

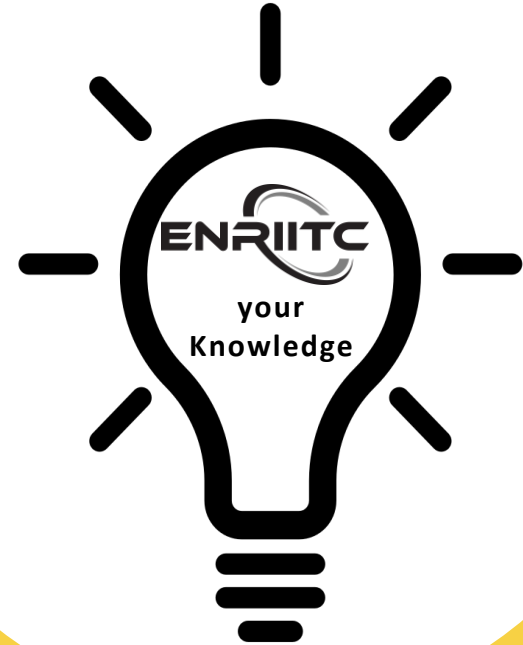
 **Welcome to the second webinar of ENRIITC your Knowledge series!**

 **Please use the chat box to type your questions during the presentations.**

 **After all the presentations, the questions will be addressed in a Q&A session.**

Let's start!



Webinar #2


The basics of physical brokerage events for first-time organisers

Thursday 10 June, 15:00 – 16:30 CEST

Speakers

 **Speaker 1 : Jorge López Reig, CDTI**
ILO for ICTS and BSBF 2022 coordinator at CDTI

 **Speaker 2 : Nikolaj Zangenberg, Danish Technological Institute**
Director at Danish Technological Institute

 **Speaker 3 : Caroline Boudou, ILL**
Industry contact officer at ILL

 **Speaker 4 : Claudia Pfander, EURO-BIOIMAGING**
Euro-BioImaging Industry Board

 **Speaker 5 : Ed Mitchell, ESRF**
Head of Business Development Office at ESRF

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Housekeeping



**Please note that this session is being recorded.
By remaining in the meeting, you are consenting to it being recorded.**



Please, disable your camera during presentations. Speakers only are invited to turn on their video during their presentation. Activate your camera during Q&A and exchange of experience sessions.



Please, mute your microphone and use the chat box during presentations. Unmute your microphone for questions and comments during Q&A and exchange of experience sessions.

Introduction

What to expect in this series?

- The **ENRIITC project** aims to build a **permanent pan-European network of Industrial Liaison and Contact Officers (ILOs and ICOs)** and **enable industry to become a full partner of research infrastructures** whether it is as a user, a supplier, or a co-creator
- **ENRIITC your Knowledge** is a series of online training and organisational webinars targeted to experts involved in setting up **collaborations between Research Infrastructures and Industry**, such as **Industrial Liaison Officers (ILO) and Industry Contact Officers (ICO)**.
- The overall aim of this webinar series is to **share knowledge, expertise, skills and best practices amongst ILOs and ICOs**
- ENRIITC project is led by the **European Spallation Source** with **five RIs and five ILO organisations** in the consortium.



Introduction

Scope of the webinar

This 2nd ENRIITC your Knowledge webinar, will be exploring the basics of physical brokerage events for first-time organisers

- *Physical events bring together key representatives from research infrastructures and industry, but they **can be quite challenging to organise.***
- *ILOs and ICOs setting up these events must plan them seamlessly to ensure that representatives from both **industry and research infrastructures make the most out of their participation.***
- *In this webinar **experienced ILOs and ICOs** from the ENRIITC project will lay out the **key aspects, tools and processes to be considered** when organising these physical events whose scope can vary between large face to face brokerage events and more thematic workshops, allowing less experienced ILOs and ICOs **to learn about** the key elements **to ensure interaction** between industry and research infrastructures.*



Introduction

Our invited speakers

Jorge López Reig – Spanish ILO for ICTS and BSBF 2022 coordinator at CDTI

Key aspects to the organisation of Big Science Business Forum 2022 as an example of a large-scale, face to face brokerage event



Jorge is MSc in Aeronautical Engineering and Specialist in Space Vehicles Technologies.

Since 2014 affiliated to CDTI E.P.E., the Spanish innovation agency belonging to the Ministry of Science and Innovation whose main mission is to promote and support industrial R&D. Current position in CDTI is ILO for national ICTS and coordinator officer for the BSBF 2022.



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**BSBF
2022**

Introduction

Our invited speakers

Nikolaj Zangenberg, Director at Danish Technological Institute

Lessons learned during the organisation of BSBF2018 and other industry as a supplier events



Nikolaj is or has been ILO for CERN, ESRF, ILL and European-XFEL and is also co-founder of the Danish ILO initiative, BigScience.dk, that manages a network of 300 Danish suppliers to the Big Science market. Before joining DTI and BigScience.dk, he worked with R&D in the accelerator industry.



**TEKNOLOGISK
INSTITUT**

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Introduction

Our invited speakers

Caroline Boudou - Industry contact officer at ILL

The basics to setting up a brokerage event for industry as a user of a research infrastructure



Caroline joined the Laue-Langevin Institute (ILL) in 2016 as Industry contact officer. She is in charge of customer management, development of collaborations with Industry, and outreach about neutron characterisation techniques. She studied applied Physics and spent her PhD time at ESRF. She worked for seven years in large and small companies managing upstream studies programs and customer projects, in the field of x-ray detectors.



Introduction

Our invited speakers

Dr. Claudia Pfander - Euro-BioImaging Industry Board

Technical workshops: building business relationships through shared interests



Claudia Pfander recently joined Euro-BioImaging ERIC as the Coordinator of its Industry Board, uniting both ILO and ICO roles. Her work focusses on generating networking opportunities between manufacturers, imaging facilities and commercial users. Claudia has previously worked as a funding and innovation consultant specialized on public-private partnerships between Life Science institutions and the pharmaceutical industry, helping define the scope of pre-competitive collaboration and facilitating contract negotiations.



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ENRIITC Announcement!



Ed Mitchell, Head of Business Development Office at ESRF

Call for organisation of brokerage events by ENRIITC associate members



***Ed Mitchell** is the Head of Business Development at ESRF and he is responsible for the commercial and industrial programmes, with over 20 years' experience in protein crystallography and using synchrotron radiation.*

He has worked in a variety of roles at the ESRF, including project manager for the Partnership for Structural Biology and for the preparation of the ESRF Upgrade Programme, and has led the construction of three synchrotron X-ray stations.



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Discussion / Group work



Topics of discussion



- *Main differences between large physical/international and small/local events*
- *How to motivate industry to participate in a brokerage event?*
- *How to involve at the right level (VIP/technology) research infrastructures in a brokerage event?*
- *Industry should prepare its participation in the brokerage event in advance*
- *What should be the role of ILOs and ICOs setting up these events, facilitating productive meetings between industry and research infrastructures?*
- *Key aspects, tools and processes to be considered when organising effective physical events*
- *Tips and lessons learned from past brokerage event and thematic workshops between industry and research infrastructures.*
- *How to measure the success of a physical brokerage event?*

 **Questions?**
jorge.lopez@cdti.es

 **Next webinar?**
Friday 18 June, 10:00 -12:00 CEST
*“Industrial impact in Big Science market
after one year of COVID pandemic”*

Thank you !

