



ESRF Business Development Office

- Our mission is to increase ESRF interactions with industry partners
 - Industrial access to beamlines, facilities, and expertise
 - Technology transfer through licensing, patents, spin-off
 - Manufacturing
 - European and national funding opportunities with industry
- 4 FTE in the BDO, call upon ESRF core admin services
- 1.8-2.2MEuros generated annually, about 100 unique clients
- 30 technology licences and 4 patents



Where are the bottlenecks? If any...

1. **Communication** and understanding
2. **Resources** to work with industry
 - industry as user and as partner for KTT
3. **Supporting non-expert** access and use
4. **Statutes and working practices**
 - risk taking, tenders



Looking to the Future

- Push from funding bodies (and we've got 20!) to work more with industry
- Increasing collaborative work with industry
- More diversification to add to structural biology
- Better exploitation of our IP
- Europe and national funding can help with catalysing sustainability (e.g. *IRT NanoElec*), communications and critical mass (e.g. *ScienceLink*)