

ENRIITC

RI-Industry Relationships: how companies become engaged with industry?

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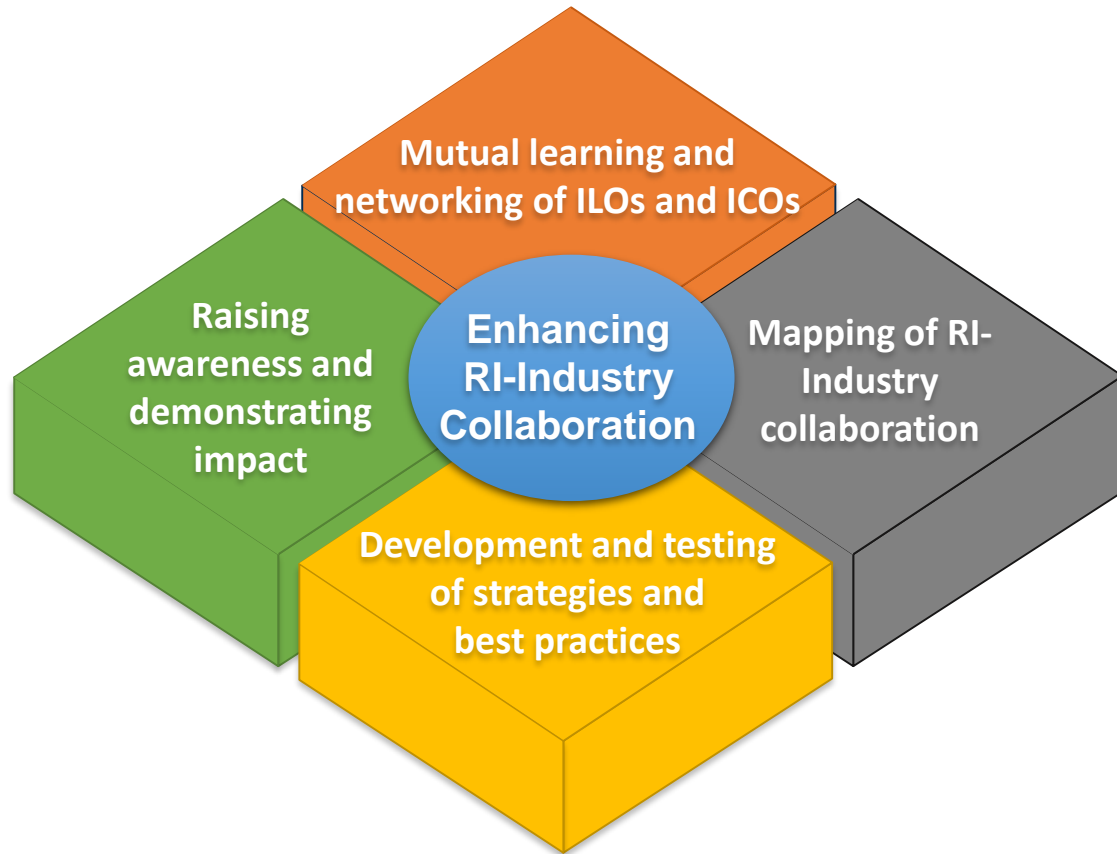
