

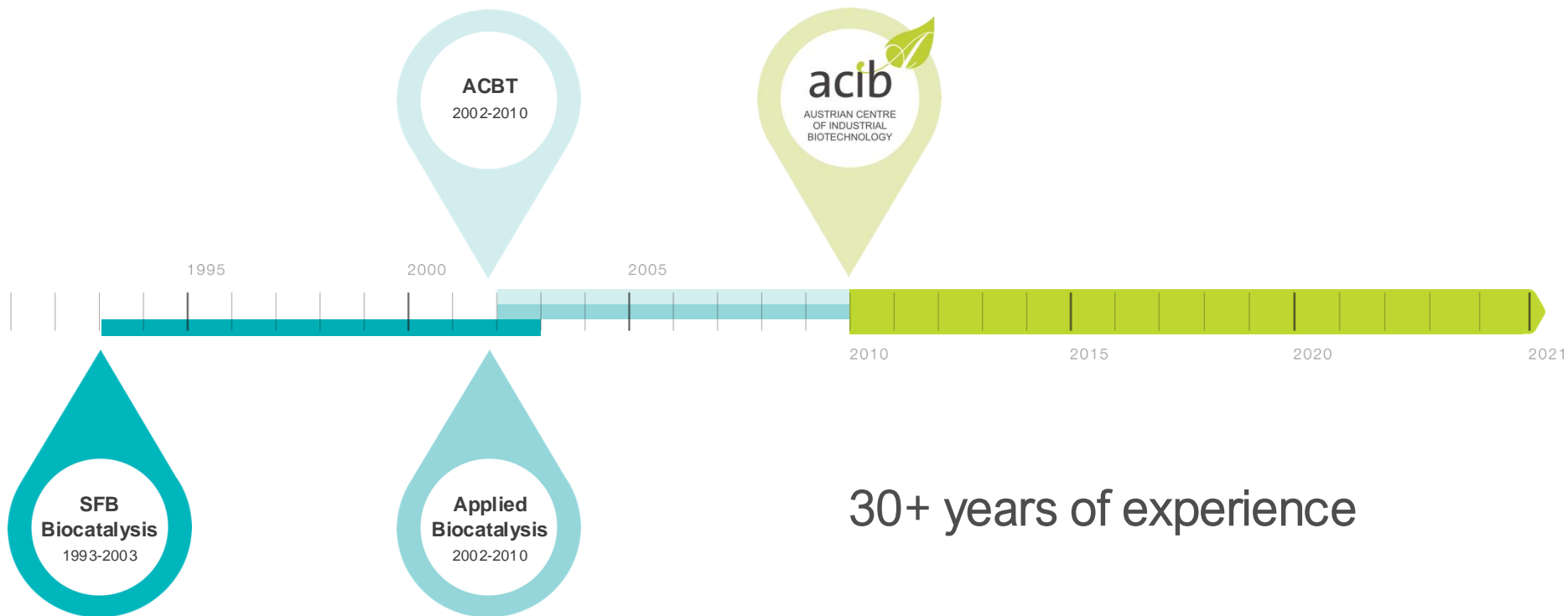


# **INDUSTRIAL BIOTECHNOLOGY MEETS GLOBAL CHALLENGES**

**Dr. Martin Trinker**

Director Business Development & Fundraising

# We are acib



30+ years of experience

# Bundling Academia in Austria



Additional locations of  
Key researchers:

- Belgium
- Germany
- Italy
- Poland
- Portugal
- Slovenia
- Spain
- Sweden
- Thailand

- Strong academic core formed by shareholder Universities
- Personnel embedded in academic working groups



ACADEMIA



INDUSTRY



SOCIETY

**acib**

AUSTRIAN CENTRE  
OF INDUSTRIAL  
BIOTECHNOLOGY

SCIENTIFIC  
VALUE

ECONOMIC  
VALUE

SOCIETAL  
VALUE

# Our identity

- Break scientific ground
- Generate industrial value
- Fill industrial gaps
- Train next generations
- Create regional impact
- Live international community

