

SOLVAY

From blue skies to pots of gold at the end of the rainbow

Successful Collaborations between Research & Industry

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Brussels, Nov. 3rd, 2009





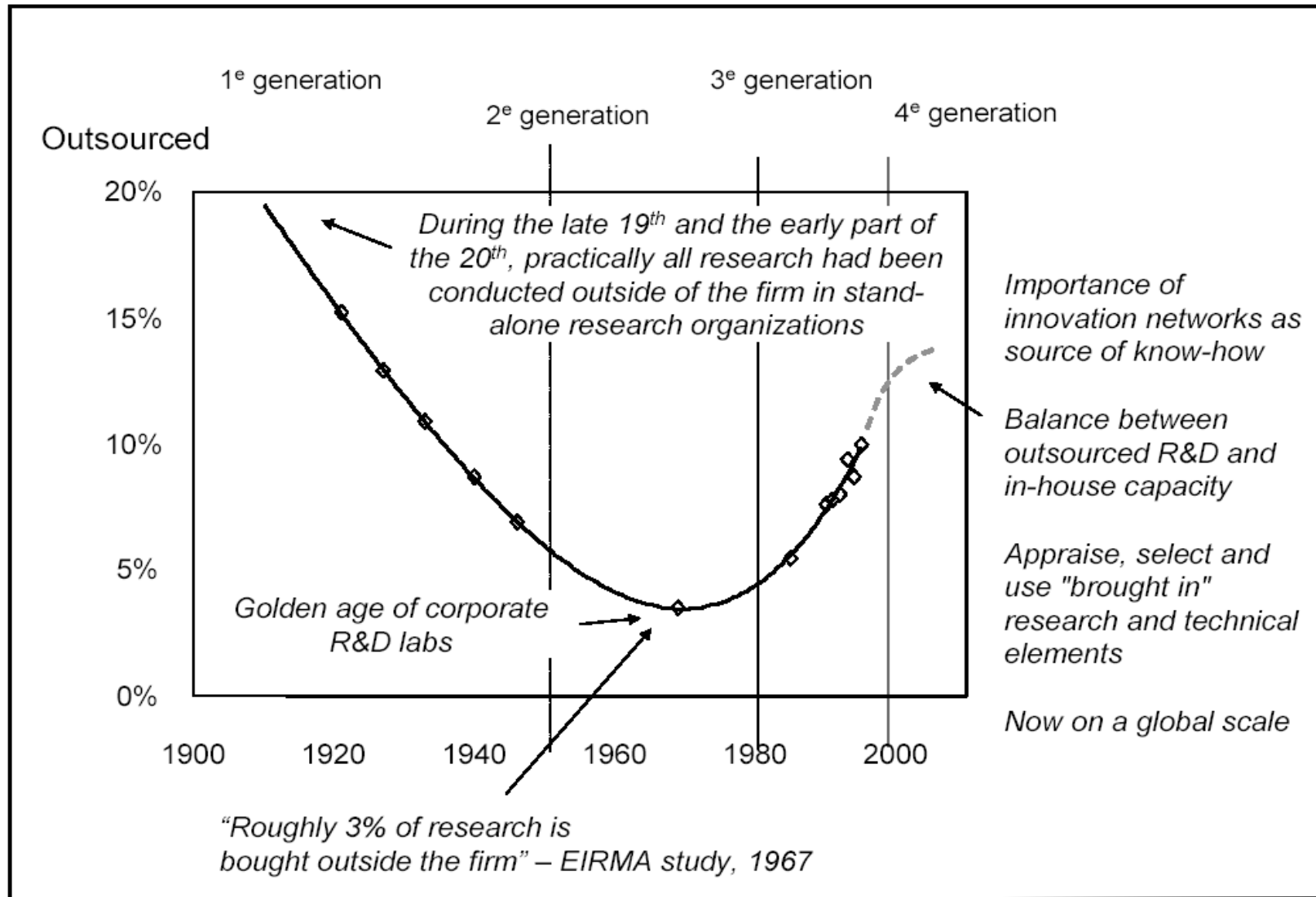
Responsible Partnering

Joining Forces in a World of Open Innovation

A Guide to Better Practices for Collaborative Research
and Knowledge Transfer between Science and Industry