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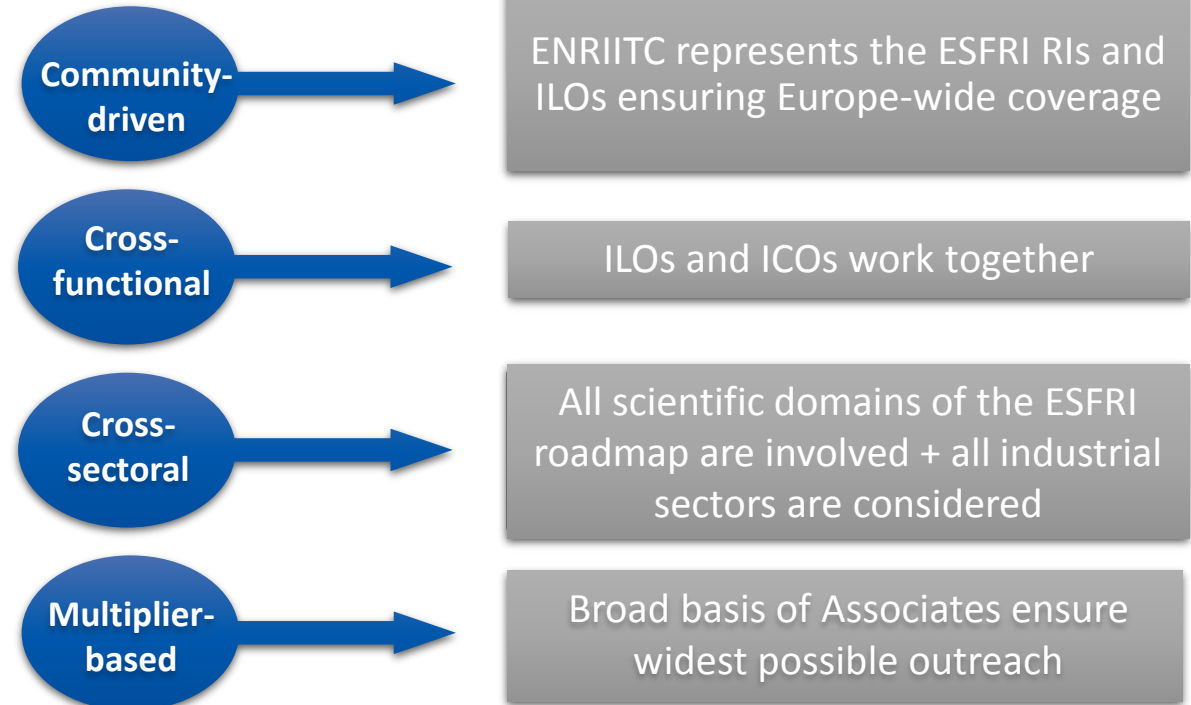
iLO-net
INDUSTRIAL LIAISON OFFICERS NETWORK