INNOVATIONS FROM NATURE



# What makes us different:

## One stop shop for industry



### Industrial research in academic environment

**Great expertise:**  
top technical skills in  
biotech & biomedical research

**Excellent service:**  
Processing of contracts  
(IP, confidentiality ...) only with acib



Scientific partner



Associated partner

# acib IP-Transfer

## **Foreground IP in company projects belongs to our industrial partner**

Flexible ways on how to use generated IP:

1. Non-exclusive licence (basic fee of EUR 8,000-20,000 + 25% of patent costs + royalties/milestone payments)
2. Exclusive licence (basic fee of EUR 8,000-20,000 + 25% of patent costs + royalties/milestone payments with minimum annual payments)
3. Full IP Transfer (EUR 12,000-50,000 + highflyer or royalties or milestones)
4. Trade Secret (EUR 20,000-80,0000 + highflyer or royalties or milestones)
5. Later negotiation

# Our areas of expertise

## Biocatalysis

This research field describes the **use of biocatalysts for the conversion and synthesis of molecules** and replacing traditional chemical processes by efficient and environmentally friendly approaches.

Prof. Robert Kourist

## Microbial Biotechnology

The research field includes the **biotechnological utilization of microorganisms** (bacteria, yeasts, fungi) and their compartments for the production of proteins or important metabolites.

Prof. Diethard Mattanovich

## Enzyme Technologies

In this research field we are dealing with **new enzymatic conversions in synthetic approaches** in order to close current gaps of enzymatic process applications, as well as the immobilization of enzymes.

Prof. Bernd Nidetzky

## Protein Engineering

We **combine direct laboratory evolution with structure-based rational design** to optimize the activity, stability, affinity, solubility or expression of proteins from enzymes to biotherapeutics.

Prof. Bernd Nidetzky

# Our areas of expertise

## Cell line Development & Epigenetic

The projects carried out in this area deal with a **detailed, molecular understanding of the properties of production cell lines (e.g. CHO)** that are used for the manufacture of biopharmaceutical products.

Prof. Nicole Borth

## Bioinformatic & Simulations

**Genes, RNA, proteins and metabolites are the key players in biological systems.** The sum of these parts is less than the whole, because these actors never act alone, but are integrated into complex and multi-layered networks.

Prof. Jürgen Zanghellini

## Bioprocess technologies

The research area Bioprocess Technologies deals with the **development of improved or new biotechnological (continuous) processes**, flexible production and process intensification, as well as process analytical technologies.

Prof. Alois Jungbauer

## Environmental Biotechnology & Bioeconomy

**Optimizing recycling and the valorization of waste is an important topic at acib.** From degradation of natural to synthetic polymers to bioleaching and valorization of waste streams, acib is in the driving seat of the new bioeconomy.

Prof. Georg Gübitz



# acib – Cooperation Opportunities

## **acib offers:**

- + contract research in all areas (from R&D to production and analysis)
- + extensive literature studies
- + consulting for funded research
- + professional project management for (funded) projects
- + professional dissemination activities
- + innovative and reliable partnership in (inter)national funding calls'
- + organization of events and conferences
- + training courses (theoretical and 'hands-on')
- + partner search
- + looking for technologies
- + 'acib task force' => solving challenging problems at your R&D Facility

# acib – Cooperation Opportunities

## acib works with...

- Company partners for on new products and processes
- Scientific partners on competitive funding proposals
- Investors for maturing technologies and start-up building
- Foundations and donors on making the world a better place

## Some of our company partner



# Research market place

## New Innovations from Nature ...



### Fully automated wastewater monitoring for advanced and early disease detection

Wastewater-based detection of emerging diseases has been proven to be a powerful tool during the COVID-19 pandemic. Now it's high time to switch from a time-consuming manual and decentralized process to a fully-automated multiple-disease detection and surveillance system.

[Continue Reading](#)

July 13, 2022



### God Mode growth factors – cheat the nature

Whenever new products for downstream-processing are available there is the question whether they are truly superior to previously used materials. acib offers to independently evaluate all kind of (prototype) chromatography matters and to address all questions regarding real-life applicability.

[Continue Reading](#)

September 12, 2022



### Advanced Microbiome Research

Every human being has not only more microbial cells than human cells but also more microbial genes than human ones... Our microbiome has a huge influence on our health and the same is true for animals and plants... Let's tap this potential for a better life!

