

**SINE2020 – WP4:**

**Industry Consultancy**

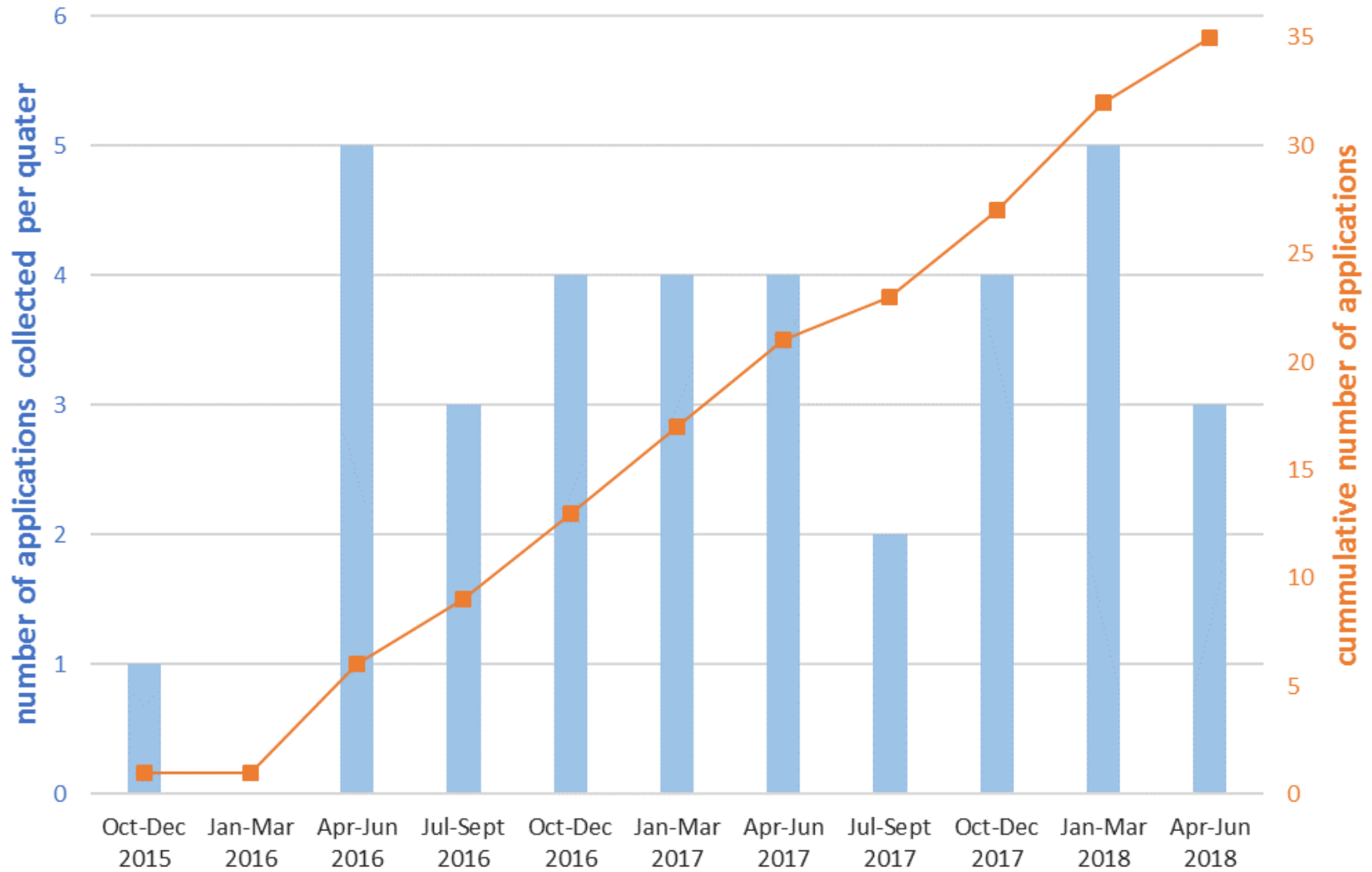
**General Assembly 2018, Parma**

Marc Thiry (HZG), Caroline Boudou (ILL)

- **Status of feasibility studies**
- **Strategy paper**
- **Information and outreach actions**
- **Summary/Outlook**

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# Feasibility studies: requests vs. time





- Intermediate organisations/persons are really effective in making the link between companies and neutron centres
- Regional actions are the most effective to attract new users.



