

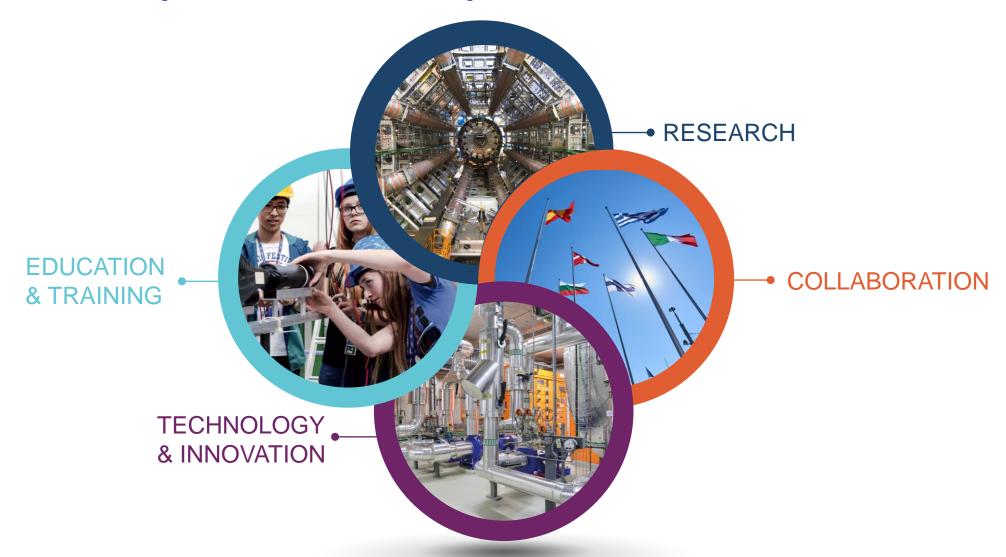


How CERN Technology Makes its Way into Society

Han Dols, Head of Business Development & Entrepreneurship, CERN

CERN Business Development & Entrepreneurship

Four pillars underpin CERN's mission



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Machine Learning and Deep Learning

