



# Working with industry: European projects with an angle on industrial outreach and access

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#### THE SYNCHROTRON WITH AN INTERGOVERNMENTAL CONVENTION



#### **22 PARTNER COUNTRIES**

#### 13 Member states:

France	<b>27</b> .5 %
Germany	24.0 %
Italy	13.2%
United Kingdom	10.5 %
Russia	6.0 %
Benesync	5.8 %
(Belgium, The Netherlands	5)
Nordsync	5.0 %
(Denmark, Finland, Norwa	y, Sweden) 🔰
Spain	4.0 %
Switzerland	4.0 %

#### 9 Scientific Associate countries:

Israel	1.5 %		
Austria	1.3 %		
Centralsync	1.05%		
(Ezech Republic, Hungary,	, Slovakia)		
Poland	1.0 %		
Portugal	1.0 %		
India	0.66 %		
South Africa	0.30 %		



## A user-based service provider

- 44 beamlines with state-of-the-art instrumentation
- First in scientific output: 2,000 publications/year
- Leader in number of users: 7,000 user visits/year, more than 10,000 individual users in the last three years
- 4 Nobel Prizes amongst users
- Founding Member of the Grenoble Innovation Campus



## AN AMBITIOUS AND INNOVATIVE REFURBISHMENT

2009 Upgrade – 180 M€ 2015 In time and within budget

- ESFRI Roadmap project
- Construction of 19 new-generation experimental stations to explore the nanoworld
- Creation of a new ultra-stable experimental hall
- Improvement and refurbishment of most of the cutting-edge scientific equipment and accelerator infrastructure

2015 Extremely Brilliant Source – 150 M€
2022 Launched in June 2015

- Construction of a new storage ring, inside the existing structure, with performance increased by a factor of 100
- Construction of new state-of-the-art beamlines
- Ambitious instrumentation programme (optics, highperformance detectors)
- Intensified big data strategy





#### **OUR STRATEGIES FOR INDUSTRY ENGAGEMENT**

Feasibility access: "have a go"

CLIENT SERVICES
Proprietary, Complex
and Mail-in Services

- Generates 1.5M€ annually
- >100 unique clients
- Full IP rights to client
- Costs recovery
- Mail-in from 70€/sample

# TECH TRANSFER Instrumentation

- Licensing: 30 technologies
- In-house manufacturing
- Consultancy
- Generates 0.5M€ annually

PUBLIC BEAM TIME 30% linked to Industry, Must be published

- Universities with industry
- Industry on its own
- Innovation-led Long-Term Proposal system

# COLLABORATION & GRANTS

- Industry sponsored staff (postdoc, PhD, trainees...)
- Horizon 2020, national...

# **ESRF AND INDUSTRY**

# Motivated. Ambitious.

# Need to learn. Need to communicate.



# **NOT DOING ALL EU PROJECTS!**







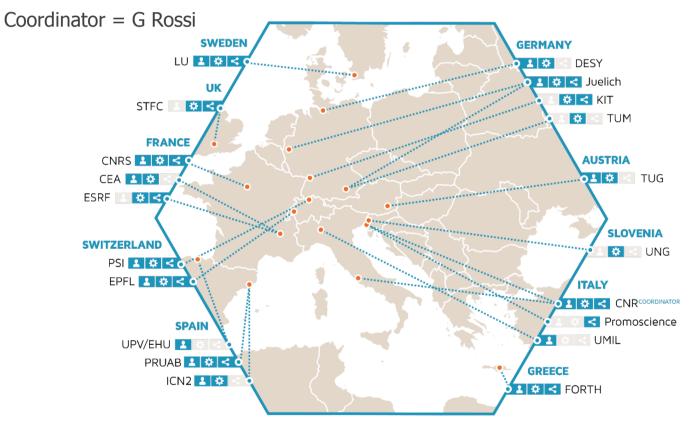






# The consortium

20 partners of which 10 nanofoundries located at Analytical Large Scale facilities











# The overall offer

#### **JRA**

#### Joint Research activities

Developing methods and tools at the frontier in nanoscience

involving industry

#### NA

# Networking

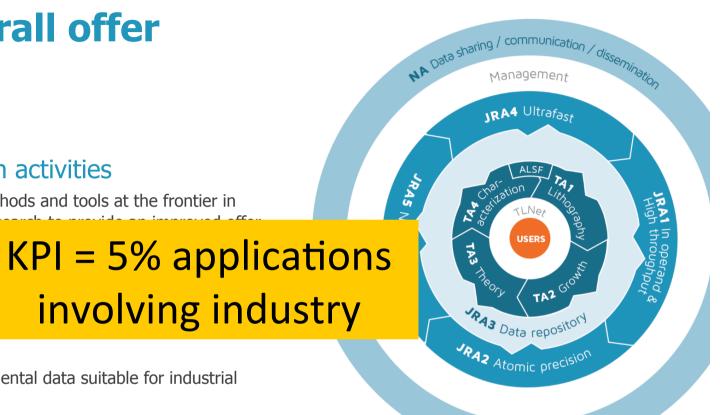
Creating an e community.

