"ENRIITC Your Network" Table Discussion Topics for the First Networking Meeting

Day 2 of the "ENRIITC Your Network" meeting continued the amazing success of the first day, with the participation of 110 attendees.

Meeting Goal and Table Discussion Results

To reiterate, the ENRIITC Project's goal is to build a network of ILOs and ICOs to help enable **industry** become a full partner with research infrastructures (RIs). The project is also working to determine collaboration potential, to develop and refine strategies and best practices to nurture these partnerships, and to raise awareness within industry for collaboration opportunities at RIs. Another purpose of the meeting was to present the findings of the WP2 survey.

That said, EATRIS' Anton Ussi opened Day 2 remarking that the positive "atmosphere was so convivial and active." He then handed off to Ilaria Nardello (SZN), who moderated the reports from the table discussions.

The meeting broke up into 15 table discussions on the following topics:

1. What are the barriers and ways forward to promote joint innovation and collaboration between Research Infrastructures and industry? **Topic Moderator: Anna Hall, Program Director, Big Science Sweden**

   KEY TAKEAWAYS: Everyone agreed that there is a need for sustainable and dedicated funding and common goals and targets, and that collaborations are not easy tasks. Also mentioned were: there need to be: a. incentives for researchers to collaborate with industry, b. different approaches to industry, c. better capability matching, and much more clarity and transparency.

2. What are best practices on approaches and tools in communication between Research Infrastructures and industry? **Topic Moderator: Nigel Wagstaff, Advisor Innovation Support EATRIS**

   KEY TAKEAWAYS: The tables all agreed that there is a need to understand different expectations, learn to speak a common language, obtain dedicated funding and governmental involvement, to listen and be flexible, and continue organizing these kind of collaboration fostering events, and to encourage learning and exchanging best practices. Nigel also highlighted one "interesting idea," to create an industry board for joint projects. This goes along with wanting to find a dedicated intermediary with funding.

3. How to we unlock the innovation potential of Research Infrastructures for the benefit of industry? **Topic Moderator: Nikolaj Zangenberg, Director, Danish Technology Institute, and Leader of ENRIITC WP3.**

   KEY TAKEAWAYS: 1. Why should RIs work with industry? – because of the RI mandate to provide benefit to society, and to enable co-development and sustainability; 2. That the landscape surrounding the RI is key – there are opportunities to increase RI visibility, to develop industry/innovation clusters, and to choose mediators; 3. We can change the RI mentality and cultures, that there can be a transfer of science into services, and that RIs should become innovation enablers; 4. Persons are key! ILOs/ICOs should have the right skills, there should be staff exchange programs, there

should be RI capacity-building collaborations with industry, and the scientists must be credited and recognised; and 5. Think small!

4. What are the roles and responsibilities of the Research Infrastructure industrial contact point? **Topic Moderator: Ed Mitchell, Head of Business Development and Staff Scientist, ESRF**

   KEY TAKEAWAYS: 1. It's all about the people, that means personality is as important as qualifications and training, ICO work is cross-sectoral cross-cultural, and includes both scientific and business skills; 2. "Get the ball rolling, that there is a culture gap between industry and RIs, and the ICO should be the driver and involved early, and work directly and through "Ambassadors" in RTOs, intermediaries, industry associations, academia, etc.,; and 3. Make more use of the innovation eco-system. Also, there are some common tools that could lead to a possible technology transfer.

5. What are the needs concerning training and education for industry relations? Topic Moderator: **Javier Echavarri Delmas, Spanish Industrial Liaison Officer for ESO and SKA, CDTI**

   KEY TAKEAWAYS: 1. There should be a balance between ILOs and ICOs; 2. The main ESFRI categories are Physical Sciences and Engineering and Health & Food; 3. The main misunderstandings are: different expectations, different communication infrastructures and ways of communicating, Different legal issues, and there's a lack of skills within the RIs to engage with industry; 4. SME frustrations include finding it difficult to find opportunities and funding for collaboration projects, and 5. Non-technical soft skills are rated as more important than technical expertise.

   WHAT CAN ENRIITC deliver? 1. A platform for cross-sectoral contacts, 2. Success stories as valuable tools, 3. An exchange of best practices, 4. Specialized training in industrial collaboration, 5. Design mentoring/exchange programs, 6. Provide training to academics for collaboration, and 7. Provide a network of experts for training.

6. What are the most important channels and collaborators (e.g. technology parks, mediators, embassies) and how do you use them to engage with industry? **Topic Moderator: Sylwia Wójtowicz, ILO CERN, Director of Commercialization and Development of WTP**

   KEY TAKEAWAYS: 1. Trust is listed as a key element in making contacts and in effective collaboration, 2. There is a need to strengthen the functioning or intermediary platforms, 3. There should be a dedicated team for collaborations, 4. Normalisation of procedures between different organisations, 5. We should establish long-term R&D programmes for collaboration, and 6. There should be more events like BSBF.

Nikolaj Zangenberg then outlined the next steps, including: the establishment of Focus Groups in January 2021 in the first meetings. He then outlined the role and composition of the 3 Focus Groups which will explore: 1. How can ILO/ICOs interact? 2. Determine the role of RIs in the innovation landscape, and 3. Develop outreach strategies for RIs.

It's clear that there is overall consensus about the importance of contact persons in RIs and industry, and that a set of common expectations and goals, and finding dedicated and sustainable funding sources are important to everyone. This is extremely valuable information that gives us a starting point for moving forward.