Industrial Controls and Automation

Data Analytics

High and Ultra High Vacuum Systems

Health, Safety and Environment Management

Metrology

Cryogenics

Optoelectronics and Microelectronics

High Volume Data Management & Storage

Superconducting Magnets

Particle Acceleration and Control

Radiation Protection and Monitoring

Particle Tracking and Calorimetry

Sensors

Material Science

Cooling and Ventilation

Robotics

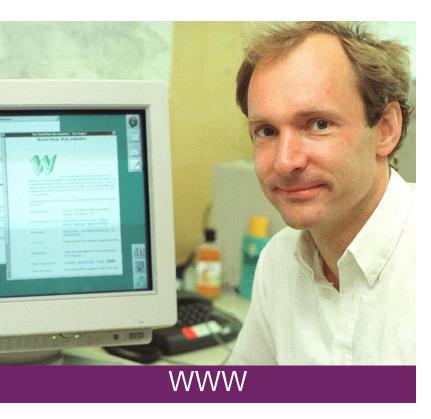
Collaboration Tools

Radio Frequency Technology

Manufacturing and Mechanical Processes

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Some historic examples

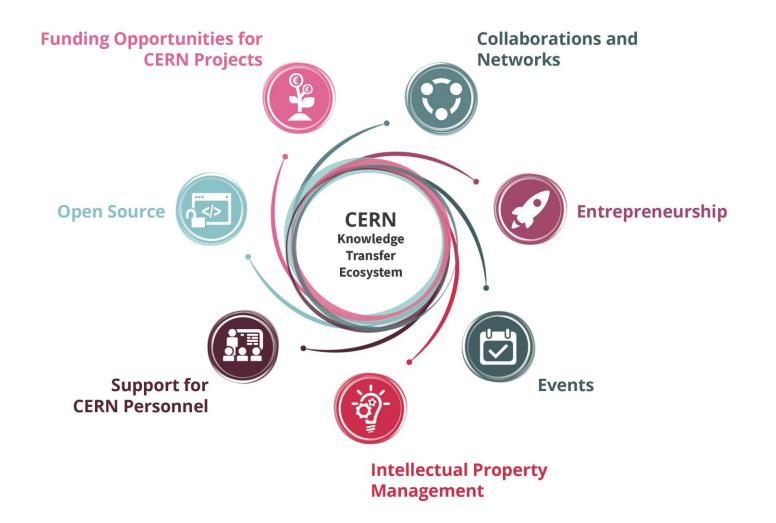






Business Development & Entrepreneurship

Our toolbox to accelerate innovation



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CERN as trusted non-commercial innovation partner



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ACCELERATORS



Hybrid strategy: tech push & market pull

Mobilize tech experts

Create tech and IP dossiers

