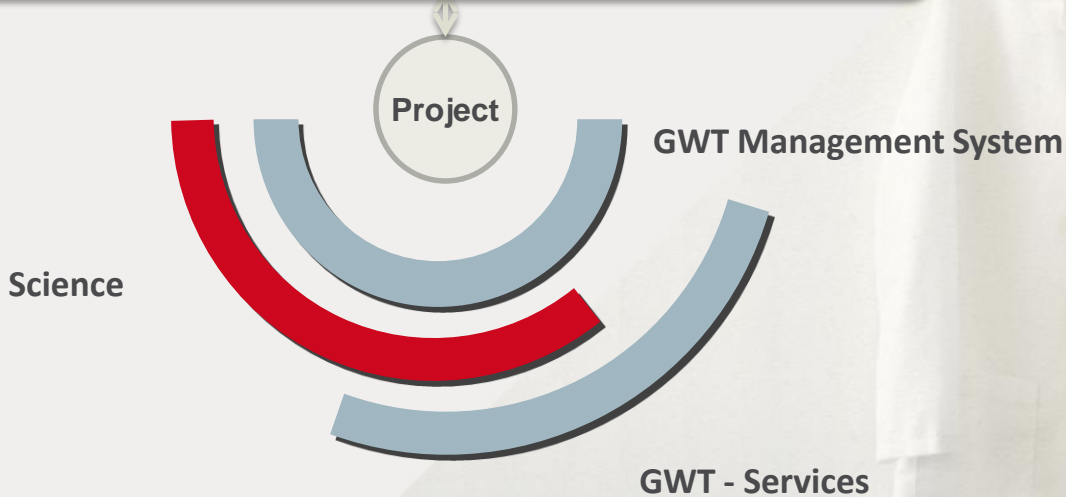
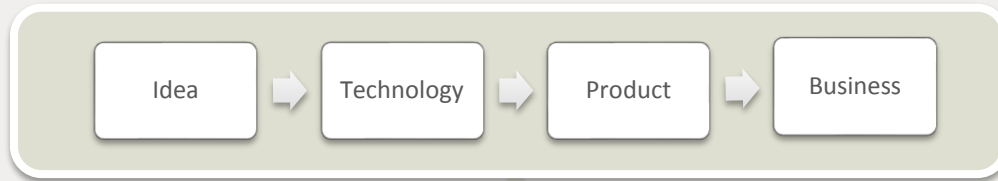


GWT AT A GLANCE@2016



Customer Value Add: Research Excellence + Professional Management

Open Innovation



Ihr Job.

Unser Job.

Shareholder



TU Dresden AG is 100% GFF e.V.



GWT Group



[100% TUDAG]



[100% GWT]



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

Strategic Research Partners



DRESDEN
concept



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

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)



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)



Contact?



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