AMICI / ARIES – IPR Workshop - 16 May 2018

INDUSTRY PERSPECTIVE On IPRs

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FuSuMaTech IPR Workshop

Noell experience

FuSuMaTech
Take aways

FuSuMaTech

Building strategic roadmaps for magnet applications

FuSuMaTech

FuSuMaTech is a platform aiming to generate a roadmap for superconducting magnets integrating the needs for particle physics, medical and industrial applications

Successful collaborative efforts are based on clear intellectual properties regulations

Industrial entities need to protect their manufacturing and process related IPs

Public entities see IPs as a chance to generate funding for additional R&D/Tech Transfer

In general the broader is the market for an application the more complex is the IP scenario (commercial application vs science application)

In our field there is a "conflict" due to the fact that often the lab performing the technology transfer is also the potential customer of the final product

IP MATRIX

Find the right match for the application

FuSuMaTech

IP MATRIX			
WHO WILL OWN THE DELIVERABLE	**PROJECT ID:**	**Limited access** only some may use the deliverables	**Commercial access** intention to charge for (access to) deliverables	**Open access** everybody may freely use the deliverables
	All an equal share			
	Owned by.....			
	Owned by.....			
	Owned by.....			

ONION Approach

Typical collaborative concept

FuSuMaTech

Approach	IP
Open Access	Field intensity, Homogeneity, Fringe field footprint Warm bore size Magnet size Overall system geometry
Commercial Access	Top level mechanical drawings Top level electromagnetic design
Limited Access with NDA within a collaboration	Forces distribution Mechanical interfaces Cooling solutions Top level protection scheme
No Access (Industrial trade secrets and patent portfolio)	Design, manufacturing and process related IPs

Noell Experience

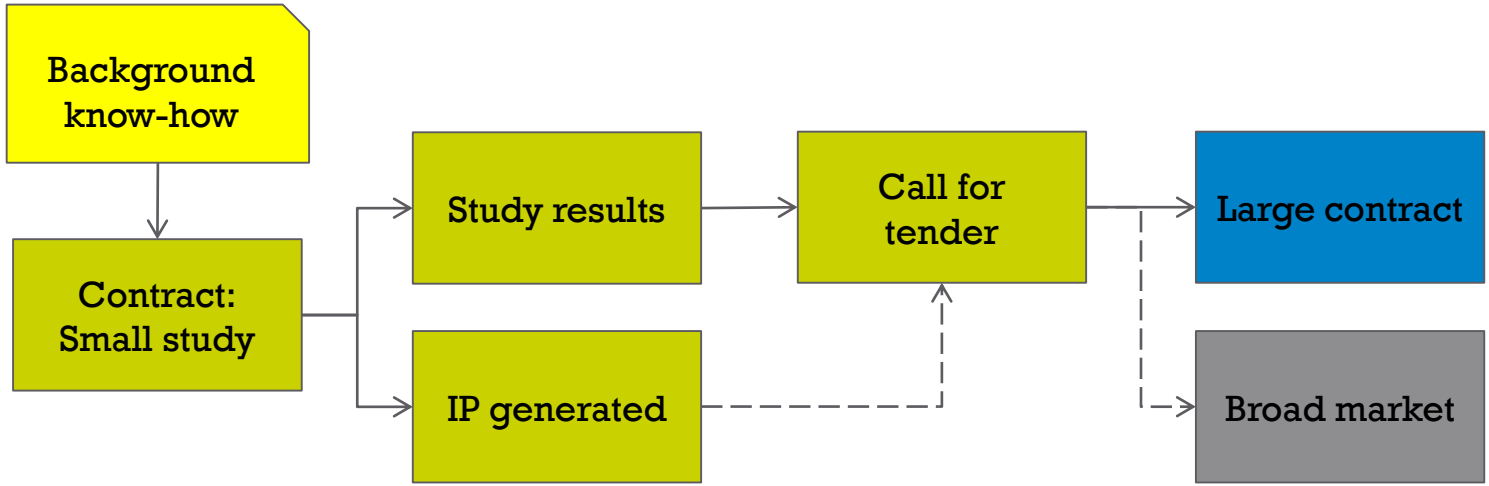
Generated Know How

Who is the owner and who can use it

ZERO RULE: Protect the existing (background) know how

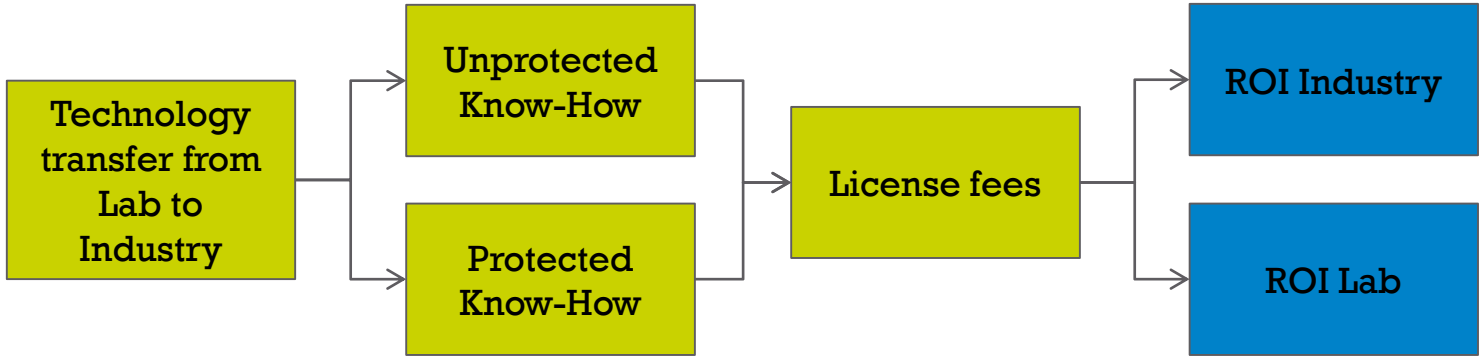
Who owns the know-how generated in a contract and where it can be used?

As a general statement: industry cannot allow a shrinking of the market potential due to IP restrictions generated by outstanding contracts



Technology Transfer and Licensing

Common strategy to stay on the market



How much of the know-how is protected and which is the impact on the licensing fee?

For how long the protection and advanced know how assures a market advantage?

How big is the market and which is the impact of license fees on product price?

How are the risks of not reaching break even shared?

Thank you for your attention