

# Relations between IRs and industrial companies: returns of experience and potential solutions

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- Supplier case
  - landscapes
  - expectations
- Lessons to retain for the future
  - take care of the interface
  - importance of the environment
- 2 French ecosystems
- Solutions to explore ?

*The opinions expressed by the author of this presentation are personal opinions and do not necessarily represent those of their employers*

# Evolution of the context

- The industrial landscape of RIs' suppliers (ERIDwatch):
  - is structured by major national / international groups more or less specialized and a **myriad of SMEs**
  - reconfigures itself too quickly (acquiring companies) to get a reliable overview of the actors in the medium term
  - is very (too ?) focused on standardization and profitability of technologies

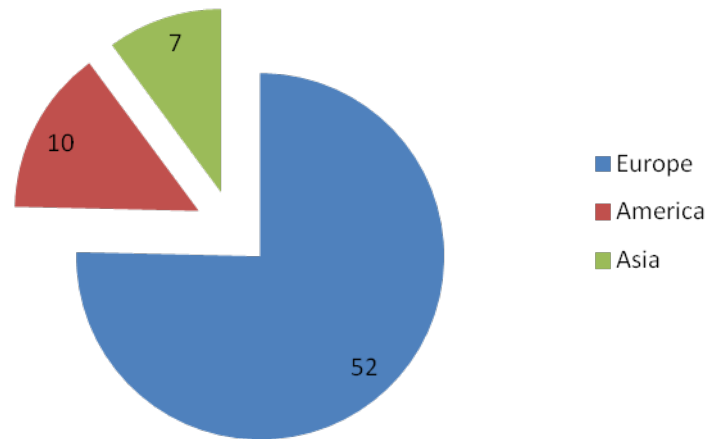
***NOTE: majors are more likely than SMEs to bear dramatic “slippy planning” or budget’s cuts but less to meet short-term technological challenges (including operation services)***

- **IMPORTANT: the transfer of knowledge and technologies from IRs assumes that firms are able to capture them and to industrialize**
- ***The current outsourcing of the R&D activities of majors weakens their internal research capabilities and undermines the opportunities of an effective technology transfer from the public research***

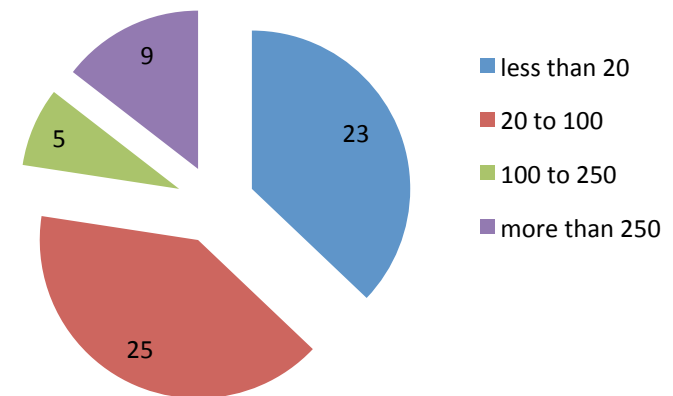


## ***Questionnaire to the industrial exhibitors***

origin of attendees



Size of the company (staff)