Making experimental data suitable for industrial exploitation.

#### TA

#### Transnational Access activities

Supporting comprehensive projects for multidisciplinary research at the nanoscale.



**Industries** & other







# **The Single Entry Point**



### **Single Entry Point:**

- Easy
- Fast
- Centralised

#### Heldesk feature on NFFA website

- Reactivity
- Precise process
- Users are choosing the way they want to be contacted

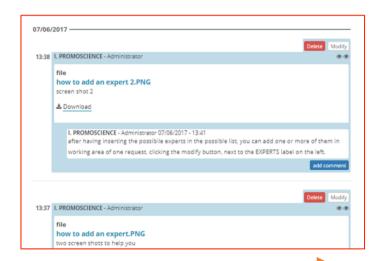




# **The Single Entry Point**



How can	ve help you?	
Topics*		
Please s	ecify the topics for the request	
How can	we help you?*	
Max. 500	chars (500 available)	
field of i	terest*	
Techni	al support	
○ Admin	strative support	
* mandat	ory fields	
Send		



nffa.eu cnr-iom





# **Actions: marketing materials**

### General

- Industry flyer
- Case studies
- General presentation

#### **Social Media**

- LinkedIn
- Facebook for Live videos
- Twitter feed during events

#### **NFFA Web**

- Industry pages
- Helpdesk feature
- Mailing campaigns before and after each live event
- YouTube channel

#### **Events**

- Posters
- Roll-ups
- Various graphic support











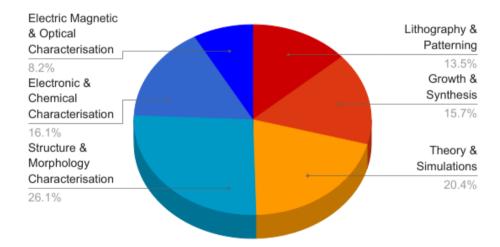


# **Industry transnational access statistics**

KPI = 5% applications
involving industry

- 165 proposal submitted
- **5** calls for access
- **465** potential users
- 103 proposals accepted
- **287** users
- **12** involved industries
- 27 proposals linked to access to large scale facilities

#### **Requested Installation Types**









# Convenient Access to Light Sources Open to Innovation, Science and to the World

Coordinator = M Helm (HZDR)

#### Networking

- User Tools for Access and Data Management
- Dissemination & Training
- European Light Sources for Industrial Innovation
- Striving for Sustainability of Photon Sources in Europe

#### **Trans-national Access**

- Trans-national Access to European light sources
- Tailor-made for SMEs Trans-national Access (TamaTA)

#### Joint-Research

- Metrology on One-Nanometre-Precise Optics
- Demonstrator for a Photon Science Analysis Service

19 partners offering access to 14 synchrotrons and 8 FELs in Europa and the Middle East. Synchrotron FEL & Synchrotron

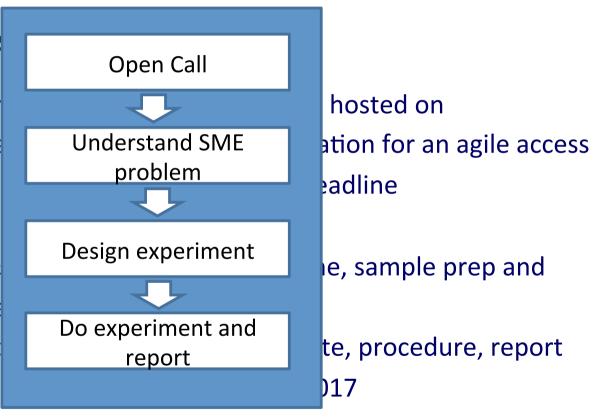
A. Sánchez & E. Mitchell



# A new access route: TamaTa

## **Trans-national acces**

- Keep it simple: Oper wayforlight.eu with a of the SMEs with no
- Pilot activity: 200k€
- Supports: Access to ancillary characterisa
- Due to start: All mat template....) in place



A. Sánchez & E. Mitchell



# Teaming up with SINE2020 and more...

- Joint Industrial Advisory Board
- Joint events
  - Combined session at EFFOST
  - SYNERGI2018, Amsterdam
- Joint networking events of our industry liaison officers and business developers
  - 14/15 November, coincident with EUCALL
     TT meeting and special ESS session
- Joint common dissemination booster
- Joint services?



