

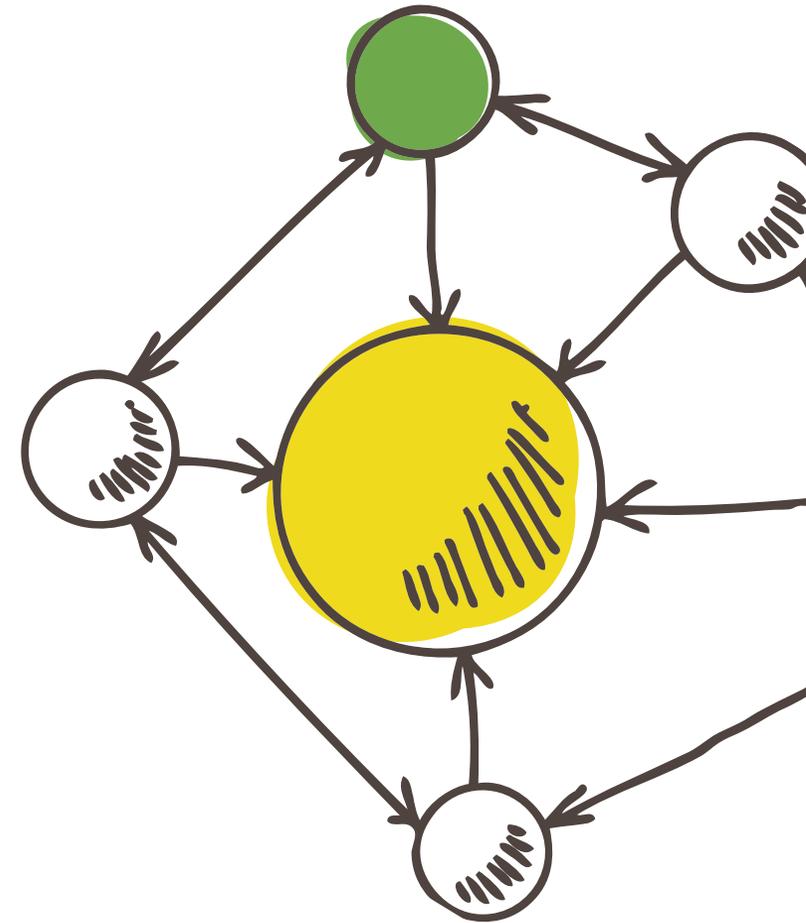
FET Briefing

Study on Innovation Launchpad Projects

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Agenda

1. Research Overview
2. Approach
3. Results
4. Briefing FET Services



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Research

Overview and Objectives

RATIONALE

- ILP projects have an **higher level of maturity and readiness to discuss tech. potential related topics**;
- ILP projects represent a category of projects **closer to the market than average FET projects**, so closer to more appropriate to either contribute to our research and gain value out it;
- **ILP world is under analyzed** hence not much material is available and our investigation can bring value to the EU Community (report);
- It is a **small and focused community** with similar characteristics hence easier to address with a focused approach;
- It gives us an occasion to **get closer to researchers** and really talk to them.

OBJECTIVES

The main research objective is to better know FET ILP researchers for:

- understanding their needs (being able to design useful services from these)
- understand possible areas of improvement in future ILP calls.



Research

Approach of Study

To do that BRIEFING adopted the **user center design (UCD)** approach.

UCD is a multidisciplinary design approach **based on the active involvement of users:**

- it was necessary **first of all to talk with the protagonists of technological development (the researchers)** to understand their needs and needs on research, to propose a set of services that supports their needs.
- The collection of needs and expectations allowed BRIEFING partners **to develop a set of useful services for researchers and to make them aware of the factors that are fundamental in the development of their research.**



