



Industrial Relations & Business Development Office

- Missions:
 1. Improve the use by industry of equipments & skills of SOLEIL
 2. Catalyze the business development of european firms of the scientific instrumentation sector, by scientific or technological partnerships (“upstream”) and/or by knowledge transfers (“downstream”)
- Staff: 1 employee until 09/2012, 3 since 01/2013
- Annual income generated by industrial activities: < 1 M€
- Number of unique clients: < 100
- Other KPIs from the start of operating (01/2008): in annual average, a dozen of technological development projects, 1 invention, 2 patent applications, 1 Knowledge Transfer to a SME, 1 framework agreement for the use of BLs with a major company...



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- Main current challenges of our mission:
 - The size of the “industry office” is clearly undersized compared to business development (increase of the industrial use of BLS > 60%/year from 2011)
 - Perception of time: the “scientific time” is slower than the “industrial time”
- Typical problems:
 - Psychological brakes expressed by SMEs: “ the large infrastructures are too scientific, too complicated, too expensive, too heavy... »
 - Large companies have already numerous analytical equipments and technics, scientific staff and R&D subcontractors or partners => difficulty of understanding what are the competitive advantages offered by large infrastructures to new users, when they have no critical analytical problems



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Looking to the future:

- Future perspectives for our “industry office”: a positioning in agreement with new european and french industrial priorities
- Trends: integration in the Paris-Saclay University, in order to increase the efficiency and the visibility (local network effect)
- No specific change in missions
- Where could joint European actions help?
 - Communication dedicated to industrial activities of large infrastructures ?
 - Market studies to enhance the position of large infrastructures in european industrial priorities (H2020, KETs, FETs...) ?