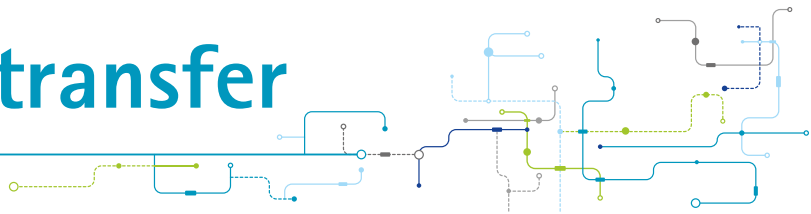


# Technology transfer



## From research to the international market

Technology makes sense, when someone uses it. The money invested in research and development only obtains aggregate value-added if it is converted into tradeable products and services, and creates jobs.



## The bmvit as door opener

Austrian companies are **global leaders** in many technological sectors, especially in **niche applications**. Cutting-edge technology from Austria stands out thanks to its **quality, customised-solutions** and **know-how** – all deciding criteria in the awarding of international projects. When it comes to large infrastructure projects, additional factors play an important role – that's where bmvit comes into play.

Besides conventional supporting measures, the **Staff Group for Technology Transfer and Security Research** offers efficient and strategic instruments: primarily, infrastructure-cooperation-agreements with foreign governmental authorities.

### Benefits of bmvit support



- Direct access to decision-makers
- Support in finding foreign project-partners
- Shortened and simplified acquisition channels
- Involvement in the early project stages – thereby increasing the opportunities in international calls for tender
- Political interventions in case of any trouble – leading to a higher project-safety level

### Where supply meets demand

The target markets for the bmvit technology-transfer activities are, in particular, countries with a high economic growth-rate, the so-called **emerging markets** (e.g. BRICS, CIS, SE-Asia) which need to catch up on the infrastructure front. Basically, the staff-group assists when and where support is required by Austrian industry.



## Facts about the export of technology

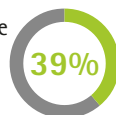
In a current study **462 Austrian companies** were evaluated, each with an **export ratio** of above



They were divided into **7 technological-fields**

- Waste and waste management
- Security
- Water & waste water
- Health care
- Energy and alternative energy
- Information and communication technology
- Transport

With **€ 48.1 bn** the **export-ratio** of these companies constituted



**39%** of Austrian **export-revenue**.

They employ **194,471 people**, in other words 4.7% of all people employed in Austria.



Just under **€ 24 bn** of total gross-value-added, i.e. **every 12<sup>th</sup> Euro generated** is dependent on the export of technology by these companies.



Around every **13<sup>th</sup> job** in Austria **depends on the export of technology** by these companies.

The employment-multiplier is **2.09**.



Every Euro generated by exporting technology creates an **additional 84 cent** added-value in Austria.

Especially **high multiplier-effects** with a **medium technology-intensity**