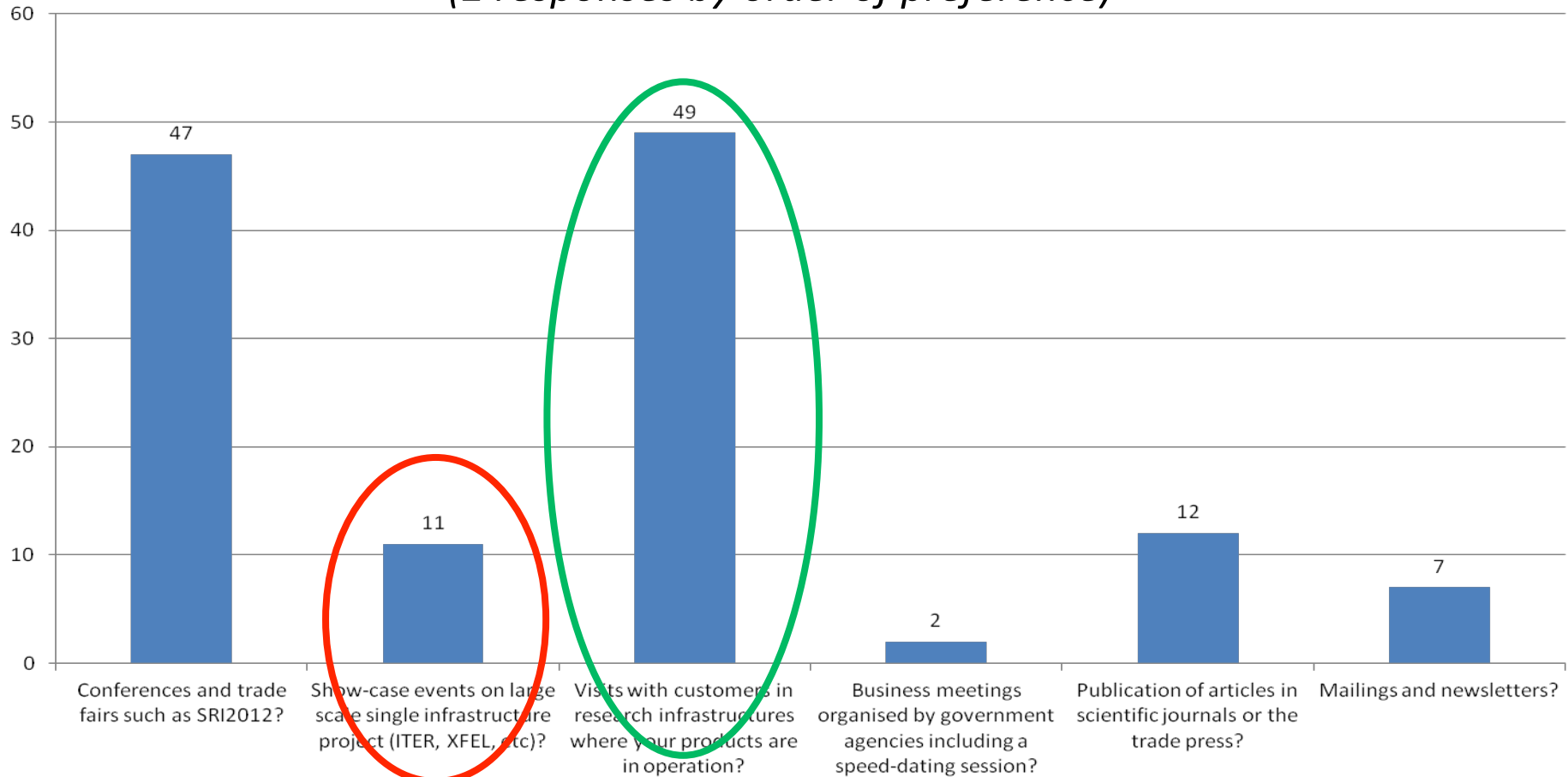


***NOTE: 69 companies attended the conference ; 62 responded to the questionnaire***

Results of the questionnaire addressed to the exhibitors at  
the SRI 2012 Conference in Lyon July 2012

## In your opinion, what are the best means of “customer contact” with synchrotrons and research infrastructures for your business?