FET analysis



Assess the concept
of technology
potential



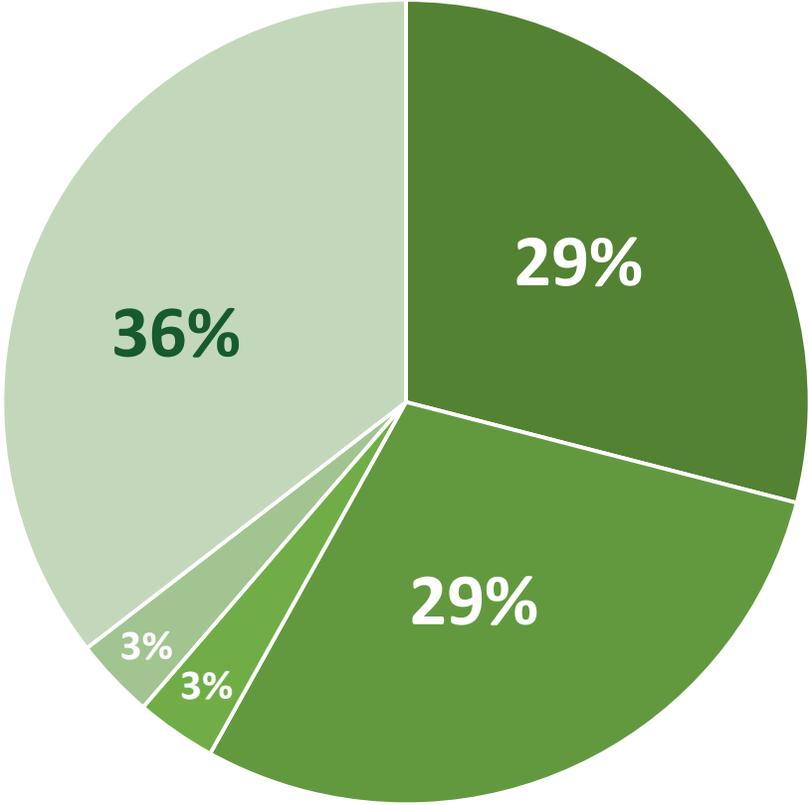
Understanding
the commercial
potential



List of variables

ILP

Research Organizations

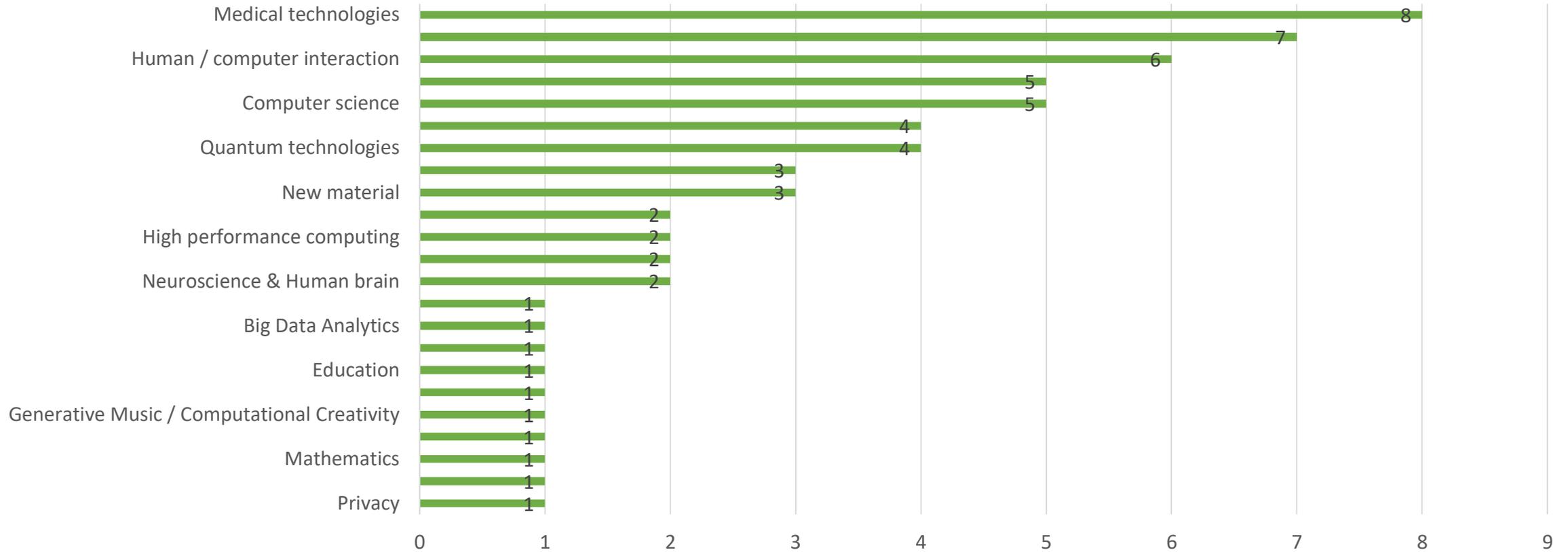


■ Research Institution ■ University ■ Governmental Institution ■ GmbH ■ Company

ILP

Research Projects

Number of Projects



ILP

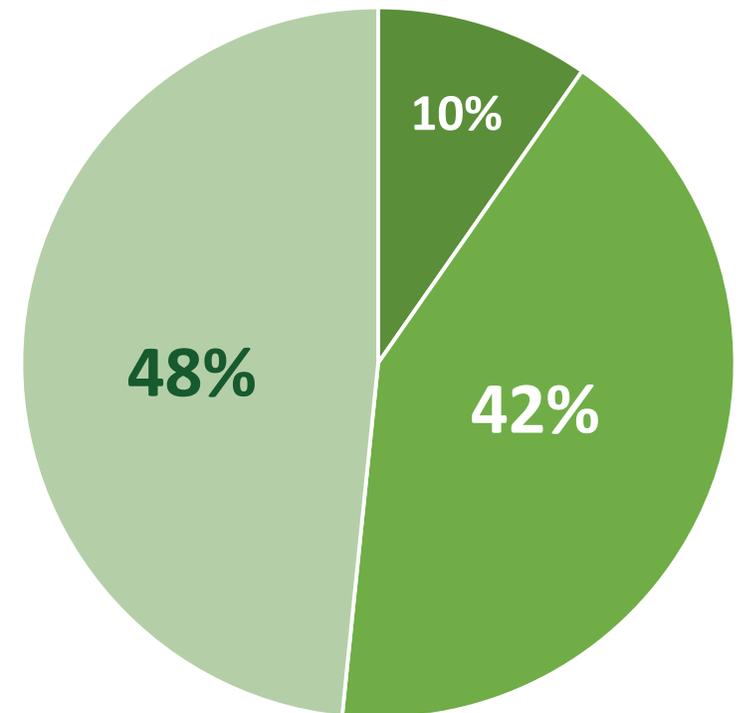
Project Teams

PEOPLE INVOLVED

On average a team is made of 8 people and this indicates quite an effort required to run such projects despite the available funds allocated to each project by the FET ILP program.

- **39%** have a combination of technical skills with a specific focus in a detailed area.
- **35%** have skills in the science field (biology, biomedical engineering, research and development, material science, mathematics).
- **26%** have skills in management and business (project management, business development, spin off creation, IP protection).

