



ALBA: Industry Office

- Mission/expectations: To promote and to make available to the Industry all the potential of the Synchrotron Light applications and developments
- Scale/size: 3 persons partial time (0.7 FTE approximately). One full time person expected in 2014.
- Approx. annual income generated: Few k€ (2013 is the first year in Operations).
- Number of unique clients: 5 customers in BL and 2 costumers in other laboratories. More contacts established with other customers interested in using BLs.
- Other KPI:
 - Percentage of the BL time used for industry
 - Patents
 - Prototype developments
 - Technologies transferred to industries for commercialization



Where are the bottlenecks? If any...

- A more complete service should be provided to attract Industrial customers, e.g. data analysis
- To make more appealing to the BL Scientists to perform Industrial measurements
- A faster respond time to customer requests
- To devote more efforts to promotion activities



Looking to the Future

- To seek for long term industrial collaborations
 - Identifying applications and areas of collaboration
 - Proposing new BL techniques focused on Industry
 - Looking for industrial funding
- To support prototyping and licensing of in-house innovative developments
- To support and to foster potential spin-offs companies
- The Joint European actions are very helpful to share experiences in order to improve the quality and efficiency of the Industrial Office service.