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Key topics and tips organising online webinars with B2Bs at BSBF and CDTI

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Content

- CDTI – Online webinars as ILO for BSOs and BSBF
- Three online webinar formats
- Key topics for online webinars

CDTI - ILO Network in Spain

- In Spain, the three ILOs are employed by CDTI, E.P.E.
- CDTI: Spanish innovation agency
- CDTI mission: to improve the technological level of the Spanish companies by means of implementing the following activities:
 - Financial support with soft loans, grants and tax-exemption official certificates to industrial R&D projects.
 - Management and fosterage of Spanish participation in international R&D and innovation programmes: Horizon Europe, Eureka, Eurostars, etc.
 - Promotion of international business technology transfer and support services for technological innovation.
 - Support of tech startups and growth
 - Industrial return from scientific research infrastructures and ESA

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CDTI - ILO Responsibilities in Spain

ILO ↔ RI

- Official contact point for all industrial matters
- Participation in ILO meetings and in Finance Committees
- Information source for national industrial capabilities
- Collaboration agreements (eg. magnets with CERN and CIEMAT)

ILO ↔ Industry

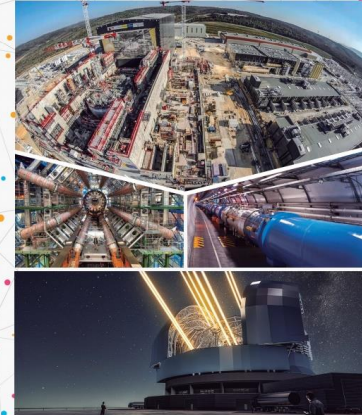
- Distribution of opportunities, tenders, long term strategies
- Support in tender preparation, partner search
- Organisation of industrial days and visits to RIs
- Support in R&D project application to CDTI
- Monitoring of spanish contracts and support when dealing with RIs. Monitoring of georeturn
- Catalogue of industrial capabilities as a supplier of Big Science organisations

ILO ↔ Ministry

- Expertise and support in all industrial matters
- Definition of in-kind contributions
- Support to RI candidacies, análisis and enhancement of industrial capabilities

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Big Science
Business
Forum
2022



**SPANISH CAPACITIES
IN LARGE SCIENTIFIC FACILITIES**



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Webinar Formats - BSBF2022

Big Science Business Forum 2022

**Save
The
Date!**

www.bsbf2022.org

#BSBF2022 #BigScienceBusinessForum



bsbf2022



Big Science Business Forum 2022



EMBL



BIG SCIENCE BUSINESS FORUM

GRANADA (SPAIN), 4-7 OCT 2022

BSBF Webinars

- Objective: keep the momentum, the interest and the BSBF alive
- Online BSBF Webinars up to the BSBF2022 on topics related to the Big Science market, the European Research Infrastructures (RI), and the BSBF2022 itself
- Full info, video records, presentations and agendas at: bsbf2020.org/Webinars
- BSBF Webinar Program:
 - 1st BSBF Webinar, date: 23 June 2020, title: "COVID-19: Impact and measures on the Big Science market"
 - 2nd BSBF Webinar, date: 8-9 October 2020, title: "Big Science Organisations Strategic Plans, 2020-21 Procurements and Flagship Projects"
 - 3rd BSBF Webinar, date: 18 February 2021, title: "Big Science Technology Transfer between Research Infrastructures and Industry: The BSBF Technology Transfer Track"
 - 4th-5th-6th BSBF Webinars, date October-November-December 2021. Strategic vision, roadmaps and R&D programmes from Big Science Organisations in three thematic: Particle Science and Accelerators; Astronomy and Space; and Fusion and Energy.
 - 7th BSBF Webinar, date (TBD) April 2022. BSBF2022 Promotion and program in detail

Webinar Formats - ILO Webinars with Big Science Organisations and Industry

- How to do business with Big Science Organisations and procurement rules
- Online procurement and web
- Strategic plans and new projects
- Procurement opportunities
- Technology transfer



They want to meet BSOs online

*B2Bs are essential
for confidentiality ...*

Big Science Industry



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Webinar Formats - ENRIITC Focus Groups Workshops



- ENRIITC Focus Groups Workshops to provide advice to ILOs and ICOs by developing strategies for innovation, training, and outreach and formulating policy recommendations to encourage efficient interactions between ILOs/ICOs and industry.
- Working groups (online) need interaction and team work to discuss
- Efficient moderators and IT tools to motivate participation are essential

Focus Group #1: What can ILOs and ICOs interact, learn from and collaborate with each other?

Participants: ILOs and ICOs

Topics (under development): Transverse activity, should also include discussions of way forward.

Focus Group #2: Research Infrastructures in the innovation landscape/ecosystem

Participants: Government reps, research organisations, industry associations

Topics: What are the relevant stakeholders in the RI innovation ecosystem? What is the role and boundaries of an RI?

Focus Group #3: Outreach strategies for Research Infrastructures

Participants: RI communications responsible, RI EU-grant responsible

Topics: Transverse activity dealing with 1) impact of communication of strategies and outcomes of ENRIITC project, 2) engagement with national/EU policy stakeholders. Link between RIs and the mission-oriented structure of EU's innovation efforts, including EU funding mechanisms and ambitions.

Focus Group #4: Industry access/usage of Research Infrastructures and the role as Industry Contact Officer role

Participants:

- ICOs employed by RIs
- Companies using RIs
- Cluster organisations
- Other stakeholders

Topics (to be developed):

- How to collaborate despite the culture differences between the science world and the business world.
- Recommendations for KPI for RI-industry relations.
- Training of ICOs.
- Communication and outreach.

Focus Group #5: Industry suppliers to Research Infrastructures and the role as Industrial Liaisons Officer

Participants:

- ILOs/PERIIA
- Supplier companies
- RI-procurement officers
- Other stakeholders

Topics (to be developed):

- Pan-European partnering between companies on the Big Science market.
- The role of the ILO in facilitating technology transfer.
- Bringing down entry barriers for SME on the Big Science market.
- KPIs for RI-industry relations.
- Training of ILOs.
- Communication and outreach.

Focus Group #6 (closed): Innovation Advisory Board

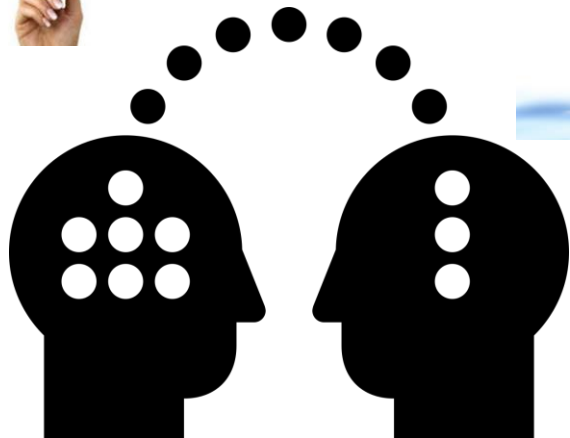
Participants:
ENRIITC Innovation Advisory Board
(invitation only)

Topics:

- Review of project progress.
- Recommendations for Key Performance Indicators for RI-industry relations.

Key Topics Organising Online Webinars

B2B online meetings to exploit interaction



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Key Topics Organising Online Webinars

Efficient moderators and IT tools to motivate participation are essential



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Key Topics Organising Online Webinars

Active communication and promotion



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+info sobre programas y ayudas CDTI
para
proyectos de I+D empresarial e innovación



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