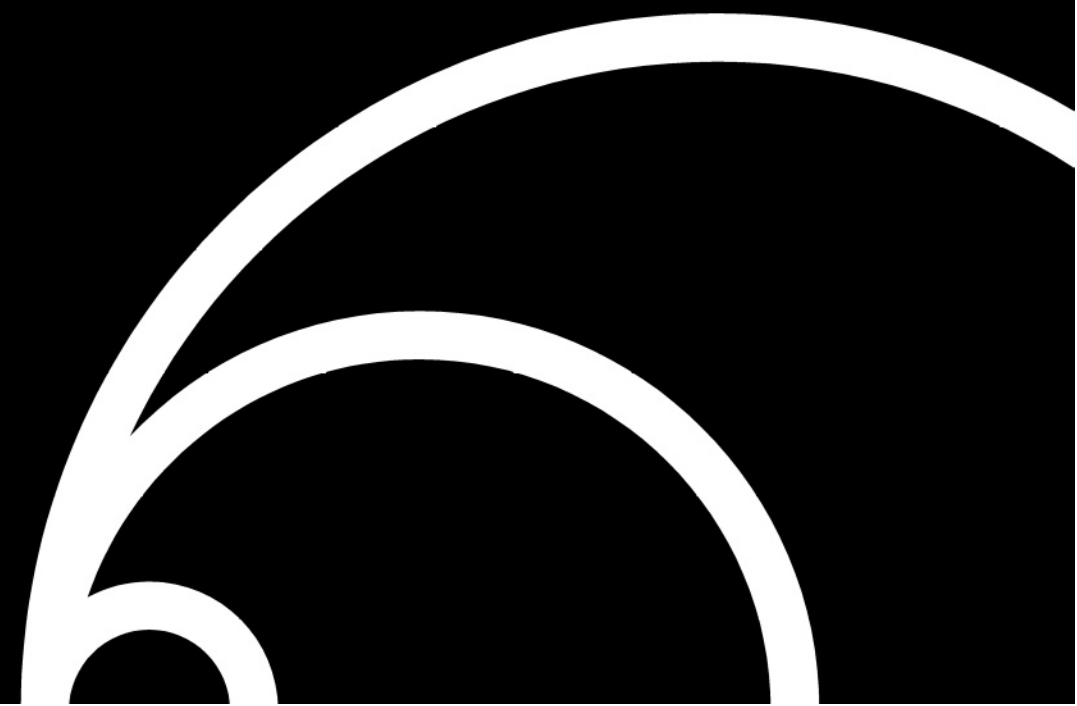# WP3 - Industry engagement

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I.FAST Kick-off Meeting - May 4th, 2021

iFAST

WP3: Industry engagement

- WP3 will explore ways to boost the involvement of industry in R&D and technical development activities.
- Three tasks:
    - WP3.1 [INFN (M.M.), CEA, CERN, CIEMAT, DESY)]
    - WP3.2 [DESY (Djamschid Safi), CERN, UKRI]
    - WP3.3 [CIEMAT (Jose M. Perez), CEA, CERN, INEUSTAR, CDTI]

WP3: what do we care about ?

- WP3.1: Explore and leverage the potential and original contributions of industry partners in iFAST, particularly SMEs

- WP3.2: Stimulate the development of the Knowledge Transfer potential in iFAST activities and promote its exploitation

- WP3.3: Extend the involvement of industry , favoring early engagement in R&D activities

WP3.1

- Setting up and organizing the activity of the iFAST **Industry Advisory Board** (IAB)
- Supporting the companies participating in iFAST:
  - make available a **compendium** (set of web page) for illustrating to companies:
    - participating in iFAST: how to exploit at best their participation
    - not yet in iFAST: how they can get involved
  - establish **channels** to gather feedback from companies and encourage mutual exchange
    - email to reach us: ifast_wp3@cern.ch (tbc)
    - mailing list for industrial companies: ifast_industry@cern.ch (tbc)
  - a survey to assess and promote the **industrial innovation potential** of R&D activities in iFAST (in collaboration with WP3.2)
- Organizing the iFAST **Industry open workshops:**
  - the first after approx. 1 year from the start of the project (spring 2022)
  - the second in the last year of the project (autumn 2024)
  - coordinated with other industry related events foreseen in iFAST

IAB

- The IAB will advise the project management on

  - how to **optimize the impact of the industrial participation** in iFAST, to **stimulate the applications of R&D results, to remove the obstacles** which limit the effectiveness of collaboration with RI and TI