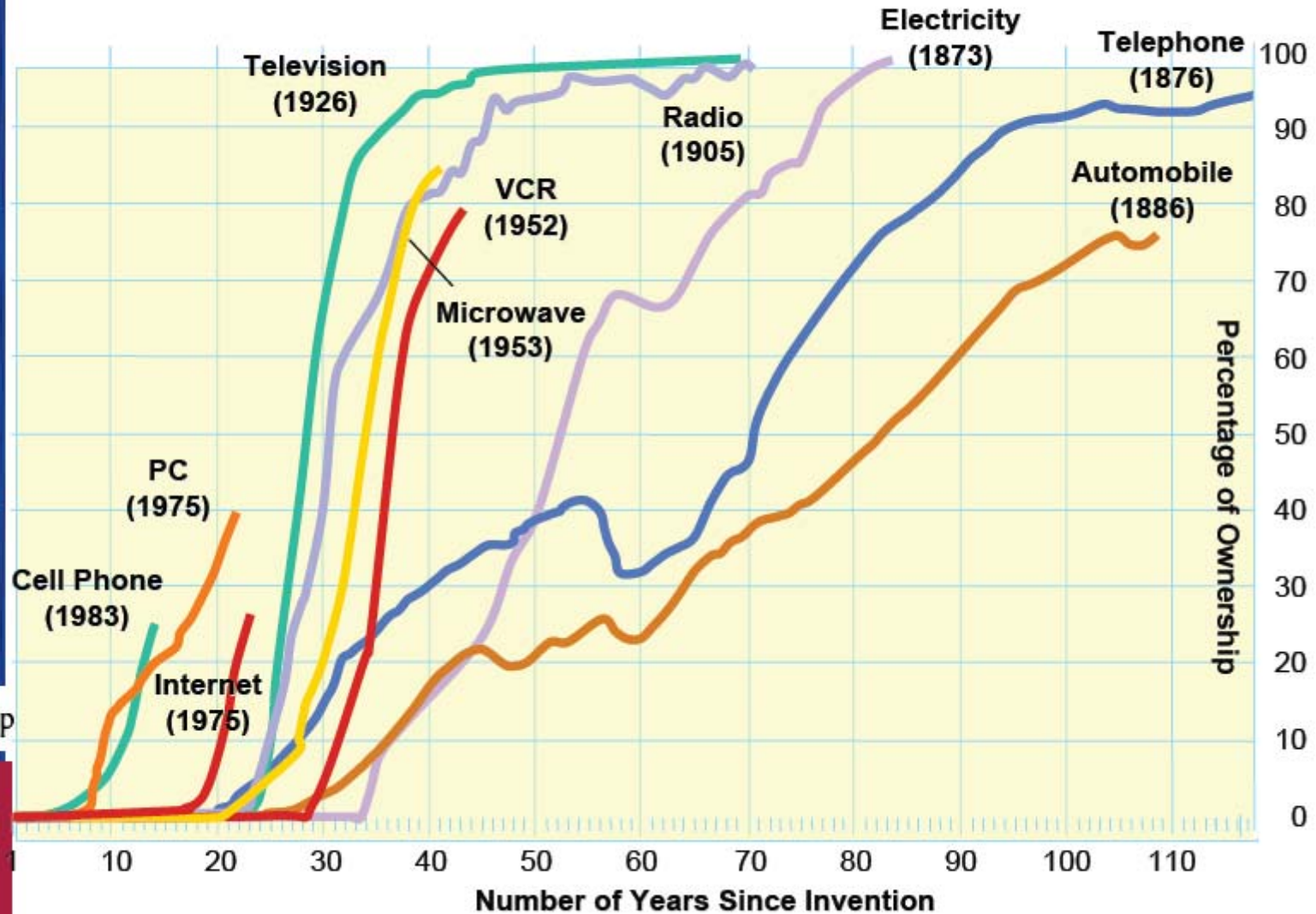
version 1.0, January 2005

Changing Patterns of R&D Outsourcing



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Technology