Scout for tech and knowhow

Mobilize innovation partners

Create value propositions

Search unmet needs











Shaping innovation partnerships

- Discussion with Innovation / R&D management
- Discovery day program at CERN
- Find mutual interest

Discover

Shape

- Define innovation ambitions and technical needs
- Discuss expertise contributed by partners
- Timeline, resources, IP

- Formalize partnership:
 - License
 - Consultancy / Service
 - Contract Research-
 - Collaborative R&D

Execute

Licence

- Access to existing solution
- Support to implement

Consultancy/Service

- Specific issue
- Time of experts
- Time of facilities

Contract research

- Specific solution
- Outsource its development to CERN

Collaborative R&D

- General issue
- Jointly find solution
- Jointly develop solution

How much time does it take to create a R&D Partnership?

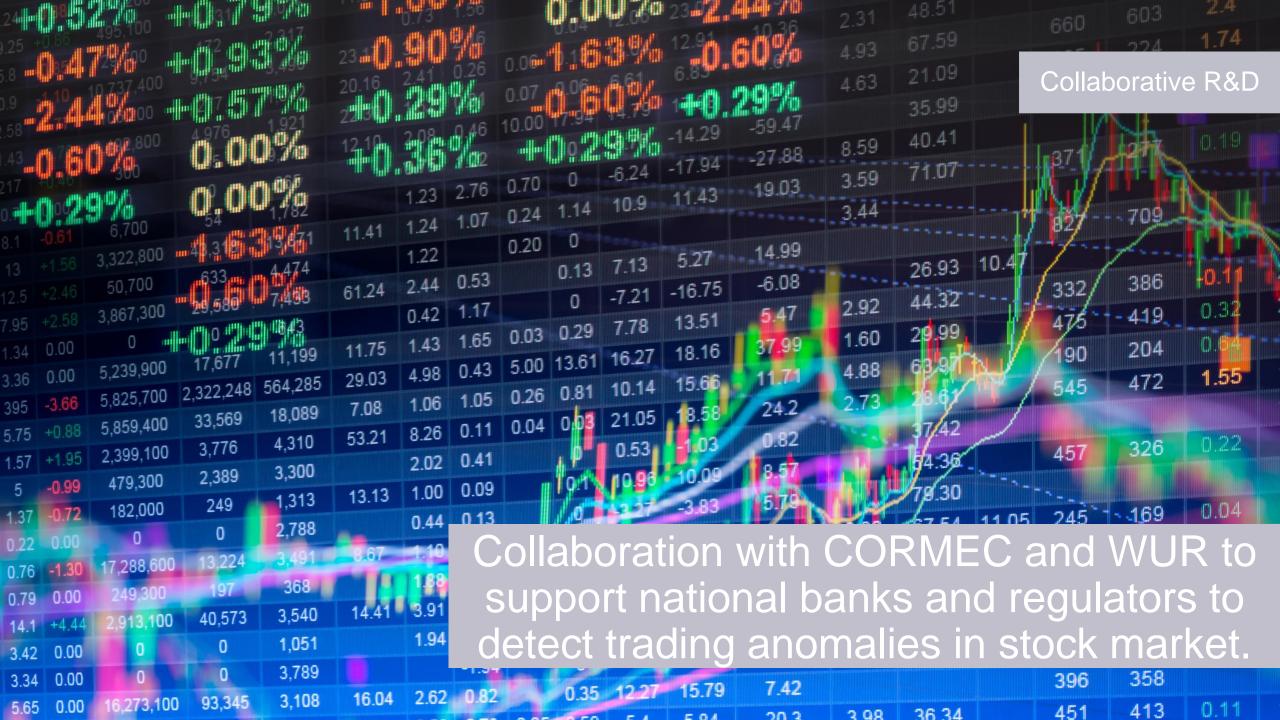
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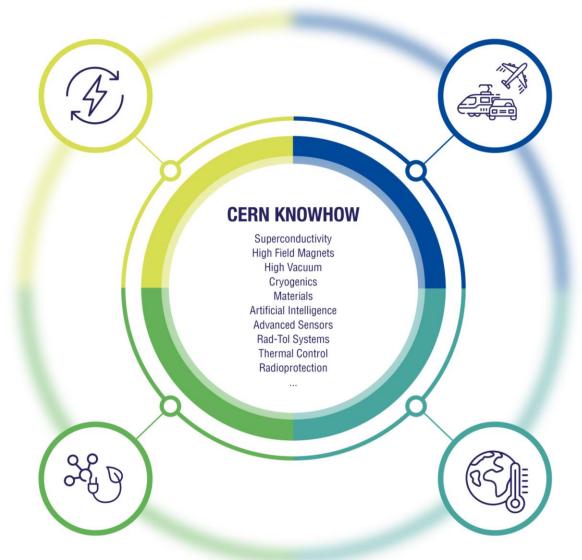