# DO YOU WANT TO SEE WHAT'S INSIDE FOOD?

# Come and learn what Synchrotron X-rays and Neutrons can do!

Join our Session on Wednesday, 15 November from 11:00 to 13:00

Session 13 - Room Tramuntana 2
Non-conventional Characterisation Techniques for Food
Using Synchrotron Light and Neutrons









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## **WORKING TOGETHER: THE "RI VILLAGE"**

- NFFA, SINE2020 and CALIPSOplus working together to create the RI Village initiative
- Providing materials characterisation far beyond lab facilities
- Generating critical mass of united H2020 projects with complementary objectives and techniques











## **BUSINESS WITHIN WALKING DISTANCE**



# A French-funded Public-Private Partnership 450M€

www.irtnanoelec.fr

Funding a Pathfinder Programme to actively create innovation opportunities between the ESRF & ILL and the nano/micro-electronics industry.

### 6.5M€ over 9 years for:

- 1. Sample preparation tools
- 2. Instrumentation development
- 3. Proof-of-concept [access]
- 4. Business development







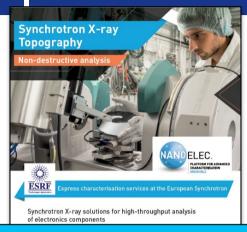








## WHAT'S THE INNOVATION?

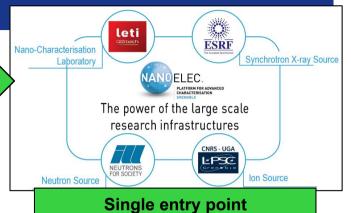


Right resources, right people, right equipment, right context.



New services

Integrated industry offer



Joint research with industry

Cooperation with an SME



Right research, right people, right equipment, right context



life.augmented

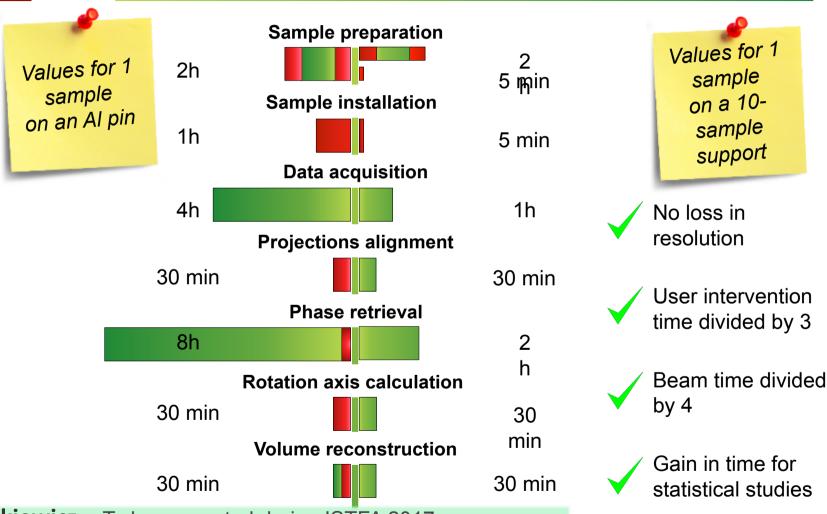
3 year Innovation-Led Project





Introduction Tomography Diffraction Conclusion

#### **ID16A: TIME CONSIDERATIONS**













# 23Novembre



La Plateforme pour la Caractérisation Avancée de Grenoble Caractériser les matériaux pour pousser l'innovation

# Venez nous défier!

Saisissez la chance de venir essayer nos installations

Prise en charge avec démonstration pratique

Apportez vos échantillons et vos questions: des experts seront là pour vous répondre et vous donner la chance de tester nos installations

















# "OPEN SESAME" - supporting the Middle East light source SESAME

Coordinator - E Mitchell (ESRF)

- Training of SESAME staff
- Training of SESAME member funding agency staff
- Strong communications support
- Training and outreach for SESAME user communities including both academics and industry



Autumn 2019: workshop on promoting Light Sources as centres for innovation and industrial light source applications, likely to be hosted in Turkey







## THE DANISH WAY - LINX



10M€ over 5 years from a country of 5.5 million people.

Extrapolate to 500 million population of the EU.



### **LEAPS – League of European Accelerator-based Photon Sources**

- Launched 2014
- · Chairs:
- Co-chairs
- Partners:









# A common strategic approach

LEAPS is offering a transformative new level of cooperation, integration and specialisation amongst Europe's accelerator based light sources to strengthen Europe's leading role in science and innovation.

LEAPS will drastically change interaction with industry for the better, reducing barriers to access for industry and simultaneously increasing industry's potential to take advantage of the available instruments and techniques to better react to the rapid changing economic environment.



13 November 2017, Brussels



# **ESRF BUSINESS DEVELOPMENT OFFICE**



## **ESRF Business Development Office**

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Thank you for your attention