Most of these via LINX (3),  
DTI (3) or Brightness (2)

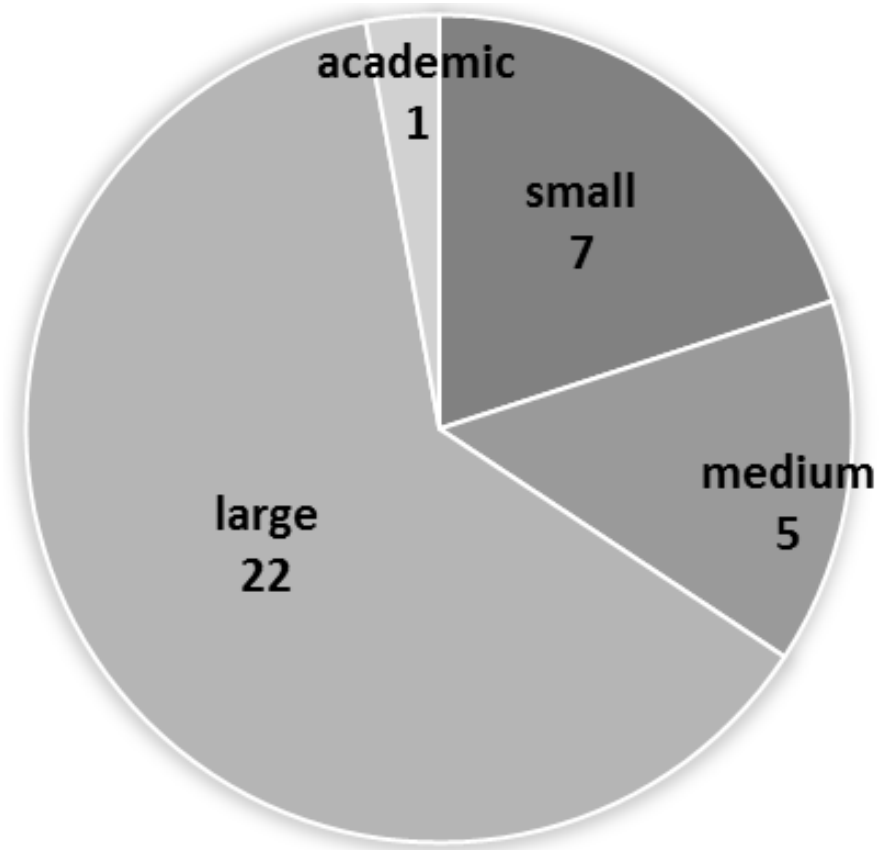
Via National Contact Point in Luxembourg for  
Large Scale Research Instruments (Uni.  
Luxembourg), Mrs Inma Peral-Alonso.



- Large groups are the lead beneficiaries of feasibility tests.