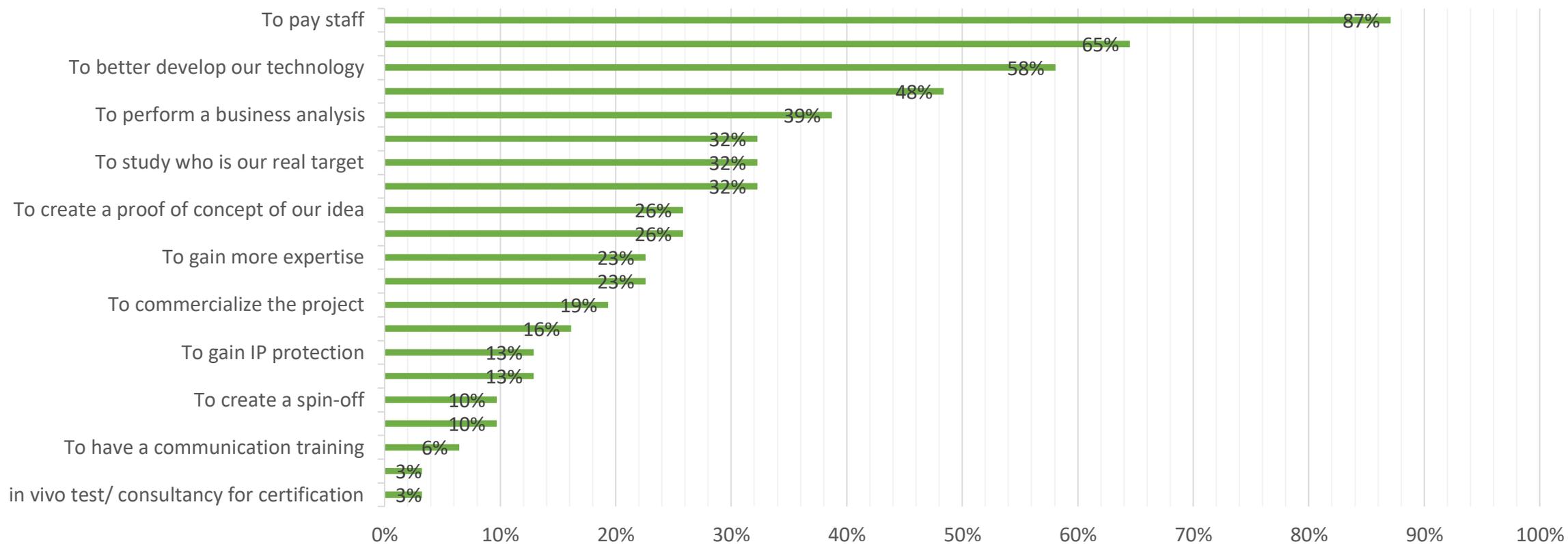
YEARS OF EXPERIENCE



■ 0 – 5 years ■ 5 – 10 years ■ More than 10 years

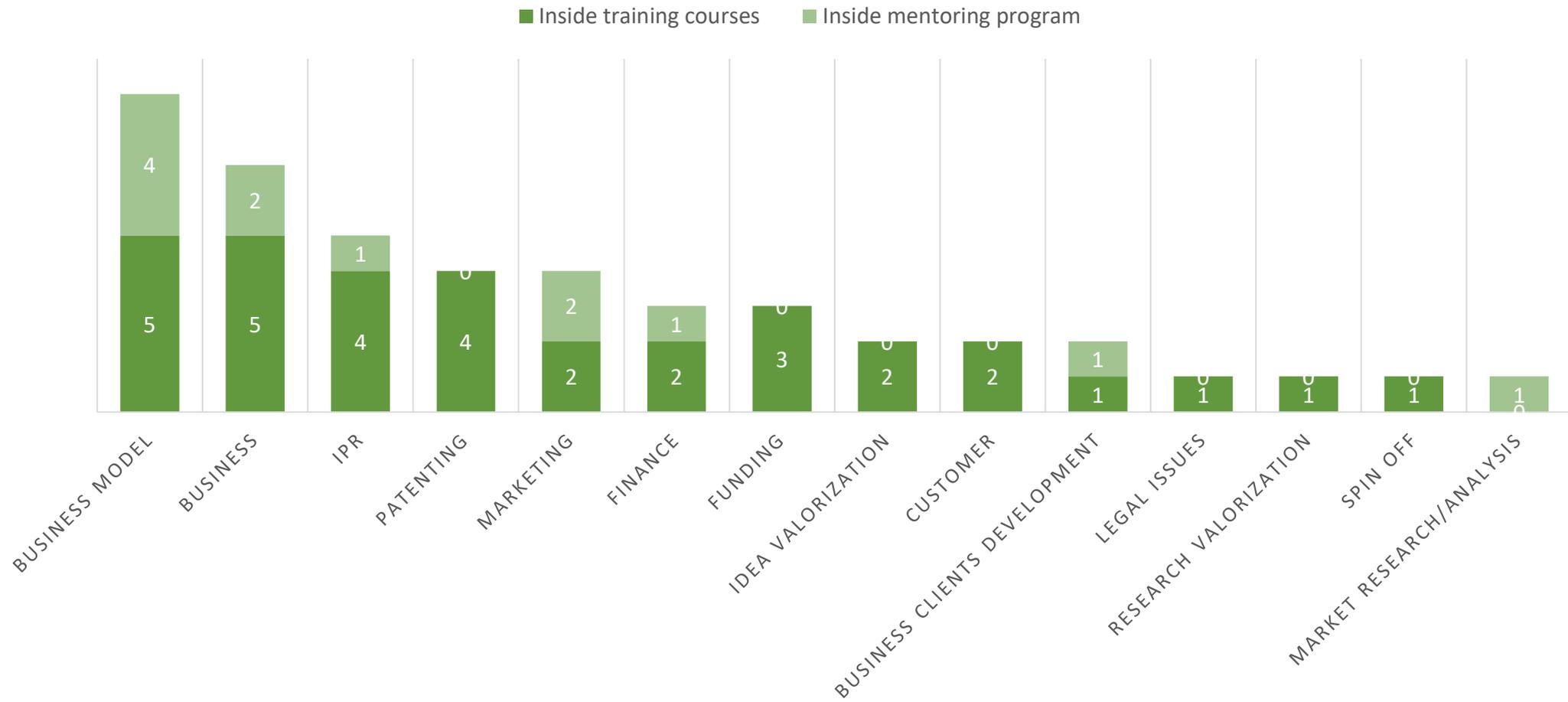
ILP

Use of Financial Resources



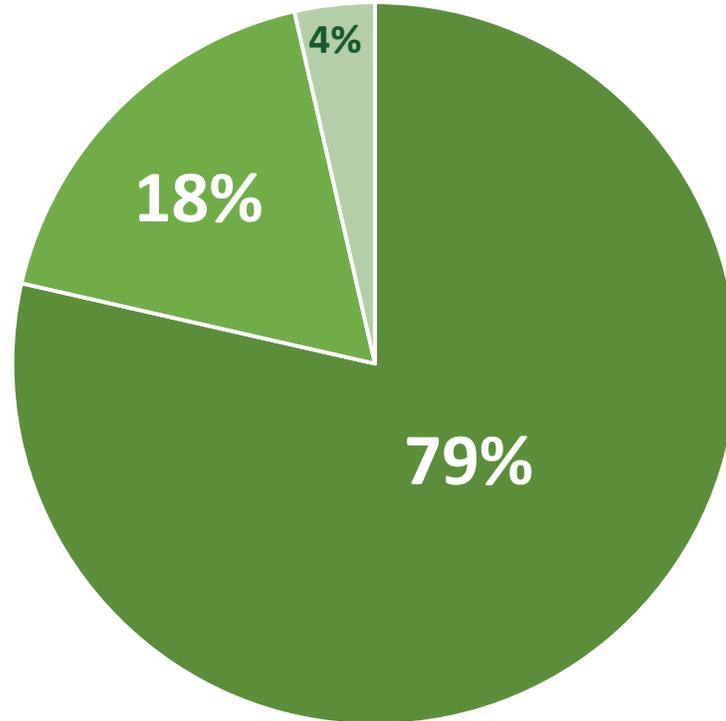
ILP

Trainings Attended



