AiF at a glance
German Federation of Industrial Research Associations
Arbeitsgemeinschaft industrieller Forschungsvereinigungen "Otto von Guericke" e.V. (AiF)
The AiF

- is the leading research network for the German "Mittelstand".
- stimulates and funds research, transfers and innovation.
- aims to strengthen the competitiveness of the national economy of Germany through innovation.
### Who we are

<table>
<thead>
<tr>
<th><strong>Name</strong></th>
<th>AiF German Federation of Industrial Research Associations</th>
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<tbody>
<tr>
<td><strong>Legal form</strong></td>
<td>Registered association, non-profit organisation</td>
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<tr>
<td><strong>Founded</strong></td>
<td>1954</td>
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<tr>
<td><strong>Members</strong></td>
<td>100 industrial research associations of different industrial and technological sectors, representing about 50,000 small and medium-sized enterprises (SMEs)</td>
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<tr>
<td><strong>Staff</strong></td>
<td>211 employees</td>
</tr>
<tr>
<td><strong>President</strong></td>
<td>Prof Dr Sebastian Bauer</td>
</tr>
<tr>
<td><strong>CEO</strong></td>
<td>Dr Thomas Kathöfer</td>
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<tr>
<td><strong>Subsidiaries</strong></td>
<td>AiF Projekt GmbH (Berlin), AiF FTK GmbH (Cologne)</td>
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| **Activities** | - Promotion of collective research for the benefit of entire industrial sectors (IGF)  
                | - Project management of governmental Research & Development (R&D) programmes for individual SMEs, e.g. Central Innovation Programme (ZIM) - ZIM Cooperation Projects |
Facts and figures

- About 13.5 billion euros of public funds have been disbursed through the AiF for R&D Projects since its foundation in 1954

- Approx. 245,000 R&D Projects were launched via the AiF since its foundation

- In 2021, the AiF carried out more than 10,000 R&D Projects
Public funds managed by the AiF 2017-2021 in m euros

<table>
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<tr>
<th>Year</th>
<th>ZIM-Cooperation Projects</th>
<th>IGF</th>
<th>Total</th>
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<tbody>
<tr>
<td>2017</td>
<td>171.7</td>
<td>191.2</td>
<td>362.9</td>
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<tr>
<td>2018</td>
<td>181.3</td>
<td>293</td>
<td>474.3</td>
</tr>
<tr>
<td>2019</td>
<td>180.2</td>
<td>316</td>
<td>496.2</td>
</tr>
<tr>
<td>2020</td>
<td>201.1</td>
<td>346.9</td>
<td>548</td>
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<tr>
<td>2021</td>
<td>195.4</td>
<td>362.3</td>
<td>557.7</td>
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Collective Research
Collective Research is research for broad groups of companies, especially SMEs

Each project must clearly demonstrate the economic added value of research for companies in a given sector

Collective Research projects are precompetitive and are proposed and managed exclusively by industrial associations

Collective Research is organised by the AiF and her members and funded by the German Ministry of Economic Affairs and Climate Action
Collective Research projects are carried out by research institutes or universities selected according to their excellence.

The involvement of SMEs in every research project is ensured via project monitoring groups.

Both the industrial associations and the research institutes involved in a project are responsible for technology transfer and the diffusion of innovations.
Main fields of research & development

- Prenormative or product standardisation
  e.g. standard dimensions

- (Sectoral) Technical "tools"
  e.g. materials database

- Environmental solutions
  e.g. emissions, dangerous substances, safety at work

- Generic industry demand
  e.g. body scanning in clothing industry

- Basic technologies
  e.g. alternative materials (cost/benefit, functional qualities)

- Process technologies
  e.g. cost benefit analysis of alternative technical solutions
## Key figures

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<th>2019</th>
<th>2020</th>
<th>2021</th>
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<tbody>
<tr>
<td><strong>Budget in m euros</strong></td>
<td>180.2</td>
<td>201.1</td>
<td>195.4</td>
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<tr>
<td><strong>Number of projects</strong></td>
<td>1,918</td>
<td>1,876</td>
<td>1,876</td>
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<td><strong>New projects</strong></td>
<td>576</td>
<td>562</td>
<td>454</td>
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<tr>
<td><strong>Research institutes involved</strong></td>
<td>822</td>
<td>810</td>
<td>812</td>
</tr>
<tr>
<td><strong>Companies involved</strong></td>
<td>24,899</td>
<td>24,495</td>
<td>24,472</td>
</tr>
<tr>
<td><strong>Companies involved per project</strong></td>
<td>13.0</td>
<td>13.1</td>
<td>13.0</td>
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Subtypes of Collective Research

- Transnational Collective Research
- PLUS
  Projects of greater scale consisting of several individual parts that combine basic and applied research
- Leading Technologies for SMEs
  Projects of greater scale concerning future technologies and increasing the competitiveness of an entire business sector
German Collective Research Scheme

- Evaluation and processing for proposals
- Financial management and audit

Head organisation

- Evaluation of ideas
- Project management
- Project management by user committees
- Consulting
- Further training

approx. 100 Industrial research associations

- Project ideas
- Transfer results

Technological needs and challenges

Use of results

50,000 Enterprises

- Proposals
- Project approval

1.200 research performers

- Universities
- Research institutes of AiF-members
- Fraunhofer-institutes et al.

Evaluation of ideas

Project management

Project management by user committees

Consulting

Further training

Cooperation

Project implementation

Project results

Transfer results

Federal Ministry

Funding recommendation

Project funding

1.200 research performers
Further information on www.aif.de/en

- **AiF Brochure**
  > Facts and figures at a glance

- **AiF Infomercial**
  > The AiF explained in three minutes

- **Member profiles**
  > Profiles of AiF member organisations