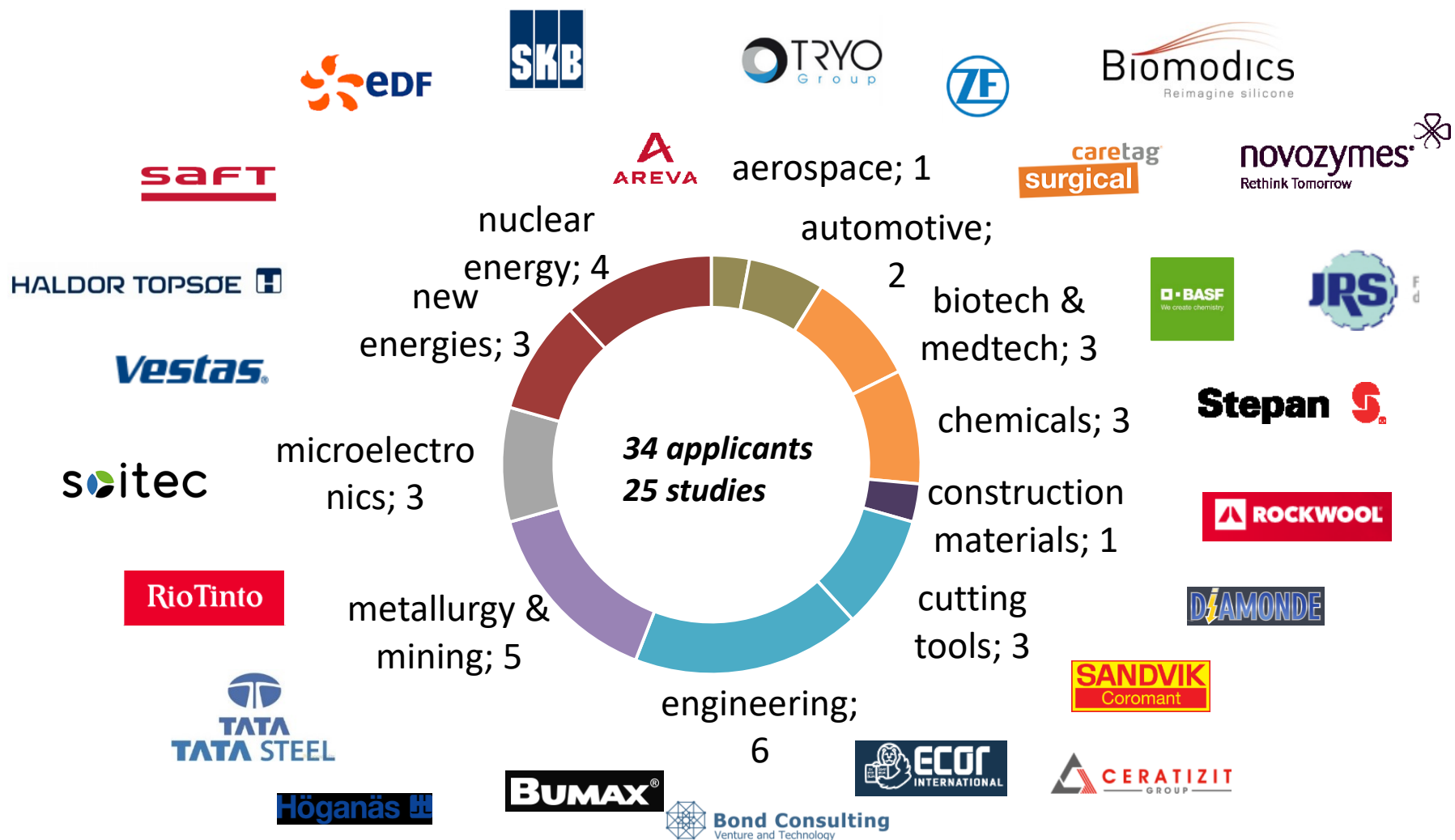
- NB. The rate of success is reaching almost 80% for large and medium companies. It is just below 60% for small companies.

✓ Caution: small numbers!



Small if <100 employees  
Large if >1000 employees  
Medium: in between

***Distribution of requests among company categories***



**Activity sector of applicants (total =34\*)**

*\*The academic applicant is not included*

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- Based on comments by the IAB (also from NMI3 times), discussions at a joint meeting with CALIPSOplus ILOs and our own findings in WP4 we compiled a strategy paper with recommendations for improving industry service at neutron sources (or LSF in general)
- First „official“ version to be sent to SINE2020 partners
- Work in progress towards WP4 last deliverable



IAB-Statements “SINE020 still too much a project, it is not run as a business: change of mindset is needed”

- market analysis
  - Determine customer demands
  - Professional marketing
  - Financial sustainability
- 
- Putting industrial needs in a scientific scheme does not work
  - Lack of repeatability, accreditation, quality assurance
  - Neutrons are a hammer (full toolbox needed)



