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.
<table>
<thead>
<tr>
<th><strong>Name</strong></th>
<th>AiF German Federation of Industrial Research Associations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Legal form</strong></td>
<td>Registered association, non-profit organisation</td>
</tr>
<tr>
<td><strong>Founded</strong></td>
<td>1954</td>
</tr>
<tr>
<td><strong>Members</strong></td>
<td>101 industrial research associations of different industrial and technological sectors, representing about 50,000 small and medium-sized enterprises (SMEs)</td>
</tr>
<tr>
<td><strong>Staff</strong></td>
<td>178 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>
</tr>
<tr>
<td><strong>Subsidiaries</strong></td>
<td>AiF Projekt GmbH (Berlin), AiF F·T·K GmbH (Cologne)</td>
</tr>
<tr>
<td><strong>Activities</strong></td>
<td>– Promotion of collective research for the benefit of entire industrial sectors (IGF)</td>
</tr>
<tr>
<td></td>
<td>– Project management of governmental Research &amp; Development (R&amp;D) programmes for individual SMEs, e.g. Central Innovation Programme (ZIM) - ZIM Cooperation Projects</td>
</tr>
</tbody>
</table>
Facts and figures

- About 12.5 billion euros of public funds have been disbursed through the AiF for R&D Projects since its foundation in 1954.

- Approx. 238,000 R&D Projects were launched via the AiF since its foundation.

- In 2019, the AiF carried out more than 9,000 R&D Projects.
Public funds managed by the AiF 2015-2018 in m euros

- 2015: 524.7 m euros (384.2 m euros for ZIM-Cooperation Projects, 140.5 m euros for IGF)
- 2016: 532.7 m euros (393.4 m euros for ZIM-Cooperation Projects, 139.3 m euros for IGF)
- 2017: 534.6 m euros (362.9 m euros for ZIM-Cooperation Projects, 171.7 m euros for IGF)
- 2018: 474.3 m euros (293 m euros for ZIM-Cooperation Projects, 181.3 m euros for IGF)
- 2019: 496.2 m euros (316 m euros for ZIM-Cooperation Projects, 181.3 m euros for IGF)
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 Energy
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
<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Budget in m euros</strong></td>
<td>171.7</td>
<td>181.3</td>
<td>180.2</td>
</tr>
<tr>
<td><strong>Number of projects</strong></td>
<td>1,613</td>
<td>1,757</td>
<td>1,918</td>
</tr>
<tr>
<td><strong>New projects</strong></td>
<td>668</td>
<td>543</td>
<td>576</td>
</tr>
<tr>
<td><strong>Research institutes involved</strong></td>
<td>726</td>
<td>770</td>
<td>822</td>
</tr>
<tr>
<td><strong>Companies involved</strong></td>
<td>20,654</td>
<td>22,849</td>
<td>23,132</td>
</tr>
<tr>
<td><strong>Companies involved per project</strong></td>
<td>12.8</td>
<td>13.0</td>
<td>13.0</td>
</tr>
</tbody>
</table>
Subtypes of Collective Research

- **cornet** 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**

### Head organisation
- Evaluation and processing for proposals
- Financial management and audit

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

### 100 Industrial research associations
- Project ideas
- Transfer results

### 50,000 Enterprises
- Technological needs and challenges
- Use of results

### 1,200 research performers
- Universities
- Research institutes of AiF-members
- Fraunhofer-institutes et al.

### Funding recommendation
- Project funding

### Cooperation
- Project implementation
- Project results

### Federal Ministry for Economic Affairs and Energy

---

**Note:** The diagram illustrates the flow of the German Collective Research Scheme, starting from the head organisation, through evaluation and processing of proposals, financial management, and audit, to various stakeholders like universities, research institutes, and enterprises, and finally to the Federal Ministry for Economic Affairs and Energy. The scheme emphasizes the importance of technological needs and challenges, project management, and the transfer of results.
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

- **IGF-Database**
  > Research tool for projects since 1995 (in German)