[Continue Reading](#)

November 7, 2022

### Project Offers:

Ideas with a solid background for an industrial project, e.g. feasibility or proof-of-concept studies.

### Technology Offers:

Mature technologies for licensing, transferring IP or new research project.

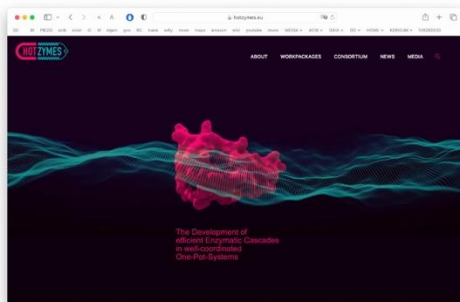
### Service Offers:

Service provided to others, e.g. Dissemination & Communication offers.

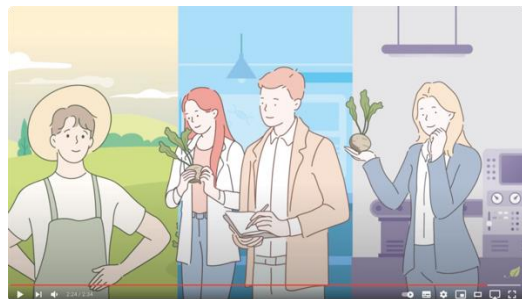
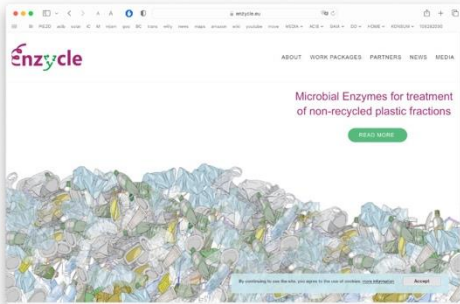
sent with Directmail to **10,000+** e-mail addresses,  
also available at <https://acib.at/offers>

# Holistic valorization approach

## Open Multichannel Communication



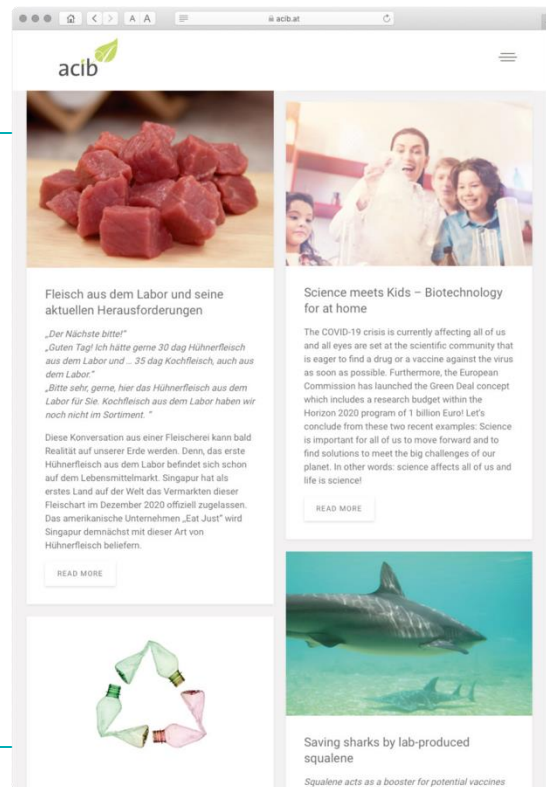
Find out more about our projects, and visit our [project homepages](#)



Watch our Explanatory videos on our [Youtube-Channel](#)



Connect with us on [Social Media](#), and visit us on Facebook, Twitter and LinkedIn



Watch our [Blog](#) [www.acib.at/blog](http://www.acib.at/blog)

The background features a light green molecular structure with spheres and connecting lines. In the center, there is a white circle containing the 'acib' logo, which consists of the lowercase letters 'acib' in a bold, black, sans-serif font, followed by a stylized green leaf icon.

acib

**THANK YOU**  
FOR YOUR ATTENTION  
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