

MERCK

Merck Innovation Center

# press kit



# CENTURIES OF INNOVATION

Merck is a leading science and technology company in healthcare, life science and performance materials. Around **50,000 employees** develop technologies that improve and enhance life. In 2015, Merck generated sales of € 12.8 billion in 66 countries.

Since **1668**, Merck has been working to advance innovation. Over the years, the requirements have changed. Thanks to digitalization, access to knowledge has become faster and easier. This is blurring the lines between classic segments

of industry and commerce. Today, innovation needs more room than ever before in order to permit exchanges between people with a variety of perspectives and backgrounds.

# The Merck Innovation Center

## PIONEERING

Supplementary to classic research and development, the Innovation Center is the place where technologies and competencies from various areas converge. Individual elements are melded into ideas and projects. This creates products and services outside the existing business that will help Merck to succeed in the future.

## AMBITIOUS

Merck plans to invest around € 1 billion in its headquarters in Darmstadt. Of this amount, € 69 million will go into the construction of the future Innovation Center, which is scheduled for completion in 2017. As a precursor to this, Merck set up a prototype, the modular Innovation Center, in 2015.

## OPEN

The Merck Innovation Center is far more than just a building. It links a creative working environment with a culture of openness and exchanges between employees and external startups, visionaries and companies from around the world.

## PROTOTYPING

The Innovation Center reflects the prototyping approach we have adopted. Until 2017, we will be using the modular Innovation Center to test methods, processes, organizational forms and technologies so that these work optimally in the future Innovation Center.

# 2015



floor space:  
**1.400 m<sup>2</sup>**

construction time:  
**7 months**

construction costs:  
**17 Million Euros**

# 2017



floor space:  
**7.100 m<sup>2</sup>**

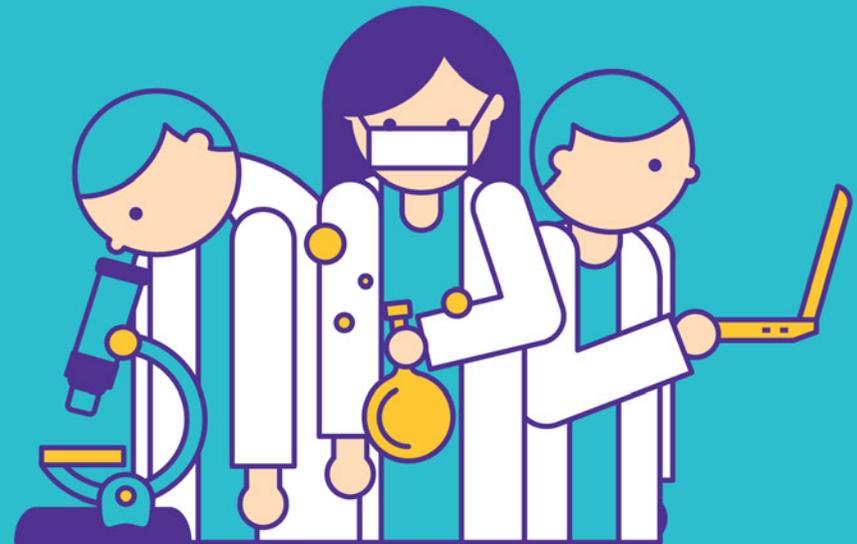
construction time: **around 2 years**

construction costs:  
**69 Million Euros**

# innovation:

New technologies  
permit innovations  
that span industries

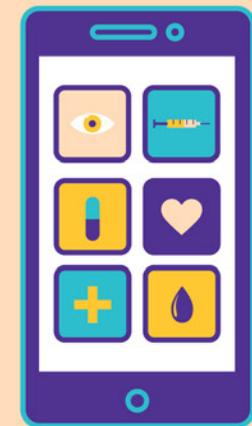
**German pharmaceutical companies**  
aim to invest about EUR 8.7 billion  
in innovation projects in 2016.