  - The IAB will be setup to contribute also in:

    - selecting the **proposals** for training secondments in task WP2.4

    - **advising** iFAST in the organization of the Innovation Fund program

    - acting as an **Advisory Board** for the Etiam Technology Infrastructures coordination project (WP13)
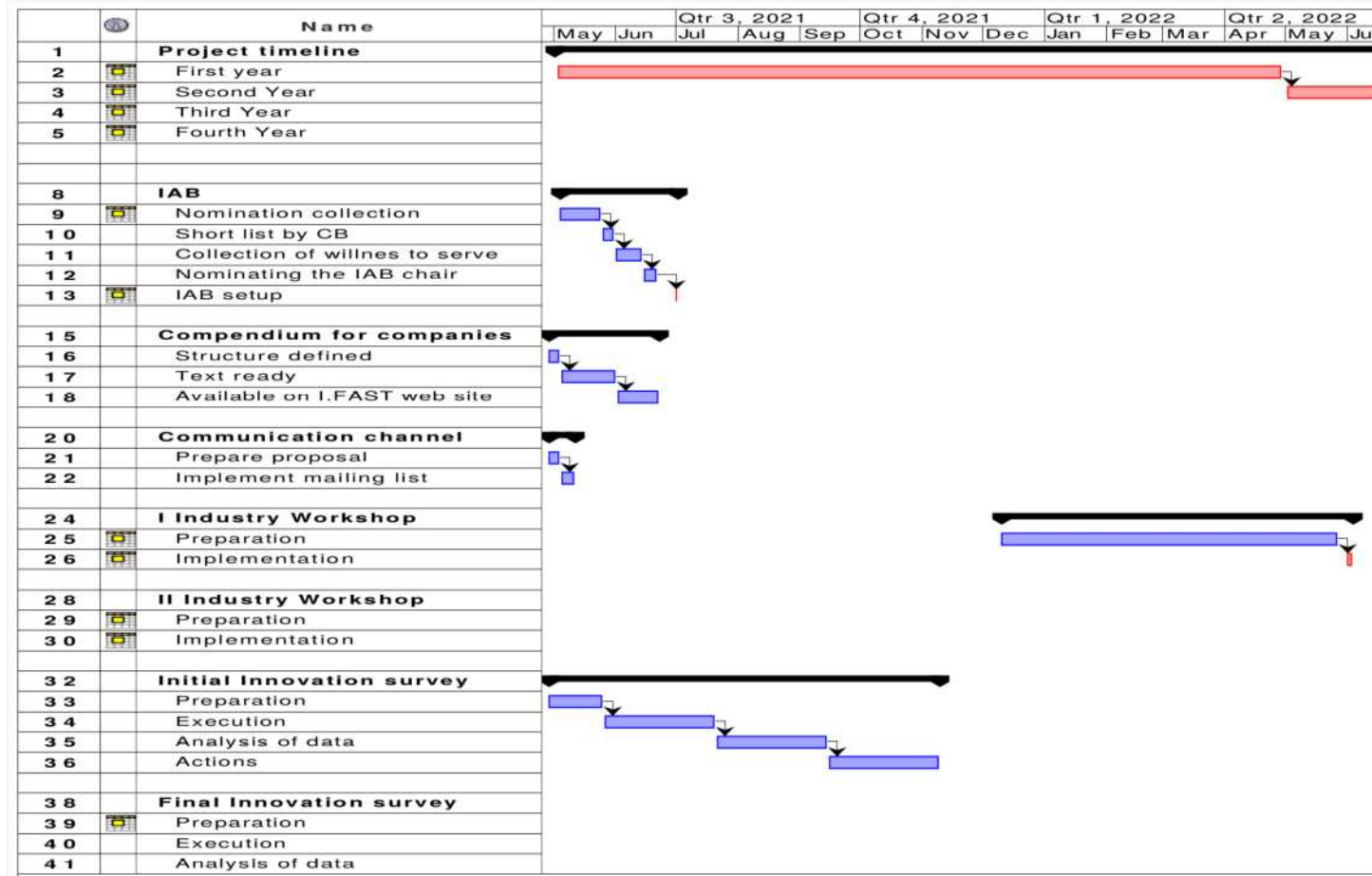
IAB composition

- IAB will consist of (approx. 10) people

  - who believe in the value of the collaboration between industry and RI

  - chosen in representations of:

    - **European companies** in key accelerator business sectors

    - European TT and ILO organizations

  - selected to ensure a balanced geographical and size-of-business representation

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IAB: setting up steps

- 4-25 May: gathering nominations from iFAST participants

  - email to ifast-wp3@cern.ch

- WP3 Coord. Board meeting in the last week of May to establish a prioritized short list

- a few weeks to get confirmations and setup the Board

- IAB in place by **July 1st**

  - first meeting with iFAST community after the summer

WP3.1 timeline of first activities

WP 3.2: Knowledge Transfer and Business Opportunities in Accelerator R&D

Objectives

> Foster the **Knowledge Transfer (KT) to industry**

> Stimulate the **build-up of added industrial value** in terms of creating **new IP**

> Establishing **new activities for existing companies**, and **facilitating the creation of spin-offs**

> Support the beneficiaries in achieving an **optimal exploitation of the KT originated by I.FAST**

Partners/Participants in WP 3.2: DESY (TL), CERN, UKRI

Deliverables and Milestones

Milestone MS9: I.FAST KT Report (M10):

The report is a summary of the outcome of the initial analysis and survey actions, describing the I.FAST KT objectives.

Deliverable D3.2: Business development case report (M36):

The business case for one I.FAST R&D sector will be developed, in collaboration with industry, and the outcome made available.

Working Plan / Activities - I

Survey & analysis of all I.FAST R&D activities

> **Industrial innovation outcome and KT expectation** of I.FAST R&D activities

- Both in terms of initial expectations and of actual achievements
- Evaluate the innovation potential, the possible obstacles and facilitating factors
- Detailed analysis of I.FAST KT activities with high technology readiness levels and/or industry involvement
- Identify / extract activities with low technology readiness level and/or without any industry involvement

Discussion with I.FAST activities

> Low TRL activities:

- What can be done to **support industry involvement** or add actions for additional value for industry?
- How can **industrial partners be attracted**, where no explicit involvement is planned? (Synergy with WP 3.3)

> High TRL activities: What **knowledge and technology transfer activities are planned** within the activities?

Milestone MS9: I.FAST KT Report (M10)

Working Plan / Activities - II

Contact to Technology Transfer Offices

> **Identify Technology Transfer Units** (Technology transfer offices, Innovation Centres, Incubators, …) within I.FAST participating RIs

> **Faciliate access** to services provided by I.FAST participating RIs: What is offered by the RIs and what are the access models?

> Regular exchange: **best practices, available programs -** Support of high TRL follow-up activities

Development of a business case for one R&D sector in collaboration with industry

> Identify at least one R&D sector with **high commercial potential** based on survey/analysis of activities and develop business case

- Study: Identify stakeholders (RI/TT units, Industry, …), market landscape, barriers and challenges

- Define **strategies and recommendations**

- Establish "checklist" with **general measures and instruments**

Deliverable D3.2: **Business development case report (M36)**

- **Availability of the outcome**: I.FAST web site, discussion in Industry Workshop, exchange between TT offices

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Timeline

	Task	M0	M2	M4	M6	M8	M10	M12	M14	M16	M18	M20	M22	M24	M26	M28	M30	M32	M34	M36	M38	M40	M42	M44	M46	M48
		Year 1							**Year 2**						**Year 3**						**Year 4**					
A1	Survey of I.FAST activities	■	■	■																						
A1	Analysis of Survey/Characterization of activities			■	■	■	◆																			
A2	Discussion with I.FAST activities					■	■	■	■	■	■															
A3	Contact to TT offices and best practice exchange								■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
A3	Identification of units and access models										■	■	■													
A4	Business development case identification													■	■	■										
A4	Market Study															■	■	■								
A4	Strategy/Recommendation development																	■	■	◆						
A4	Report and Dissemination of BC																			■	■	■	■	■	■	■
MS9	Milestone: I.FAST KT Report	■	■	■	■	■	◆																			
D3.2	Deliverable: Business development case report	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	◆						

Milestone MS9: I.FAST KT Report (M10)

The report is a summary of the outcome of the initial analysis and survey actions, describing the I.FAST KT objectives.

Deliverable D3.2: Business development case report (M36)

The business case for one I.FAST R&D sector will be developed, in collaboration with industry, and the outcome made available.

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WP 3.2: Knowledge Transfer and Business opportunities in accelerator R&D | DESY ITT

I.FAST. Task 3.3.