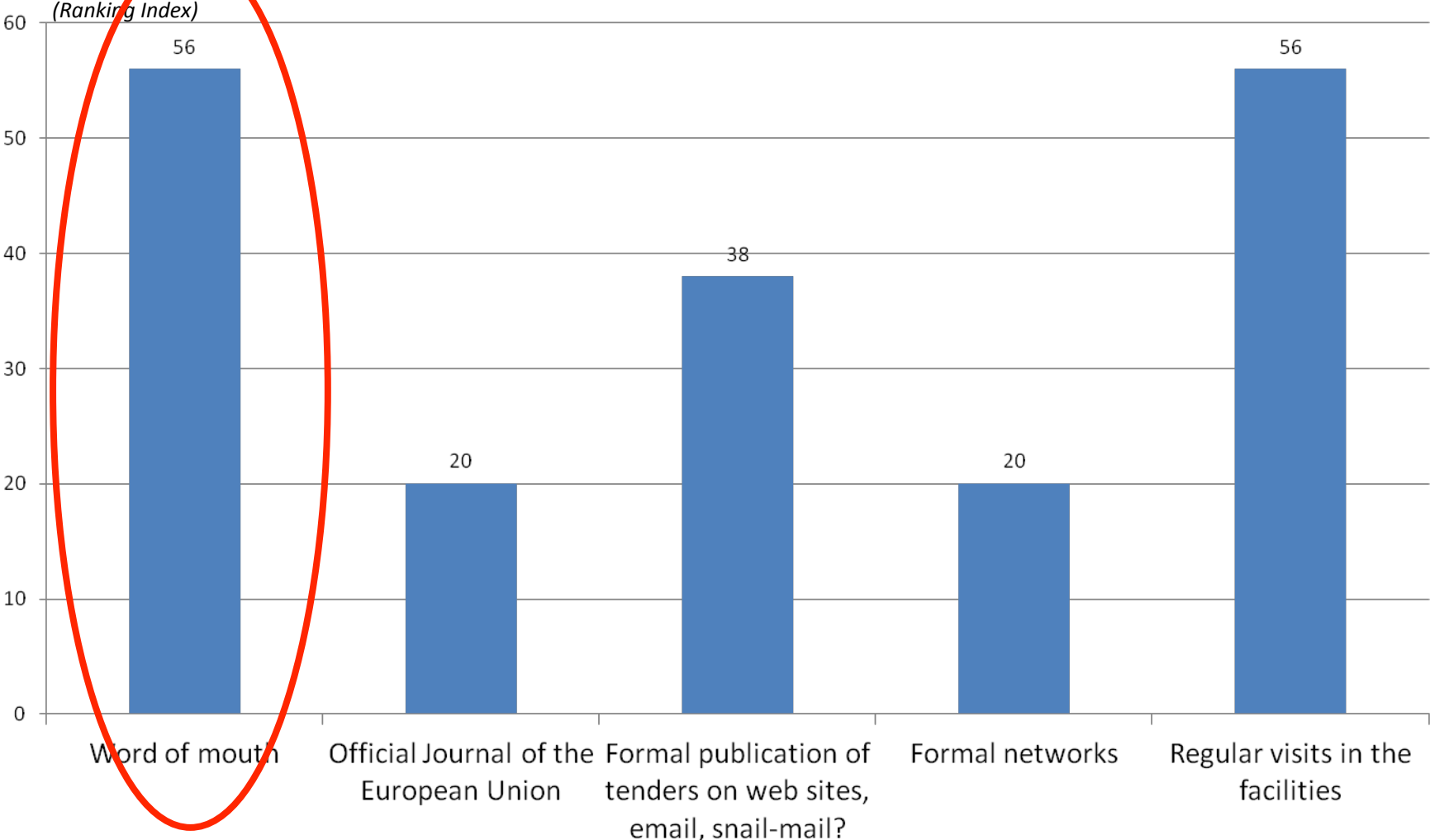
*(2 responses by order of preference)*



***Academic users of IRs are the best broadcasters of the technologies that are developed there in***

Results of the questionnaire addressed to the exhibitors at the SRI 2012 Conference in Lyon July 2012

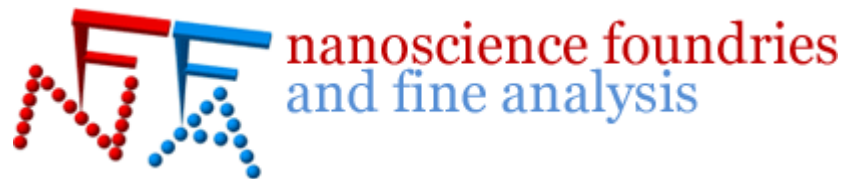
# How do you usually find out about business opportunities with synchrotrons?



Results of the questionnaire addressed to the exhibitors at the SRI 2012 Conference in Lyon July 2012

# Importance of the environment

- A high level analytical facility must be surrounded by **service facilities**
  - biotech platforms
  - nanoscale analytics in clean rooms
  - metrological devices (e.g. AFM)
  - semi-industrial test-beds (synthesis, fablab)
- and **industrial clusters** at a larger perimeter
  - Skåne County (ESS, MAX IV)
  - Grenoble area (ESRF, ILL)
  - Oxford Science Park (DIAMOND, ISIS, CLF)
  - Etc...