Pharmaceutical companies  
transform from producers to  
service providers "beyond the pill".

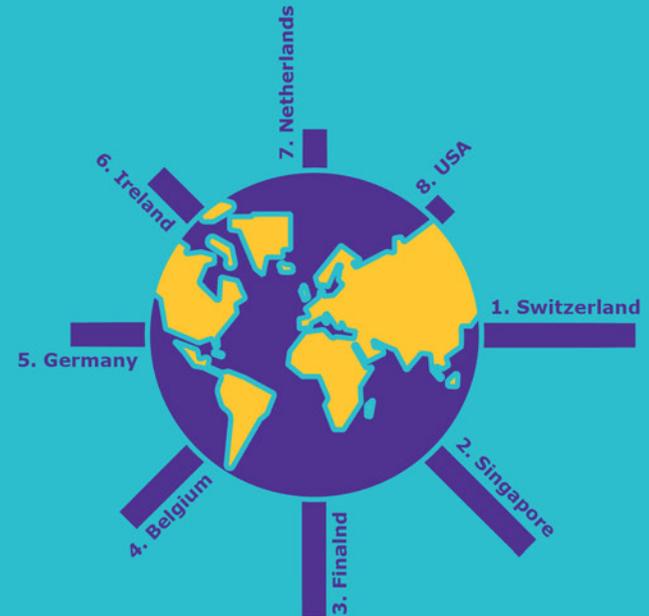


It is already possible today to  
create 3D printouts of organic  
materials like hearts.

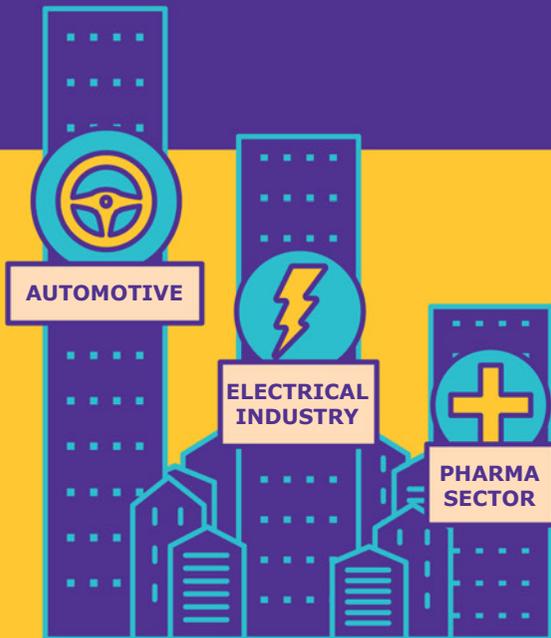


Smartphone apps are able  
to provide information  
about side effects.

# Germany's pharmaceutical and chemical industry at a glance – the innovation power house.



**Innovation indicator 2015**  
the world's most innovative countries.



The pharmaceutical sector ranks three among Germany's most innovative industries.



Digitalization yields high innovation potential for the chemical industry – especially for the supply chain.



With 31,670 patent applications in 2015, Germany ranks number one among European countries.

# WHO WE ARE

We, the Innovation Center team, breathe life into the building. With our wide range of experience and expertise, we build bridges between employees, departments and external stakeholders. We support them as they transform their initial ideas into finished products.



# THIS IS HOW WE WORK

Our work in the Innovation Center is based on the prototyping principle. We learn from our experiences, not just as they relate to the Innovation Center as a building,

but also in terms of organizational design, cooperation, processes and technology. We reward courage and embrace the green fields at the beginning of all our projects.

# A four-pillar foundation

The Merck Innovation Center is based on four pillars:  
What's really important is the fact that we work  
across businesses and functions and promote open  
exchange – both within the company and externally.