ILP

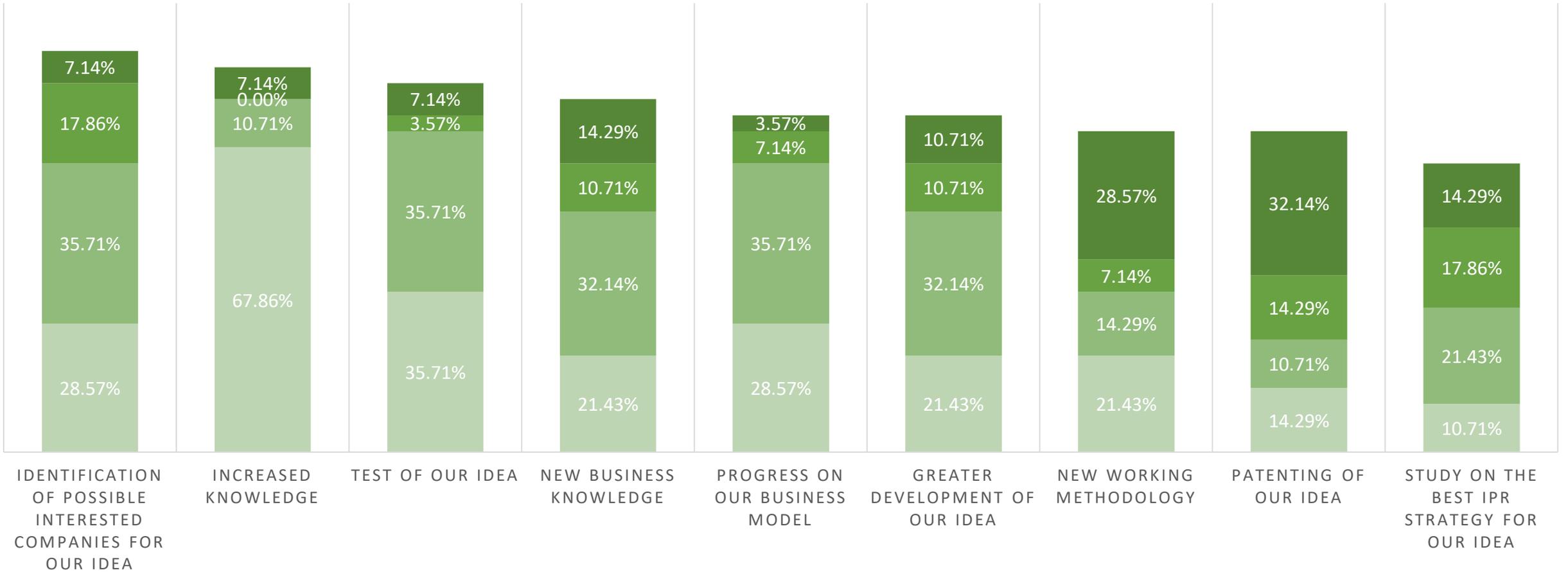
Research Advancement



- Improvement of the previous idea
- Definition of a new research path/ project, with incremental innovation
- Definition of a new research path/ project, with radical innovation