Research Center on Hadrontherapy (2014)



Nanoscale analysis of irradiated materials (2008)



Nuclear toxicity, ion beam damages (2003)



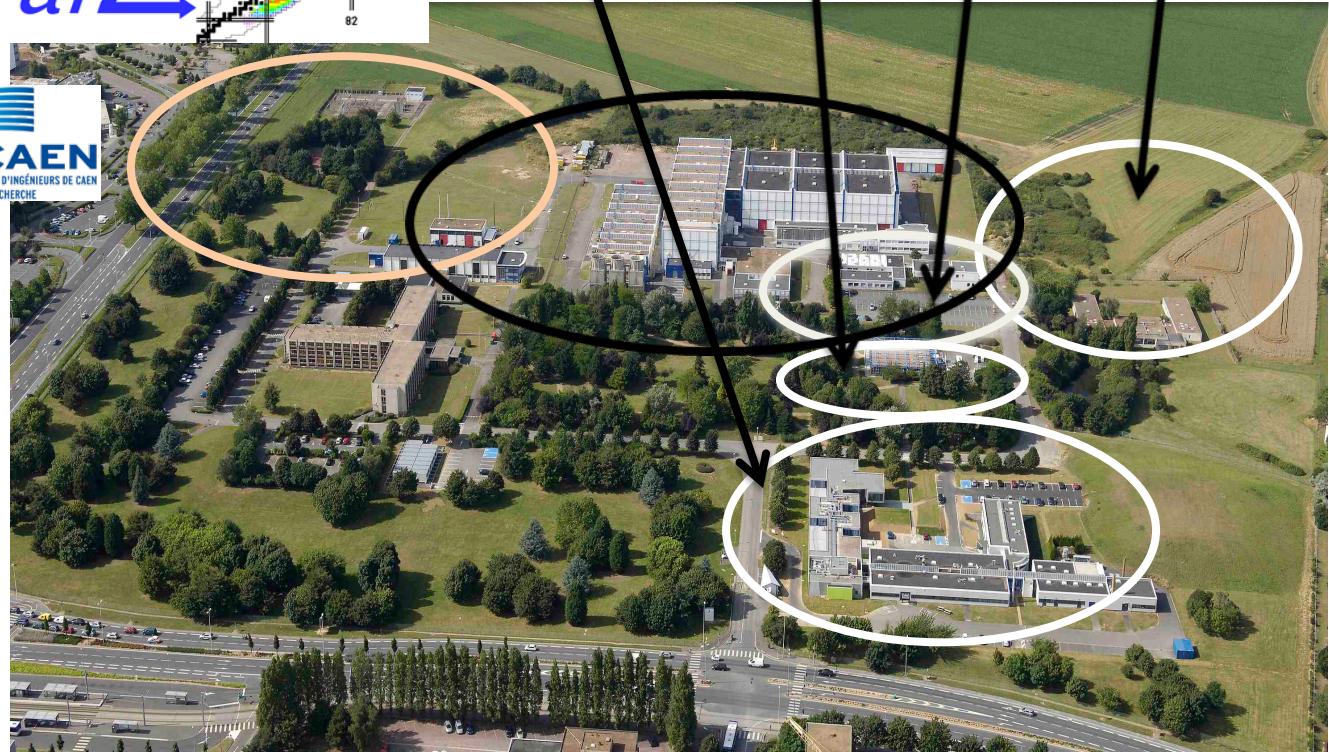
Biomedical imaging platform PET (1984)



High School of Engineering



**GANIL-Caen :  
a « competence-  
driven »  
ecosystem**





# Platform concept at SOLEIL : a « user-driven » ecosystem

- The IPANEMA Platform devoted to ancient materials studies
- A joint innovation-based platform “COSMETOMIC” dedicated to issues of testing and cosmetic measures
- The MICASOL platform dedicated to the characterization of the structure of materials, the molecular level to the macroscopic
- **Objectives**
  - *host user-oriented research projects (pure public, pure private, mix)*
  - *researchers are able to regain their usual working environment*
  - *host a technology-based permanent research team*
  - *at the contact to a new skill (e.g. 3D algorithms for imaging)*

# The satellite: a way for new users' communities ?



# Solutions now ?

- Install an – experienced ! – **Industry Liaison Office** in each RI and involve all specialized staff in purchase, legal, quality and communication domains ; a European network ?
- Set up a **pan-European webportal** devoted to the announcements of purchase's operations and TT opportunities in all European RIs
  - Register agreed companies for the pre-selection step of a purchase ?
  - Let the agreed companies present their products on the portal ?
- Organize under H2020 **pilot industry show-cases** at a regional level and focused on specific technologies, in collaboration with relevant JTI (e.g. Photonics21, ENIAC, ARTEMIS, etc)
- **Secondment VS access** : could Member-states without RIs compensate for free access to RIs against the secondment of their technical staff in the facilities ?