**WE CREATE AN INTERNAL INNOVATION NETWORK BY CONNECTING PEOPLE  
AND SETTING UP SATELLITES IN DIFFERENT LOCATIONS ...**

**ACCELERATOR**

**INTERNAL  
INNOVATION  
PROJECTS**

**INNOVATION  
THINK TANK**

**INNOVATOR  
ACADEMY**

**... AS WELL AS A STRONG NETWORK WITH EXTERNAL PARTNERS  
SUCH AS UNIVERSITIES, INNOVATION LEADERS ETC.**

# MERCK ACCELERATOR

## PURPOSE

In particular, startups are forming worldwide in our sectors healthcare, life science and performance materials. With their ideas, they are changing markets. They do not represent a threat to us, but rather a partner on an equal footing, with whom we are shaping the future together. For this purpose, we are using our Accelerator program to promote startups in the early stages of their development.

## COLLABORATION

Selected startups receive financial support, working space inside the Merck Innovation Center and access to roughly 50,000 Merck experts in 66 countries. We are exclusively interested in the creativity of the founders and dispense with holding an interest in the company. Two Accelerator programs are currently underway in Darmstadt and Nairobi. The aim is to transform the Accelerator into a network of global sites in order to offer startups the best-possible resources.



[DISCOVER MORE](#)



### **DARMSTADT TEAMS** Spring 2016

**CHECK-ER:** App aimed at optimizing and inform about wait time in Emergency Rooms.

**PEAT:** Artificial Intelligence to detect plant diseases via image recognition.

**MATIBABU:** Mobile malaria diagnosis via smartphone camera.

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**AS A GLOBAL  
CORPORATE GROUP,  
WE ALSO WANT TO GLOBALIZE  
OUR ACCELERATOR PROGRAM.  
IDEAS SHOULD NOT BE  
RESTRICTED BY FACTORS  
SUCH AS WHERE THEY  
WERE ORIGINATED.**

*Michael Gamber,  
Head of the  
Merck Innovation Center*

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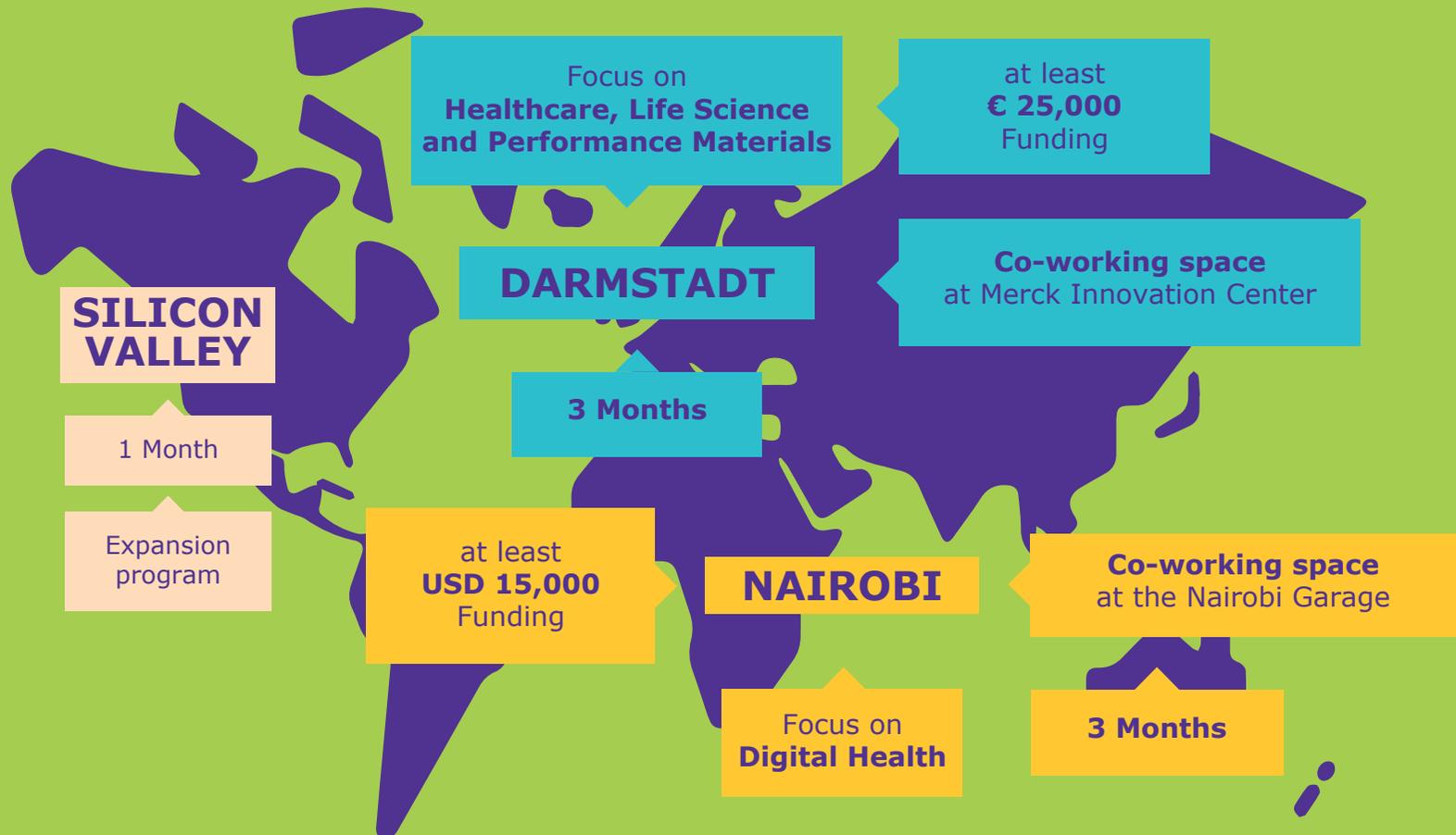
### **NAIROBI TEAMS** Spring 2016