ILP Results

■ Achieved
 ■ Expected and in progress
 ■ Desired but not achieved
 ■ Not obtained



ILP MOTIVATIONS

- Study the **market**: researchers need to have a clearer idea on the potential market and the users.
- Build a **spin off**: looking at the aim to commercialize a product or bring a technology on the market the need to build a company is in the perspective of the researchers.
- **“Unexpected” or “natural” result**: sometimes at the origin of FET ILP there are unexpected results reached in previous projects, in other cases researchers are working from several years in the field and the ILP is a natural step
- **Researcher at the center**: in some cases the researcher is the point of connection between the original project and the FET ILP

RELATIONSHIPS WITH PREVIOUS PARTNERS

For **35% of the projects** there is still a connection between partners and in some cases other partners or sub-contractors have been engaged according to specific needs of the project:

- Most of the organization has no longer worked with previous partners (65%) because going to the market alone is better to reduce the risk:

Insights

Areas FET Project Most Benefited

FET ILP researchers were able to leverage the provided resources and leverage the knowledge network to improve and enhance their research.

- Business related topics
- Communication
- Mentoring
- Project management and User Centered approach
- Accounting



Briefing

Services and Solutions Offered



Briefing

Services and Solutions Offered

Innovation Opportunity Workshop



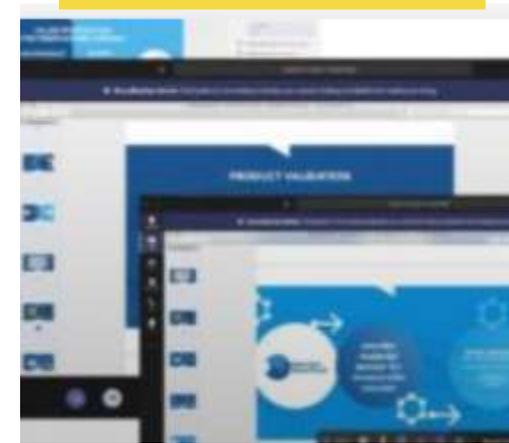
Identify, analyze and prioritize the skills and resources necessary for a conscious development.

Communication Training



Learn how to communicate your research results to business stakeholders.

Innovation and IP Strategy



Learn how to employ IP protection mechanisms in a strategic context.

Briefing

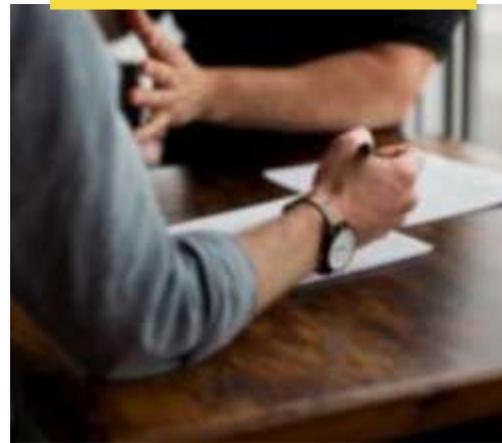
Services and Solutions Offered

Online Business Training & Coaching



Learn the nuts and bolts to entrepreneurship.

Mentoring

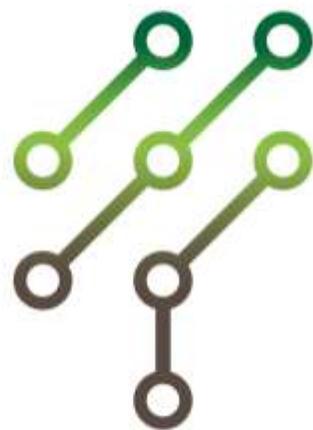


Find the perfect mentor to assist you during your FET/EIC research journey.

Webinars



Free access to pre-recorded presentations on IPR, management and entrepreneurship.



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