# HIGH TECH CAMPUS EINDHOVEN

# High Tech Campus Eindhoven









## **Present sitemap**



40%

Of all patent applications in the NL come from the Campus / Brainport region

>100 nationalities

Facts & Figures

Campus of
National
significance

12,500 Smart People

TOP 7

Incubator For startups

260+ companies From
Research &
Development
until
pilot production

45,000 m<sup>2</sup>
Tech
facilities

1 billion private R&D

# Starting with the help of the CTO of Philips



**MULTINATIONALS** 

**SMEs** 

RESEARCH INSTITUTES

**STARTUPS** 

SERVICE COMPANIES



# Open Innovation attracted a lot of new companies

Clean Rooms

Dust free rooms

Laboratories

Including physical, optical and Chemical Laboratories Test Environments

Testlabs <u>for</u> electronics, <u>Materials</u> Analysis High Tech Equipment

High tech wafer scanners processing equipment such as systems-on-foil printers **ICT Network** 

A high-end fiberglass network helps companies to exchange and analyse data rapidly











# EVENTS FOR OUR COMMUNITY



High Tech MTB Challenge



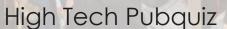
High Tech Triathlon



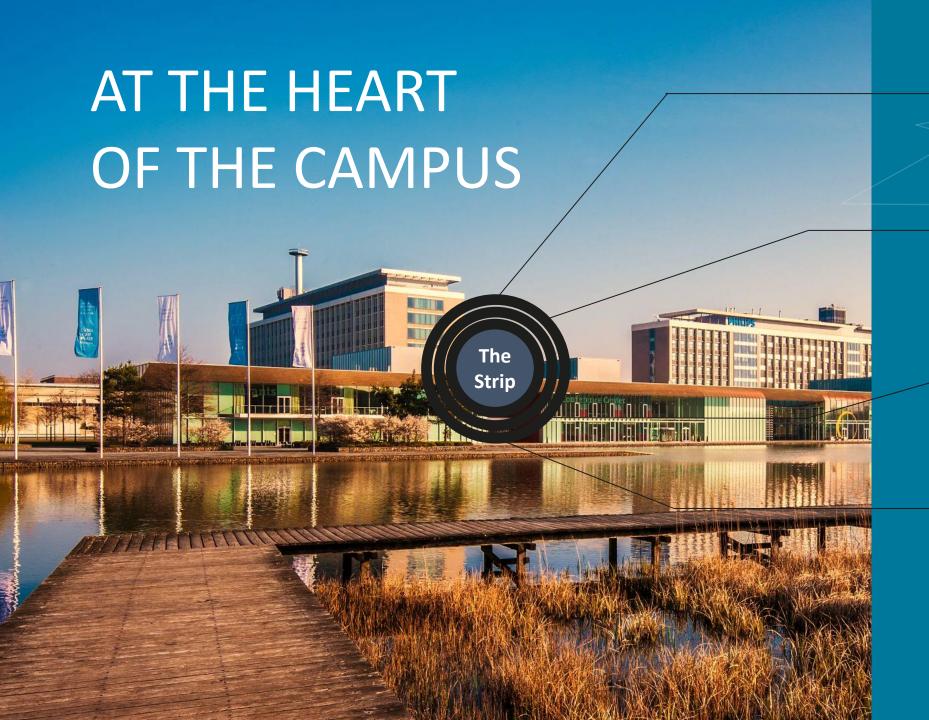
High Tech Campus Run











#### **Conference Center**

- \* Business events
- Tech events
- Social events

#### Restaurants

- Asian food