**FLARE:** A technical infrastructure that organizes the transportation of emergency patients considering available ambulances and hospital capacities.

**MITI HEALTH:** Technological infrastructure to improve the supply chain of medication.

**TOTOHEALTH:** Messaging and voice technology to help reduce maternal and child mortality.

# Our global Accelerator



# Global NETWORK

Contagt is a startup from the first round of our Accelerator program in fall 2015. The idea of the team from Mannheim is an app for indoor navigation based on iBeacons. This is how Contagt creates something similar to "Google Maps" for buildings. Contagt comprises Johannes Britsch, Stephan Brandt, Niklas Bartz and Johannes Schudt.

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**PARTICIPATING IN THE MERCK ACCELERATOR PROGRAM ALLOWS US TO JOIN A STRONG NETWORK WITH INVESTORS AND POTENTIAL CUSTOMERS. ACCESS TO THIS GLOBAL NETWORK WAS THE CRUCIAL DEVELOPMENT STEP FOR US.**

*Johannes Britsch,  
Co-Founder of Contagt*

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**Stephan Brandt**  
**Johannes Britsch**



Engaging with  
**the new  
economy** –  
How corporates  
collaborate with  
startups worldwide

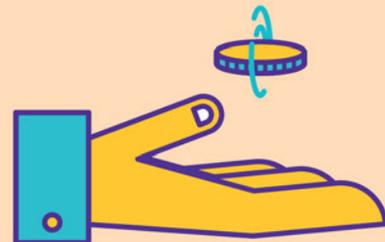
**33%**  
of DAX companies  
run accelerators

**21%**  
of the biggest German  
companies employ a  
digital executive



**68%**  
of the  
FORBES 500  
are engaging  
with startups

**33%**  
of them with  
venture capital



**13%**  
by running an  
accelerator/incubator



**Only 1**  
of them is run  
by a pharma company



# INTERNAL INNOVATION PROJECTS

## **PURPOSE**

Apart from external collaborations, we also want to exploit the innovative strength embedded in Merck. Therefore, we are focusing particularly on teams with members from different areas. That's because we believe that the combination of different topics and expertise can lead to valuable new products and services.