Rate of Adoption



Financial over-valuation of start-ups & soft assets

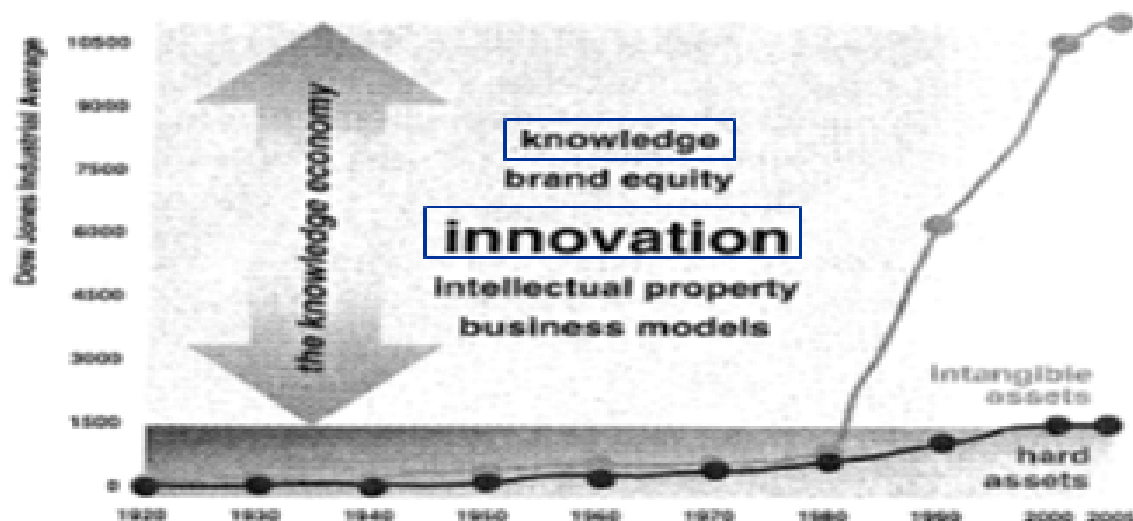
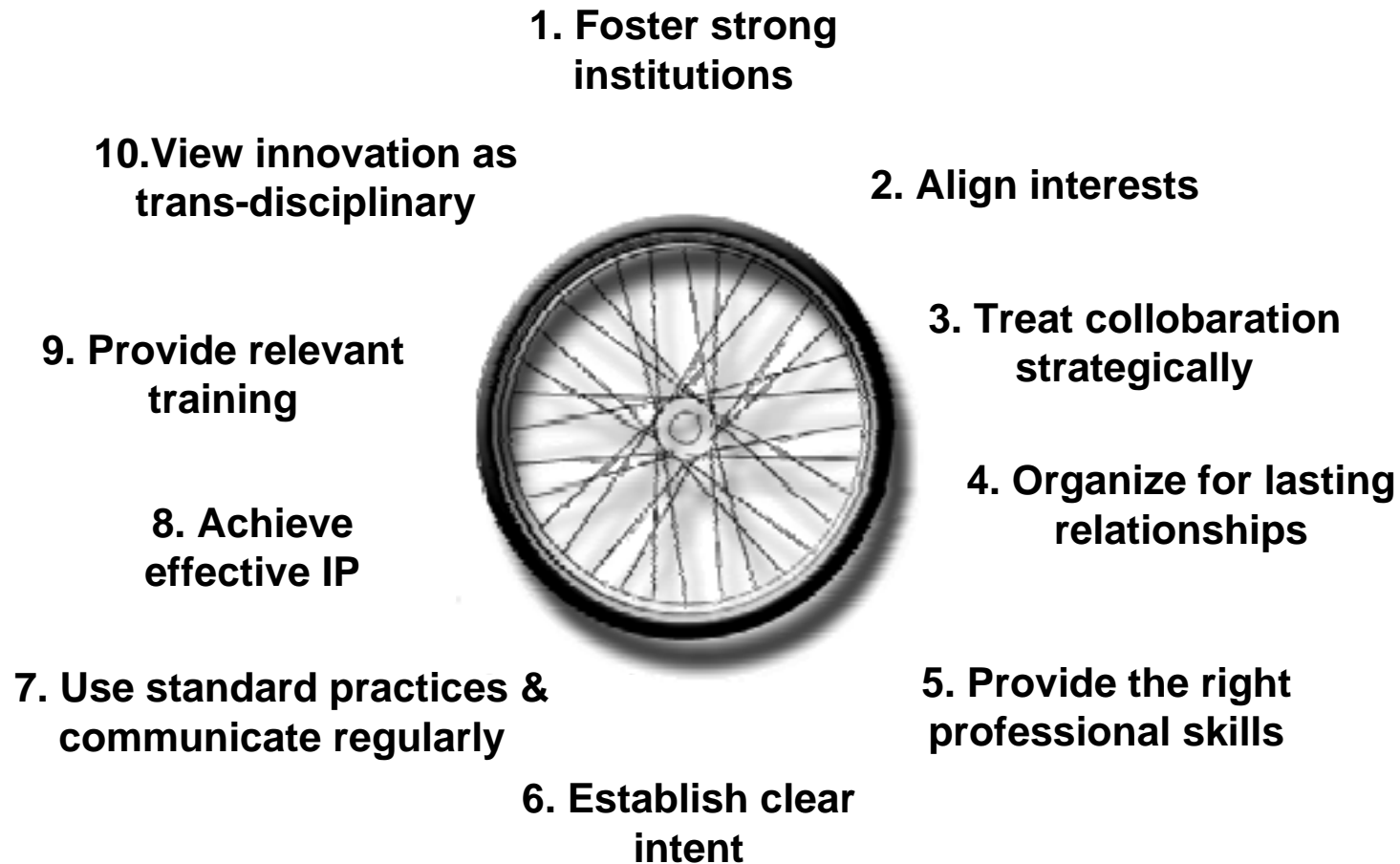