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RENEWABLE AND LOW-CARBON ENERGY

Production Transformation Distribution Storage



CLEAN TRANSPORTATION AND FUTURE MOBILITY

Aviation Shipping Rail Automotive

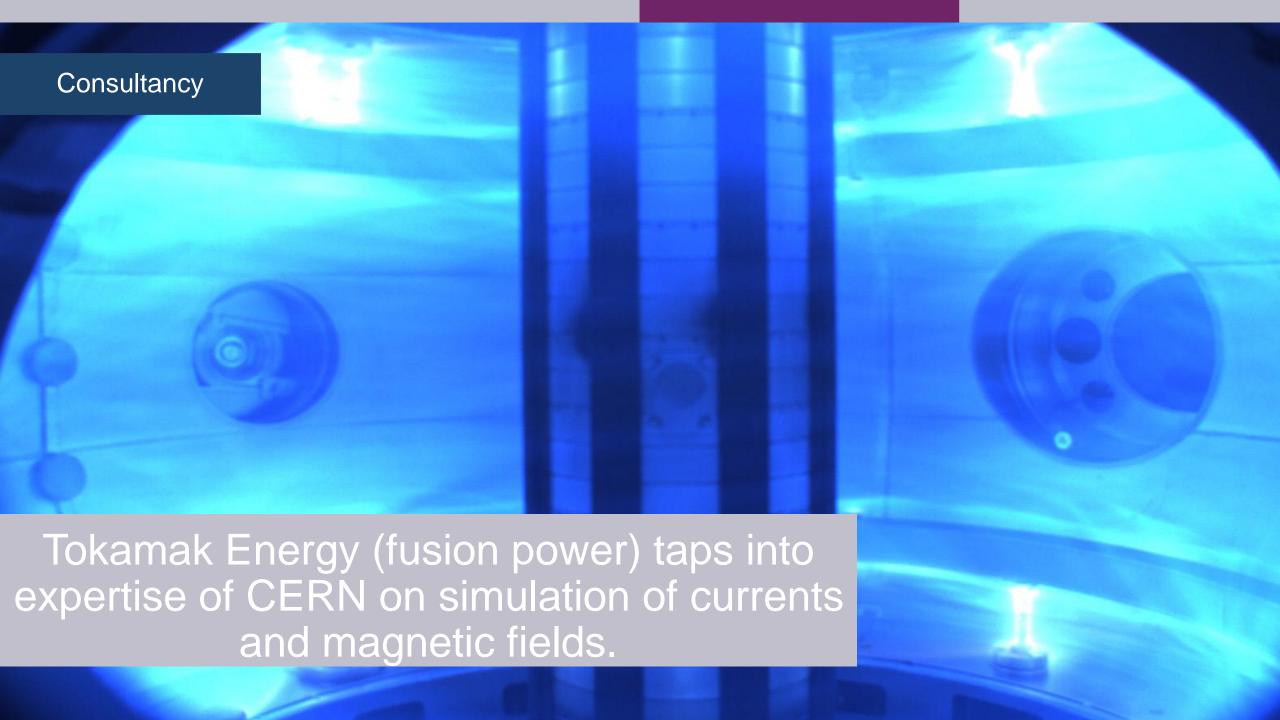
CLIMATE CHANGE AND POLLUTION CONTROL

Monitoring Modelling Mitigation

SUSTAINABILITY AND GREEN SCIENCE

Power Management Heat Management **Industrial Processes**

CERN



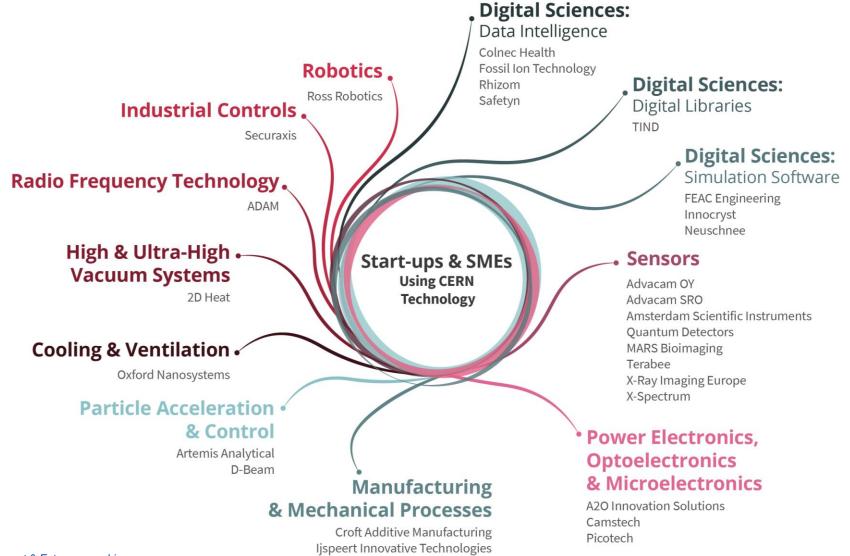






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Startups and Spin-offs

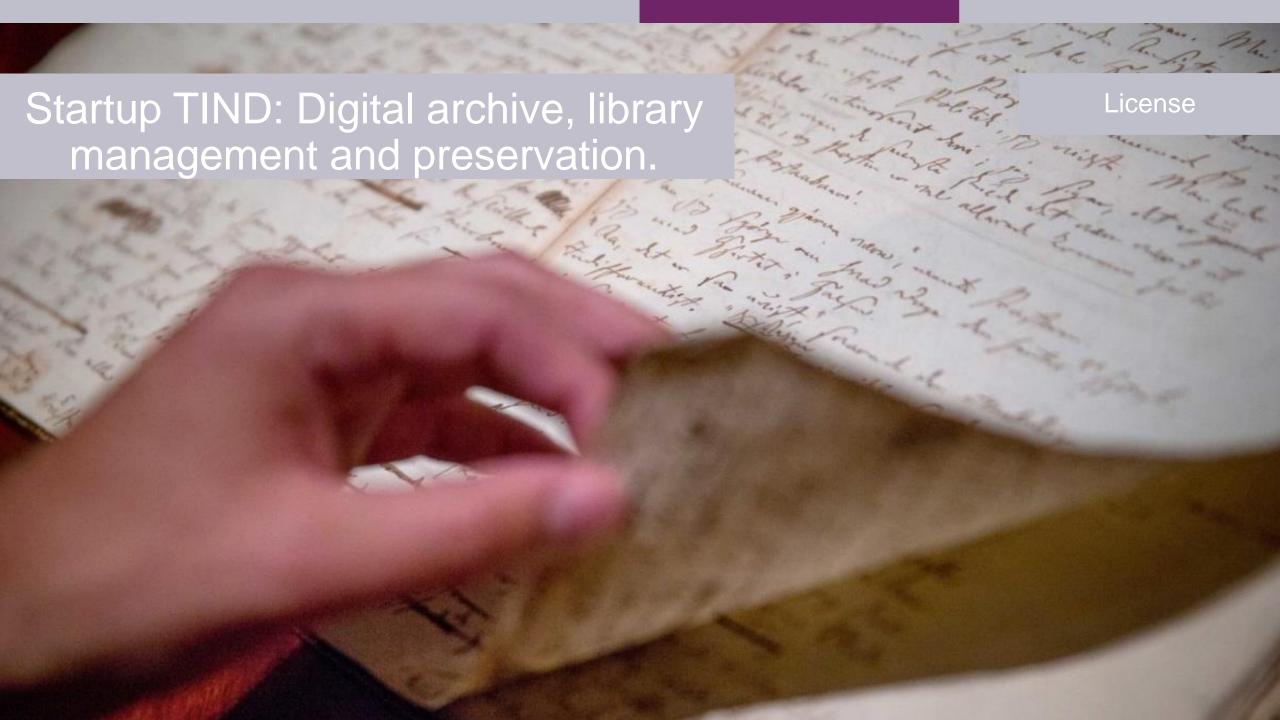


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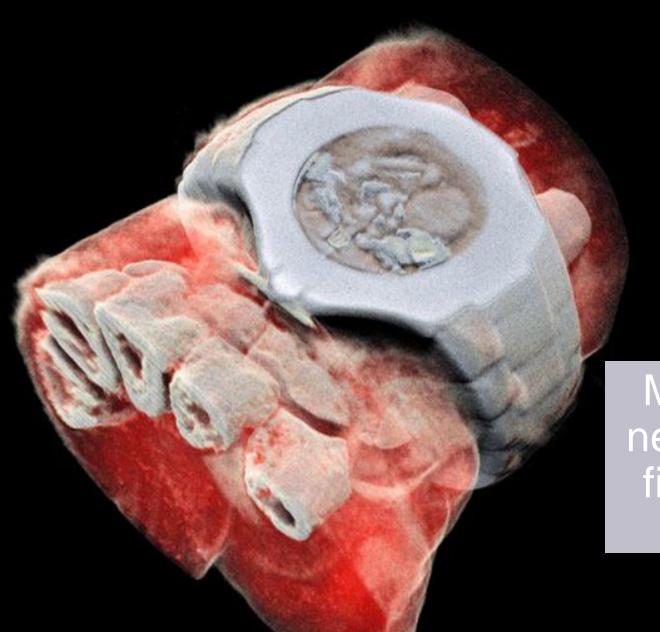
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License



MARS Bio Imaging: next generation X ray finally in color using CERN chips

License



MARS Bio Imaging: next generation X ray finally in color using CERN chips

Key lessons learned when innovating together

- CERN is strong in the 'extremes' of the technology scale
- You need passionate experts on both sides to succeed
- Start with a concrete project and clear business need
- Mind the gap in language, 'clockspeed' and culture
- Driving deep tech innovation requires courage

Be aware... magic may happen!

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THANK YOU!

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