1. Objectives

Address the **requests by industry for an extended participation in R&D activities**.

In particular:

- Through **early engagement** in (→ and) **low TRL** developments and
- More effective exploitation of specific capabilities owned by private companies;
- Define the conditions and the obstacles to be overcome for achieving such goals.

2. Partners

CIEMAT (TL), INEUSTAR, CDTI,   CEA (+ help DESY, STFC)

3. Main actions

Three main actions are foreseen:

1. **Perform a survey among the companies** to identify possible ways of extending the industrial contributions to the R&D activities
2. **Collect the feedback from RIs/TIs** on the conditions that should be fulfilled to make the extended contributions possible
3. Compilation and **analysis** of the material received

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I.FAST. Task 3.3.

4. Working Plan

4.3 Fundamental points to address in this task

Focus on what else more, not done so far, can we do for a good industry/academia feedback

i) **at low TRL** and

ii) **early engagement.**

- Barriers and bridges found when collaborating with research and technological institutions at low TRL
- Financing tools that have made it possible to create success stories in these collaborations
- Positive and negative experiences in the contract processes at Large Scientific Facilities
- Ideas and experiences in technology and knowledge transfer among research organizations and industry

4.4 Strategy

Step 1: Background. Previous information of interest (TIARA, AMICI, ARIES)

Private iteration with industries closely related to the Task 3.3. partners. Preliminary feedback.

Inform WP leaders and Project leader for an eventual help to grant the availability of the companies in IFAST

Step 2: Internal iteration (CIEMAT, INEUSTAR, CDTI + CEA, CERN, DESY, STFC).

Definition of key questions

Definition of IFAST companies to be contacted, as well as TI, TP, previous initiactives and ILOs.

Step 3: Set of the contact network (under iterative basis).

B2B meetings

Workshops programmed in the project: WP3 and WP13 and …

Step 4: Compilation. Iteration with TI, RI (WP13, T3.2)

Discussion and iteration with all parties involved

Deliverable drafting

I.FAST. Task 3.3.

4.5 Time line

		Year 1						Year 2						Year 3					
		M0	M2	M4	M8	M10	M12	M14	M16	M18	M20	M22	M24	M26	M28	M30	M32	M34	M36
Step 1	Background. Previous information of interest																		
	Private iteration with related industries. Preliminary feedback.																		
	Inform WP leaders and Project leader for an eventual help																		
Step 2	Internal iteration																		
	Definition of key questions																		
	Definition of IFAST companies, and TI, RI, others																		
Step 3	Define the contact network (under iterative basis)																		
	B2B meetings with companies in IFAST																		
	Workshops programmed in WP3 and WP13 and …					WP13		WP3		WP13									
Step 4	Compilation. Iteration with TI, RI																		
	Discussion and iteration with all parties involved																		
	Deliverable drafting																		
	Milestone: M3.3: Collection of initial feedback from industrial partners and RIs participating in I-FAST. *Delivery date: month 15*																		
	Deliverable: Report on extended industrial contributions in R&D activities. *Delivery date: month 36*																		

4.6 Risks and opportunities on this task

Main risk: surveys are difficult to perform, unless well focused and targeted. A questionnaire distributed generically will be useless.

Main advantage: the dimension of the IFAST consortium and the potential accessibility of industry and academia inside IFAST and related to it. Good link with previous projects and WP13.

Contingencies: Iteration on contact network and compilation foreseen. Support of WP and project leader on promoting the contacts.

I.FAST. Task 3.3.

Synergies

Evident synergies with T3.2.

Inherent cross-links with WP13. A good coordination foreseen via T3.3 and WP13 partners.

The added value of IFAST for this task

The dimension of IFAST is an excellent scenario for carrying out the proposed survey and analysis.

Support on previous actions is most valuable. Help on the background actions will be acknowledged.

Depending on the success of the contacts defined with the industry, eventually, the support of WP leaders and Project leader to grant the availability of the companies in IFAST would be most valuable.

Last, but not least

- we very much **count** on the cooperation...

- ...of **everybody** in iFAST for helping us in setting up the IAB;
  - please send your nominations by May 25 to: ...@... [WP 3.1]

- ... of the iFAST **task leaders** to provide feedback to the survey for evaluating the iFAST innovation and TT potential [WP 3.2]

- ... of the **companies** involved in iFAST for interacting with us to explore new models of collaboration with RI and TI [WP 3.3]

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