by providing workshops for entrepreneurs, offering hands-on decision-making tools, and collaborating with young ventures in student projects.

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**UnternehmerTUM – Enabler for start-ups and innovations**

A leading center for innovation and business creation in Europe

Founded in 2002 as an affiliated institute of “TUM, The Entrepreneurial University,” UnternehmerTUM provides support for international start-ups and established companies by helping them to develop new products and services, launch a successful business, enter into the market, and grow. The accelerator program TechFounders prepares innovative technology start-ups for the first round of venture capital within 20 weeks, providing intensive coaching and mentoring, and initiates strategic collaborations with industry partners.

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**UnternehmerTUM, a private nonprofit company owned by Susanne Klatten,** is organized in four companies:

- **UnternehmerTUM GmbH** inspires and empowers students, researchers, and professionals by providing outstanding, hands-on entrepreneurship training, by incubating technology-based startup teams, and by providing access to prototyping infrastructure.
- **UnternehmerTUM Projekt GmbH** runs the start-up accelerator program TechFounders and collaborates with young and established companies to identify, develop, and realize joint projects to successfully generate new business.
- **UnternehmerTUM-Fonds Management GmbH** runs a venture capital fund to finance cutting-edge technology start-ups that have international market potential.
- **UnternehmerTUM MakerSpace GmbH** is a membership-based, open access, DIY machine shop and fabrication studio. With the new launch of MakerSpace, UnternehmerTUM now caters to ambitious start-ups, active DIYers and creatives. It offers a place to implement ideas and innovations in the form of prototypes and small batch production.

Various work areas are available, such as metal, machine, and woodworking shops as well as textile and electrical processing facilities. In addition, 3D printers and laser and water jet cutters make it possible to fabricate new shapes and to process every type of material. MakerSpace offers training and consulting services as well as events for members with any level of knowledge, providing them with support and networking options.

**Start-up Track Record Examples:**

- **Dynamic Biosensors GmbH:** biochip platform for the analysis of molecular interactions
- **FlixBus GmbH:** virtual bus operator - internet-based mobility service
- **foss4X GmbH:** optical sensor and measurement technology for light-weight structures
- **Orpheus GmbH:** enterprise software for procurement performance management and control
- **SorTech AG:** cooling and heating equipment based on energy-efficient adsorption technology

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