commercial
open source

First Ph.D. Then Startup

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PHASE 1   PHASE 2   PHASE 3

Perform research

?

Profit

1. Perform Research and Development

Become a **university employee**

- In Germany, salaried at TVL-E13
- Help out in teaching and admin

Work on innovative research project

- Hone your programming skills
- Develop open source software
- Explore and understand needs
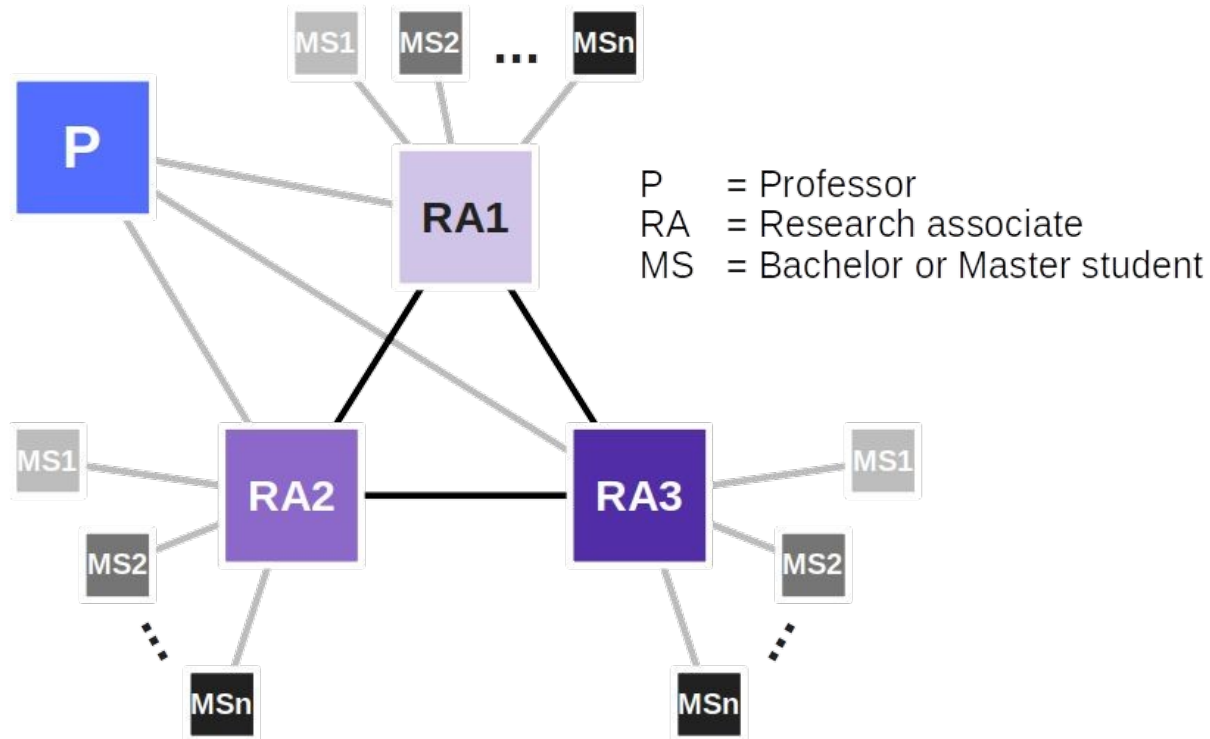- Mind the intellectual property

(Help) build out startup team

Become a **doctoral student**

Perform design science research

1. Identify problem
2. Define solution objectives
3. Design innovative artifact
4. Evaluate artifact

Write dissertation

3

How You Develop Software

P = Professor
RA = Research associate
MS = Bachelor or Master student

2. Spin-Off Commercial Open Source Startup

Stabilize and swear-in startup team

Build out customer discovery process

Identify and carve-out intellectual property

Acquire funding (public funds, venture capital)

Spin-off from university into startup

Phases and Funding [1]

#	Phase	Program	# Persons	Amount [PM p. P.]
1	Basic research	DFG, ERC	1-3 (up to 6)	36
2	Applied research	BMWi (various), EU H2020	1-4	18-36
3	Spinning off	EXIST Forschungstransfer	3-4	18
4	Starting up	EXIST II	3-4	6
5	...	KMU Innovativ	...	12-24

[1] You can join at any stage; you can even bring your existing project

3. Live Happily Ever After

What this means is up to you

More Information

How to get in touch

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Also see my course on

- https://dirkriehle.com/open-courses/commercial-open-source-startups/

commercial open source startups from university