Figure 4.
The Knowledge Economy, 1920 - 2005
Beginning in 1980, investors recognized knowledge assets as much more important than hard assets.

- ◆ **The end of knowledge monopoly (US trends) :**
 - **Patents held by individuals and small firms grew from 5 to 20% (1970-1992)**
 - **Over 50% of 1999 research was made in companies smaller than 25 000 people (30% in 1981)**
 - **45% of patents held by non US companies in 1999**

◆ **US R&D spendings in 1998**
193 bn USD

- **Government funded 30%**
- **Industry 66%**
- **Universities 2%**
- **Other (non profit) 2%**



www.responsible-partnering.org

**10 (obvious ?) guidelines
“for open innovation partnership”... but...**

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Build the base professionally...

- ◆ Objective
- ◆ Scope
- ◆ Resources
- ◆ Funding
- ◆ Governance
- ◆ Reporting
- ◆ Publication/Confidentiality
- ◆ Access to background IP
- ◆ Ownership of foreground IP
- ◆ Patent policy
- ◆ Compensation
- ◆ Diligence

Without losing the purpose of long term partnership

◆ **Take care of the details... where the devil sits...**

- ... « **fair compensation** »
- ... « **best effort** »
- ... « **good faith** »
- ... « **reasonable terms** »

... Build trust

Who to partner with ?

...Identifying the right one...

- ◆ Networks
- ◆ Publications
- ◆ Patents
- ◆ Conferences/Seminars
- ◆ EU - frame work programs
- ◆ ...

Connecting the right expertises and the right people

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Where to partner ?

Europe ? USA ? Asia ?

