Satellite workshop @ ICNS

"Instrumentation – A challenge for European markets: R&D / IPR / Risks"

Agenda for Tuesday July 9th, 2013 in Edinburgh

Discussion leader: Ed Mitchell (Business development officer at ESRF)

14h00	Introductory speech (context)	Helmut Schober Science Director ILL
14h15	Detectors: View of Research infrastructures	Bruno Guerard ILL
14h35	Detectors: A success story of co-innovation	Robert McKeag Centronic
14h55	Sample Environment: ISIS co-innovation with Oxford Instruments and Hiden Isochema	Oleg Kirichek ISIS
15h15	Sample Environment: Possibilities of co-innovation - Cryostats	John Burgoyne Oxford instruments
15h35	Neutron delivery systems: View of Research Infrastructure	Peter Link Head of Optics group at FRM II
15h55	Neutron delivery systems: Swissneutronics co-innovation with FRM II	Christian Schanzer Swissneutronics
16h15	Discussion round	
	BREAK	
16h50	Methodology on how to identify strategic suppliers	Xavier Philippe, procurement officer at ILL, France
17h05	Innovative Procurement at ESS	Juan Tomás Hernani, General Secretary for Innovation and Industry, ESS
17h20	Research infrastructures in Horizon 2020 – Industry and Innovation	Bernhard Fabianek, EC, DG Research & Innovation
17h35	Closing session/ round table discussion	
18h00	**END**	

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Context

NMI3 organises two events to explore interaction between neutron and muon facilities with industry. In 2013 we concentrate on 'industry as a supplier' to our facilities while the second event, in 2014, will focus on 'industry as a user'. The purpose of these meetings is to define how this interaction between facilities and industry can be improved and developed in the forthcoming Horizon 2020 programme.

The ‘industry as a supplier’ workshop was planned as a satellite of ICNS (www.icns2013.org) in Edinburgh, in order to profit from the large number of supplier, present as exhibitors. The meeting brought together suppliers of key equipment for neutron and muon instruments with people from the facilities, responsible for purchasing and procurement and the clients who are the facility engineers and scientists.

For the suppliers, the meeting focused on the collective, European need for specific equipment considering the opportunities of a bigger, European market but also the difficulties that this may engender, like national regulations on procurement that differ between countries. Speakers presented successes and difficulties, covering the provision of a range of components for detectors, neutron delivery systems, cryogenics etc.

For facilities, the value of a collective approach to the provision of equipment is in guaranteeing a long-term, stable supply and in ensuring that technology continues to be developed, both in industry and the facilities, through co-innovation and/or technology transfer. Scientists and engineers from the facilities project from existing interaction with industry to future needs while, from several facilities, purchasing officers, at the interface between the facility clients and the suppliers, highlighted how procurement varies within Europe.

The European Commission was present and informed participants on how industry and facilities can work together under Horizon 2020.

This half day workshop gathered 50 participants (find list at the end of the document) from industry and facilities around nine presentations on different aspects of 'industry supplying facilities'. The meeting concluded with a round -table discussion which major points are listed below:

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Notes on round table discussion

Ingredients for a successful collaboration between Industry and Research Infrastructures (RIs)

- Building a sound relationship - needs time and human effort (motivation)
- Start the collaboration as early as possible
- Each organisation has to recognize the scope of commitment
- Focus on processes and not products
- There should be a firm commitment of at least one person on each side who can spend time 'on the other side' e.g. industry engineer in RI
- Relationship based on mutual confidence - knowledge transfer both ways
- Be aware that there is a different understanding of project management and related issues in Research Infrastructures & Industries – look out for simple misunderstanding
- Worry less about IPR – this will come later involving the TechTransfer office (IP and procurement rules)

Examples of RI-industry collaboration

- ILL-Centronics for detectors
- ISIS – Oxford Instruments for sample environment

EU market size and visibility

- Published Technical Roadmap for specific fields would give companies greater visibility of EU-wide needs
- Calls for tender could be centralised e.g. on neutronsources.org
- Competition is good, but high fluctuation in demand can be fatal for a company
- Research Infrastructures do the standard development themselves and may try to outsource the challenging, high risk development to the companies e.g. neutron guides
- Outsourcing 'standard, internal' work should be encouraged to provide continuous demand
- Some areas will remain too RI-centric to envisage two or more industrial suppliers – facilities should organise and mutualise provision

Role of future EU project

- provide EU roadmap of facility needs, expose this to industry but organise supply when this is from facilities (small-scale or highly specialised)
- Inject resources to facilitate collaboration between industry and facilities, minimising the 'risk' for industry

Satellite workshop @ ICNS – Participants list

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