- ✓ Marketing: Increase Awareness of impact (also at Management level)
- ✓ There is room for mediators i.e. specialised companies to make the bridge between end-customers and the scientific facilities.
- ✓ There is room for an organisation (e.g. a company) to centralise requests that cannot find answers using lab techniques.
- ✓ Strategy to establish
  - ✓ external: market/TRL to target? prices? Access? Services? etc.
  - ✓ Internal: contract/offer, scientists, beamtime allocation, automation, etc.
  - ✓ regional: local experts/ILOs (sharing the language and the "industrial culture" of a given country) => regional hubs ("IReCs" in Baltic TRAM)
- ✓ Shared willingness from institutes!

**=> Access model /Strategy paper: Work in progress towards WP4 last deliverable!**

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- March 8/9, 2018 in Amsterdam
- Core topic: Materials Science
- Main organiser SINE2020-WP4
- Co-Organisers: EU-Projects CALIPSOplus, Baltic TRAM, ACCELERATE, NFFA
- 68 participants from research infrastructures, universities and industry
- Research? Business matchmaking session: 65 individual meetings

# SYNERGI 2018

New analytical tools for engineering materials science

## Cooperation with other initiatives:

Projects like **Baltic TRAM**, **SINE2020**, **CALIPSOplus**, **NFFA**, **ACCELERATE**, **EUCALL** joined forces in EARIV for joint outreach towards industry at exhibitions and other suitable events.

The goal is joint visibility, shared exhibition costs and the creation of a single platform to show the various industry services provided by the projects.

### First activities:

- *Euronanoforum – June 2017*
- *Sofia – March 2018 => first common banner*
- *LinkedIn group & Web pages: March 2018*
- *European Conference on Non-Destructive Testing – June 2018*

Homepage: [www.eariv.eu](http://www.eariv.eu)



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## Outreach activities

- ✓ No. of participants in roadshows/conferences: ~ 100
- ✓ Organised/attended events: 6/35
  
- **No. of companies contacted, doing feasibility studies**
  - ✓ More than 300 contacts (including private and public/semi-public organisations)
  - ✓ 35 requests received => 25 studies, 2 pending, 8 refused
  
- **No. of industry relevant case studies published on website: 19 (15 in 03/2017)**
  - ✓ 4 to come until end 2018: EDF, SANDVIK, Diamonde, Novozymes, RioTinto, TryoAerospace
  - ✓ To come in 2019: SAFT, Caretag
  
- **No. of returning companies: 1 (0 in 03/2017)**
  - ✓ 3 in the pipeline



- Further events (small and medium sized) to get a final boost of applications for feasibility studies and generally raise awareness (e.g. ...)
- Deliverable 4.5: Reports from all participating companies about the outcome of the measurements
- Deliverable 4.6: Business Model for scope, access and IP for "neutrons and industry"
- Content for e-Learning course dedicated to industry:  
Videos (SANS, Stress scanning in 2018; further in 2019)

- **NMIstar application (H2020, pending):**
  - If granted: ca. 12 months overlap with SINE2020
  - Budget for continuation of the industrial liaison network and keep the connection to the synchrotron ILOs and EARIV activities (HZG)
  - Consultation with neutron facilities to make use of „Strategy paper“ (where needed)
  - Setup of a programme between universities and neutron facilities to reach out to industry together (BNC)

Thank you!

1<sup>st</sup> call launched in March 2016

35 requests



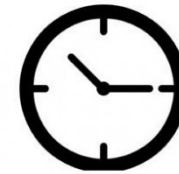
2 pending  
8 rejected (technically not  
feasible, confidentiality issues)

25 studies



**1 returning company**  
**3 in the pipeline**

31 measurements periods  
at facilities



*Approx. 32 days of beamtime:  
number to be consolidated with final  
reporting from the tests.*



- 25 granted studies = 31 measurements

=> Most popular techniques: **imaging, stress scanning and SANS**

