



LLB: Industry Office

- 2 industry offices in LLB-Orphée : one in LLB, one in DEN
(Not in the main mission of the LLB)
- Mission at the LLB : Organize interface with industrial users
 - Answer questions of industrial users and give them advices
 - Help scientist in the administration of contracts with industry
 - Improve the link with industry (formation, lectures, contacts, ...)
- Expectations : be able to answer correctly to industrial request
- Scale : 0.3 persons (on a total of 100 permanent at the LLB)
- Approx. annual income generated : ~ 150k€
- Number of unique clients (usual ?) : ~ 10



Bottlenecks?

- Challenges : keep contact with the right person of the potential industrial users and convince them that we can help them
- Bottlenecks : understand the problems of the companies (difficult dialog) and provide them with an appropriate answer



Looking to the Future

- Future perspectives : No major evolution foreseen
- Trends: propose to companies personalized information sessions focused on their needs
- Change in mission? Still not in the missions of the LLB
- Where could joint European actions help : set an office to organize bridges between facilities and local or national industry chambers