- European food
- Food trucks

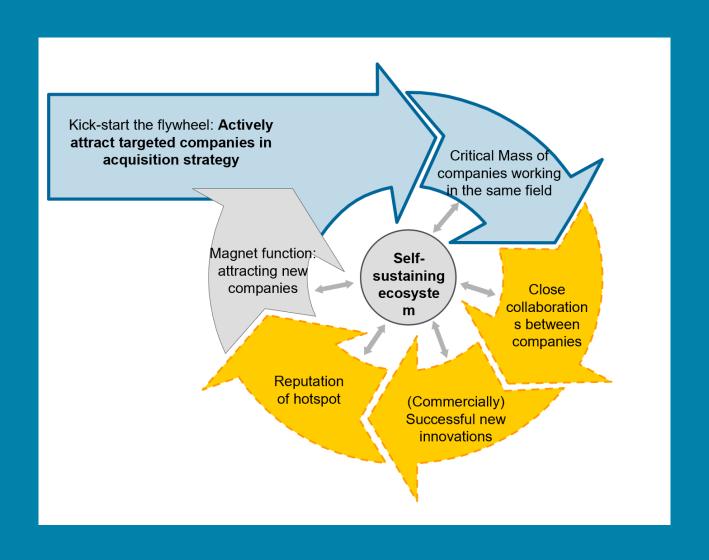
#### **Wellness Center**

- Sports
- Nutrition advice
- Physiotherapy

#### **Shops & services**

- Supermarket
- Insurance company
- Hairdresser
- Bank

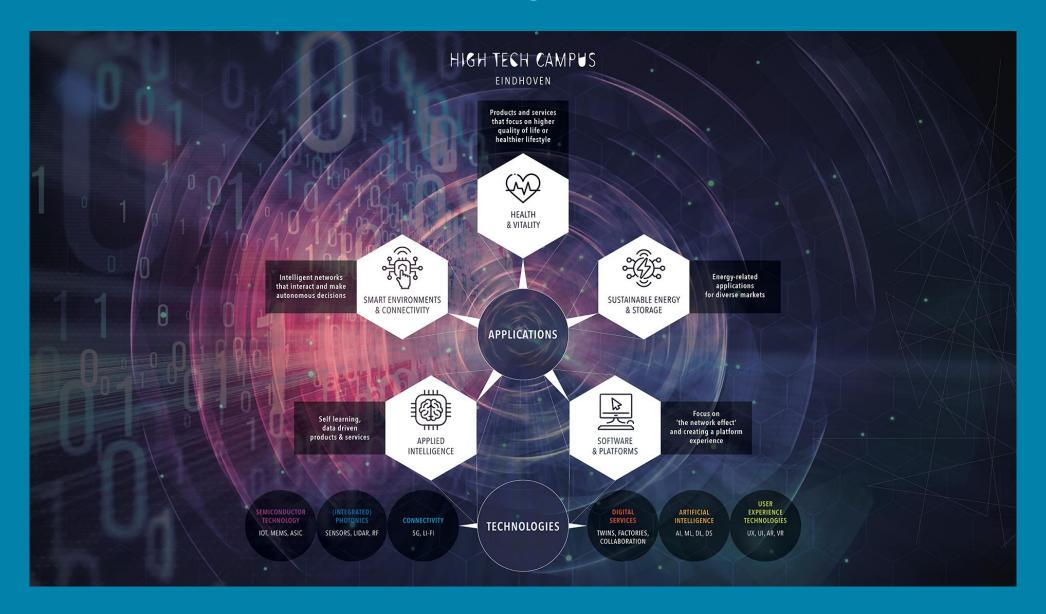
## First strategy helped to define long term goals



## **Strategy Campus 2030**



## Focus areas technology and applications



# High Tech Campus initiatives and partnerships (1/2)









## High Tech Campus initiatives and partnerships (2/2)





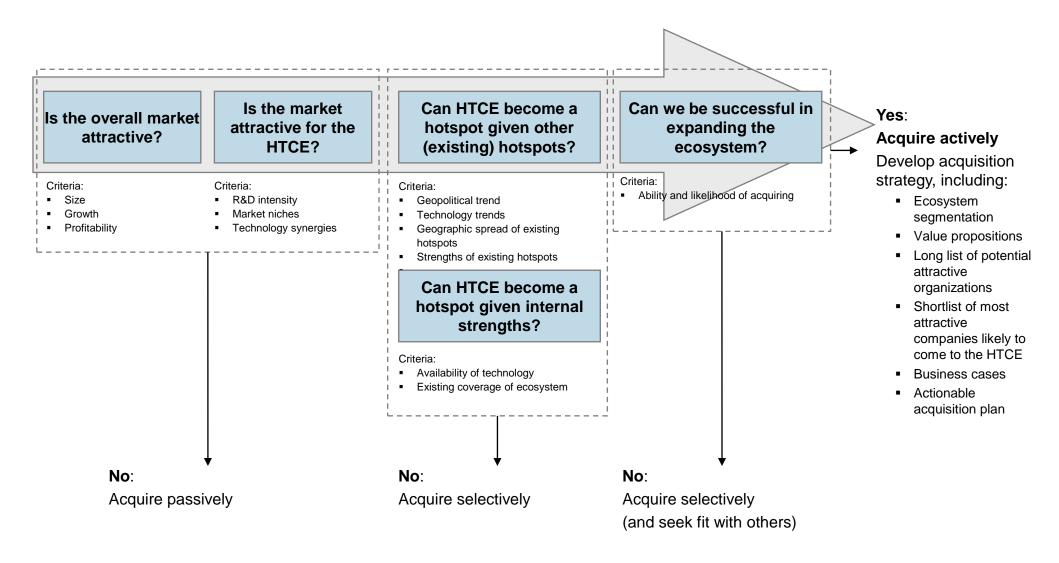








# By evaluating the market attractiveness and the ability to compete, we determine in which domains the HTCE actively acquire companies



# Lessons learned In pro-active acquisition

- Do it for the long term or don't do it
- First define and create a core before acquiring
- Provide a warm introduction through a network of relations
- Focus on your dream candidates
- Talk to knowledge representatives in the field where you are acquiring
- Make sure you know everything about your lead/prospect
- Activity-based marketing helps you to present yourself to your prospect again and again
- Acquisition is a main function, not something to do on the side



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