## **COLLABORATION**

Merck employees from around the world have the possibility to move into the Innovation Center for a period of up to one year to focus exclusively and entirely on their innovation project. In this phase, we support them in an advisory capacity in all relevant aspects, among other things through coaching, mentoring programs as well as financial assistance.



Example:  
**Licri Eye**

Cataract surgery is one of the most frequently performed operations.

A cataract is a clouding of the lens in the eye. During the surgery, the clouded lens is removed and replaced with an intraocular artificial lens (IOL). However, the currently available intraocular lenses – usually made of

plexiglas – often do not offer patients precise vision after surgery. The image that patients see after surgery frequently remains blurry. “Is that really necessary?” asked the LicriEye team at Merck, which emerged from an idea competition, and has now moved into the Innovation Center. It develops materials for making lenses with individually adjustable optical properties for restoring optimum vision after cataract surgery. It draws on Merck’s wealth of expertise in optically active materials.

# INNOVATION THINK TANK

## PURPOSE

As part of a global company, we aim not only to embrace new trends, but also to develop them further. How will we live in the future? What are the dominant developments that will determine our daily lives in the future? How can Merck help to profitably develop these further and use them?

## COLLABORATION

In the Innovation Think Tank we delve deeper into these questions and analyze trends and technologies together with internal and external experts, research institutes and companies. Initially, we adopt a very broad perspective and then form specialized project groups on subtopics in order to examine how Merck can contribute in each case.

## Example: Indoor Farming

Within the scope of the think tank, Merck employees are focusing on the future topic of Indoor Farming. As a manufacturer of filtration systems and novel lighting concepts with OLED technology, Merck already has a great deal of the knowledge required for successful Indoor Farming.

Indoor Farming provides a huge potential for drug manufacturing at Merck as it enables the breeding of medicinal plants.



# INNOVATOR ACADEMY

## PURPOSE

The Merck Innovator Academy aims to provide training and establish and extend networks in order to drive forward the change of culture at Merck. The internal project teams, Think Tank participants and startups are offered training based on project needs, plus workshops on innovation methods such as design thinking, the business model canvas and prototyping.

## COLLABORATION

In addition, the Innovator Academy offers new event formats such as BarCamps and "F\*\*\*-Up Nights". The latter, which will take place for the first time in July 2016, reflects a shift towards a culture of embracing failure that goes far beyond the boundaries of Merck: startups talk about their biggest mistakes and thus helping others to avoid them.

# contact



## MICHAEL GAMBER

**Head of the Merck Innovation Center**

Michael Gamber leads the team and is responsible for all projects within the Innovation Center. He co-developed the concept behind the Innovation Center from the start and is responsible for its internal and external strategic direction. Michael studied business administration in Mannheim and then worked for different management consultancies, including the Boston Consulting Group.



## DR. LUKASZ KOWALIK

Lukasz Kowalik supports internal Merck teams and helps them to further develop their projects at the Innovation Center. Lukasz lived in Silicon Valley for several years and worked as a consultant to bio-science, healthcare and technology companies. Lukasz holds a PhD in Neuroscience from Rockefeller University. He received post-doctoral training at the University of Stanford in Chemical Biology.



## MUNYA CHIVASA

Munya Chivasa is responsible for the Accelerator program of the Merck Innovating Center, both in Darmstadt and in Nairobi. He heads the startup application and selection process and coordinates coaching sessions, training courses, and scientific exchanges between the startups and Merck. Munya holds a bachelor's degree from the University of Southampton as well as a master's degree in Innovation and Entrepreneurship from Technical University in Berlin.

# VISIT US!

Our doors are always open. We invite everyone who is open for exchange and full of curiosity.

Find us directly in the company's HQ in Darmstadt. Meet us at our regular events, such as the Innovators' Club, or just step by for a coffee.

## FIND US HERE

