

**EARTO-EIRMA**

**Joint Conference 2015**

**Infrastructures and Resources  
Sharing between Industry & RTOs  
in Europe**



## **Session 2**

***How important are shared infrastructures for  
the transfer of technology between Industry  
& RTOs?***

**Moderator: Dave Brown, Roche**

**Rapporteur: Marc Lemmer, LIST**



## Session 2

# *How important are shared infrastructures for the transfer of technology between Industry & RTOs?*

- Alexander SVEJKOVSKY, Austrian Institute of Technology
- Christos TOAMANIS, EC DG R&I
- Frank RUTTENS, Agfa Gevaert
- Mod: David Brown
- Rap: Marc Lemmer



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### 🔥 AGFA

- 🔥 What? Story of the Open Innovation Platform (analytics, services offered), founded 2010
- 🔥 Why?: Keep Agfa business state of the art, get inspired. Best way to create sustainable advantage because maintain state of the art and create new business
- 🔥 Who? Agfa Materials (1 of 3 BU): functional foils, printed electronics, industrial inks, classic films
  - 🔥 Open R&D platform for internal (MTechnoC) and third parties (150 people)
- 🔥 How? Adhoc relations /repeated services or/and projects
- 🔥 Story is mostly about people, how to retain staff to be paid by such business model
- 🔥 Slogan: “Scouting for innovation is the companies life insurance”

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- 🔥 AGFA:
  - 🔥 Q&A: no separate legal entity, only platform
  - 🔥 Q&A: quantifiable goals for OI? It's about people, 4FTE employed, target is 10 ETP, keep people on board and sometimes buy new equipment
  - 🔥 Q&A: shared transfer, how far it goes btw Agfa and RTOs? Engaged in EU projects, guide partner in its networks
  - 🔥 What type of partners/figures? Customers in chemical cosmetics, pharma etc, not only SMEs ,but also large companies although they have own large facilities , ex Umicore

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- 💧 AIT: a very honest presentation!
  - 💧 What? Climate testing tunnel for railway vehicles (larger, smaller) Now also helicopters for turbine start in extreme conditions
  - 💧 How? In a PPP mode, 2003, still running
  - 💧 Why? 3 partners, to share costs, every body wanted up,
    - 💧 Industry ( too expensive alone, cutting edge infrastructure)
    - 💧 Public stakeholder: create an AT hub for railway industry, keep ART attractive
    - 💧 AIT had a knowhow and older facility and have stronger collab. with industry

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### 🔥 AIT

- 🔥 PPP structure: state set up structure, handover to owner company, leases to operator which is owned by all railway industries
- 🔥 Basis is lease contract 30y, fees paid to owners, availability payment if not used or service sales! Non profit situation , 0 cash situation
- 🔥 Achievements, lessons learnt: RTA is established, renowned but difficulties how to finance new investments (helicopter business requires new conditions)
- 🔥 13y in operation planned for 30y: free cash flow is needed in order to cope up with new development and success!!
- 🔥 Utilisation planning is key but difficult, irregular non planed utilisation from industry because of numerous reasons, competition with other facilities,
- 🔥 after 30 y? problem of today are going to be fixed, not yet for after 30y
- 🔥 Do shareholder accept shares are worth 0 after 30 y? yes

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- 💧 EC, directorate KET
  - 💧 The story of the trajectory how to bring a product vision to innovation and to market
  - 💧 Internal study on the taking into account of the value chains in projects
  - 💧 still to be finalised,
  - 💧 Will be published later
  - 💧 About 100 FP7 projects in nanotech, worth 1bn€
  - 💧 → Role of RTOs is essential , it is a knowledge repository, they are at the top