- **Industry Contact Officer (ICO)** – Research Infrastructure staff responsible for strengthening and **coordinating cooperation strategies and activities with Industry.**
- **Industry Liaison Officer (ILO)** – Expert staff working at Government agencies or Research institutes in the member states to stimulate the collaboration amongst the national industry and the international RIs, providing **advice on business opportunities, R&D collaborations, calls for tender, and industrial services.**

The **European Network of Research Infrastructures and Industry for Collaboration (ENRIITC)** is a European platform of national industry contacts (ILOs) and the RI industry contact points (ICOs) aiming at acting together towards better engagement with industry.



How are we doing this?





The **community** is **diverse** covering **many scientific disciplines, countries and types of infrastructures.**



The **roles of ICOs and ILOs** are often **poorly defined** and even disconnected from the strategy of the host organisation. This **prevents exploiting the innovation potential for co-development.**



A **model for implementing the recommended key actions** at the RIs **needs to be developed.**



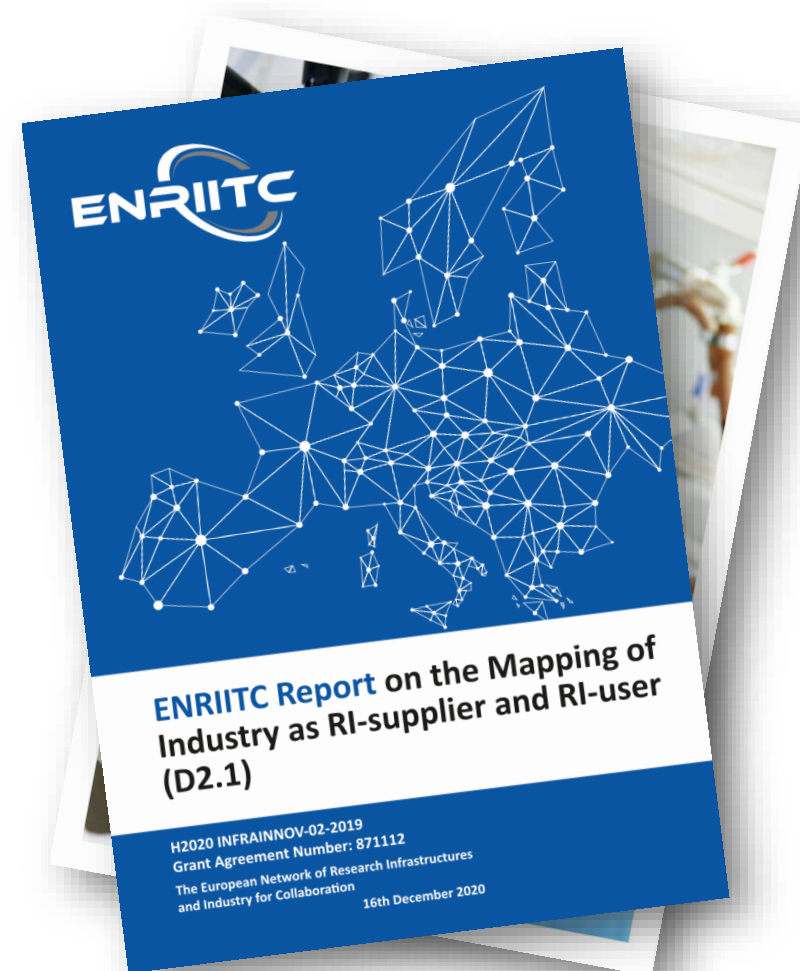
RIs remain mainly **isolated** in the **innovation ecosystems.** Recommendations for how to engage were presented in deliverable 3.2.



The PERIIA network has managed to **gather European ILOs in an informal network** which should give a more **solid foundation** in a **joint ILO-ICO sustainable platform.**



ILOs and ICOs face **similar challenges and barriers** for engaging companies and **should learn from and interact with one another.**



- ✓ **Information** provided to industry **generally sufficient**
- ✓ **Personal contacts** are **key** to start collaboration
- ✓ Importance to **demonstrate the potential of RIs to deliver** (showcase)
- ✓ **Public funding** is an **instrument used by both** users and suppliers of RIs, collaborative projects bring novelty and right expertise. RIs supplier are interested in engaging in such funding.
- ✓ **Trustful** collaboration
- ✓ RI-users **relationships should be meaningful** beyond the commercial value, including a strong interest of the RI in the industrial needs.

Industry as a supplier

- ✓ A national support structure would be useful, esp. for SMEs
- ✓ Pre-competitive procurement (PCP) should be better promoted and explained as a way for collaboration

- **Unfair playing fields, giving disadvantages to smaller companies**
- **Complicated, lengthy and unharmonised tendering procedures**

Industry as a user

- ✓ Access to RIs are globally functional
- ✓ Publication should be about the process rather than the industrial product being developed

- **Access fees can be prohibitive**
- **Confidentiality and IPR management are critical**

RI-industry working together

- ✓ Suppliers are interested in co-designing technologies
- ✓ Suppliers interested in building long-term relationships (through consultancy, students)
- ✓ Public incentives as a driver for reciprocal engagement

- **Users are mostly interested in solutions to their problems**
- **Users need fast solution routes**

- RIs should have a strategy for industry engagement and appoint an ICO
- Need for RIs to initiate broader engagement campaign with industry
- ICOs and ILOs could be instrumental drivers in the RI-industry engagement
- Underexploited potential around innovation



ENRIITC offers a unique network to support RI-industry collaboration and strengthen the position of RIs in the innovation ecosystem



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