



Swiss Light Source: PSI TT Office & SLS Techno Trans AG



- Our Mission is to coordinate any and all services for industrial/proprietary users - we are a kind of one stop shop,
 - 0.5-1 FTE (management, financial admin., contracts),
 - Third party contribution: 25 % of total SLS income,
 - Approx. 50 contracts
- Strengthen the competitiveness of Swiss industrial enterprises. Knowledge-transfer, licensing of PSI technology, collaborations with industry,
 - 4 FTE (management, admin., contracts),
 - Third party contribution: 75 % of total SLS income,
 - Partner-contracts with large pharmaceutical companies & MPG



Where are the bottlenecks? If any...

- Challenges
 - Lack of HR, fast evolution of needs in certain market segments, competitors with subsidized prices.
- Problems / Bottlenecks
 - To enhance collaboration with industry further resources are needed to cover the management and coordination activities internally such as preparing offers, promoting proactively externally in a constant and sustainable way the SLS services
 - Development of market strategy
 - Higher flexibility in pricing



Looking to the Future

- Future perspectives?
 - Increase in importance (internal and external view). Higher visibility & stronger collaborations with spin-offs
- Trends?
 - Remote-access, professional service through spin-off companies.
- Change in mission?
 - Academic users could help to open new market segments
- Where could joint European actions help?
 - European Technology Platform for Synchrotron and Neutron-facilities