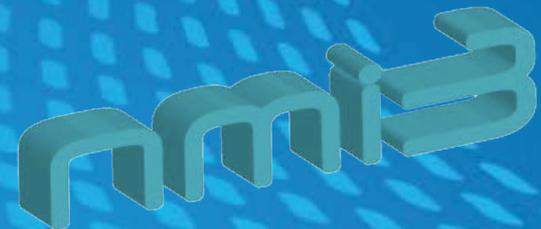


Industry Service at GEMS

IAB & Industry Offices Network Event 3 & 4 December, Frankfurt

Marc Thiry – Industrial Liaison Officer



Mission/expectations: Increase knowledge about GEMS services among industrial researchers.
Establish a pool of regular customers.

Scale/size: ILO, Beam line scientists

Approx. annual income generated: ~ 100.000 € p.a.

Number of unique clients: 4 paying, 8 via **Science Link** (2012/13)

E.g. Volkswagen AG, returned for 2 regular measurements after participating in Science Link.



- Knowledge about synchrotron or neutron based methods is very low in industry
- People are reluctant because they consider it
 - too expensive
 - too complex
 - too complicated to access
 - => just not worth the effort
- Necessity of increasing number of industrial users has to be communicated to the scientific staff (internal challenge)

What are the future perspectives for your industry office?

Trends?

- Many potential customers exist, although they do not know it yet
- More on-the-road activities to increase awareness

Change in mission?

- Rather change in strategy (see above)

Where could joint European actions help?

- Science Link has shown, that a multinational network significantly increases the efficiency of approaching industry