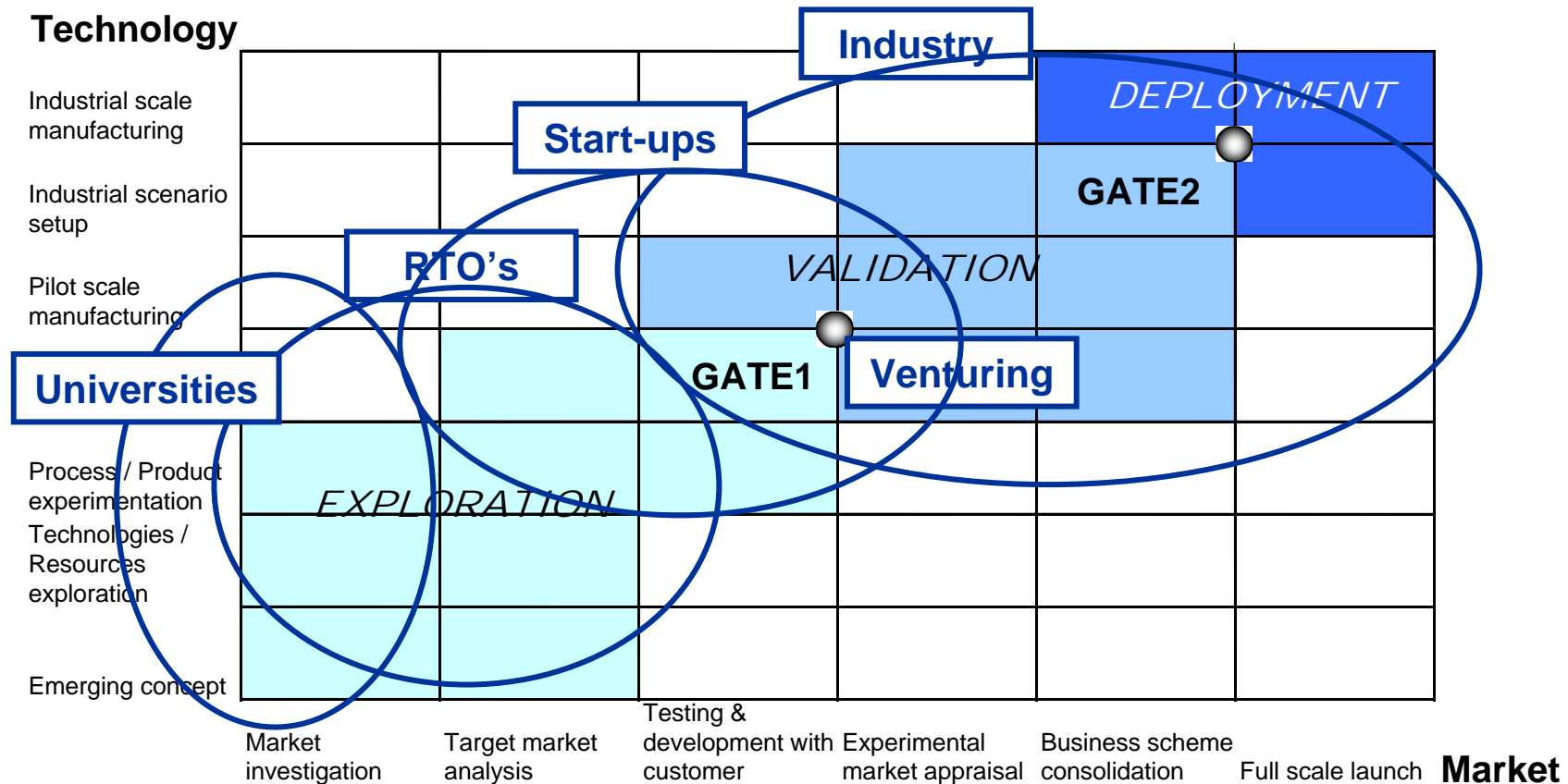
- ◆ Industry has to follow it's markets... universities and RTO's have to extend their networks either...
- ◆ Cultural mismatch must be offset to succeed... it needs time...
- ◆ Industry don't focus (only) on cost for mid-long term R&D

Universities, RTO's and industry must grow together globally

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RTO's & INDUSTRY AREAS OF EXCELLENCE

Complementary skills to be connected...



Industry & RTO's... must grow together 10 (better 5 !) years ahead !

Universities & RTO's...

- ◆ WW Networks of excellence...
- ◆ Creating small businesses...
- ◆ Trading knowledge...

Industry

- ◆ Addressing global markets needs
- ◆ Growing businesses
- ◆ Trading IP

... With strong Science, strong Industry, strong Institutions we can do it... if well connected

Thank you !



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