

<b>Project full title</b>	<b>The European Robotics Research Infrastructure Network</b>
<b>Project Acronym</b>	<b>TERRINet</b>
<b>Grant Agreement number</b>	<b>730994</b>

<b>Deliverable no.</b>	D4.3
<b>Title:</b>	First assessment of the TTC initiatives
<b>Contractual Date of Delivery</b>	Project Month 24- November 2019
<b>Actual Date of Delivery</b>	December 2019
<b>Organisation Short Name of Milestone Leading Partner</b>	EPFL
<b>Organisation Short Name of Other Participants</b>	
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<b>Version</b>	
<b>WPs contributing to this deliverable</b>	WP4
<b>Dissemination Level (*)</b>	PU
<b>Total number of pages (including cover page)</b>	5

**(\*) Dissemination Level**

- PU** Public
- PP** Restricted to other program participants (including the Commission Services)
- RE** Restricted to a group specified by the consortium (including the Commission Services)
- CO** Confidential, only for members of the consortium (including the Commission Services)

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## List of acronyms

TTTC	TERRINet Technology Transfer Committee
TTO	Technology Transfer Office
IP	Intellectual Property
NDA	Non-Disclosure Agreement
SME	Small and medium-sized enterprises

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## Executive Summary

This deliverable provides a self-assessment of the different initiatives launched within WP4 (Reinforce partnership with industry to foster innovation), as well as suggestions for improvement. WP4 has been launched at M1, and its activities are managed by a TERRINet Technology Transfer Committee (TTTC) that has been created in the first three months, see Deliverable 4.1 (M3), and whose regulations have been defined in Deliverable 4.2 (M6). In this document, we assess our activities in the three tasks of WP4, namely 4.1 Fostering the potential for innovation and technology transfer, 4.2 Enhancing the use of research infrastructures by industrial researchers, and 4.3 Promoting and improving interactions and communication to engage the support of a large number of external stakeholders.

### Task 4.1: Fostering the potential for innovation and technology transfer.

As decided in D4.1, the goal of WP4 is to work closely with innovation and technology transfer centers in each partner's institutions. The consensus is to not re-invent the wheel as much as possible and redirect the researchers to the current existing initiatives. The TTTC has therefore collected valuable information from each project partner institution. The collected information from each project partner is divided into four categories:

- Category 1. All the activities related to assistance for startup creation that is already available and established at the partner institution. Activities include, but not limited to, coaching possibilities, review application for spinoffs, and startup grant opportunities.
- Category 2. All the activities related to preparation, advice, and submission of patents. TTTC will direct the interested researchers in IP protection to specialized organizations at institution or national level.
- Category 3. All the local and international events that the project partner is planning to attend. This include local events, workshops, or talks that can be leveraged to promote TERRINet and more importantly to foster innovation and engage with industry. The most important international events are summarized in the last section of this document "**Error! Reference source not found.**". Future events will be added to the TERRINet website as soon as they are confirmed.
- Category 4. All the activities related to industrial outreach. For example, through current initiatives such as Technology Transfer Office (TTO) available at each project partner institution.

This information is now available on the TERRINet portal under "Industries" subpage. It's categorized by the institutions to localize the resources geographically and simplify the access. Each institution subpage has a contact information of the corresponding TTTC member for eventual enquiries.

The possible suggestion of improvement on this task would be including the mention about such information in all TERRINet dissemination materials, and to monitor how many times the provide links are accessed through the TERRINet Industry web page.

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## Task 4.2: Enhancing the use of research infrastructures by industrial researchers.

During the establishment of the regulations for the access of industrial partners to the TERRINet facilities two options were provided:

1. Standard – No access fees, no financial support for travel/accommodation.
2. Optional – No access fees, financial support for travel/accommodation provided by the project.

In the view of low number of industrial applications submitted during the first call (see below), the committee decided to grant all accepted users the financial support for travel/accommodation (Option 2).

During the first call, 2 industrial users applied, and the outcome of the evaluation led to 1 granted and 1 rejected application. The selected proposal was carried out by a team of 2 people.

During the second call, again, 2 industrial users applied, and the outcome of the evaluation led to 1 granted and 1 rejected application. The applicant of the rejected proposal is in contact with TERRINet partners to figure out how to improve the proposal and submit it to the Call #3.

These numbers are below our expectations, and we will do our best to get more applications for the next calls, see the suggestions of improvement below.

## Task 4.3: Promoting and improving interactions and communication to engage the support of a large number of external stakeholders.

The TTTC contacted a number of Switzerland based start-up incubators to make them aware of such a useful tool for the emerging companies and SMEs.

- Swiss Startup Factory
- EPFL Innovation Park
- Y-START Incubateur

As a future measure of improving the visibility of TERRINet among startups we are urging all the TTTC members from other partner institutions to do the same at their locations.

The TTTC established links to the following Digital Innovation Hubs, to share TERRINet information with their audience (using their mailing lists and printed promotional materials during the events):

- the European Digital Innovation Hub on Healthcare Robotics (DIH-HERO) coordinated by Stefano Stramigioli and Iddo Bante (TTTC member) from University of Twente,
- European digital innovation hub on Robotics for Inspection and Maintenance (DIH-RIMA) coordinated by Christophe Leroux (TTTC member) from CEA.

These are influential existing instruments to reach local researchers, startups and SMEs.

TERRINet was presented during the important robotic conferences and events, but also, more importantly for this work package, during the key industrial fairs:

- TERRINet was present at European Robotics Forum 2018 in two sessions:
    - H2020 new Robotics projects: To officially present the TERRINet Project to the EURobotics community.
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- EU Projects offering services to the Robotics community
- TERRINet was present at ERF 2019 with a dedicated booth hosted by Rossella Raso (SSSA) and Tina Starsgard (University of Ljubljana)
- During IROS 2018, TERRINet participated in a session organized by Cécile Huet, promoting EU project services
- TERRINet, through EPFL, was present at Swiss Robotics Industry Day, Nov 2018, Lausanne
- TERRINet, through University of Twente, was present at Entrepreneurial Day, June 2018, Twente
- TERRINet was present at Hannover Messe, April 2018, through joint booths with Dutch booth, University of Twente, and Swiss innovation booth, NCCR Robotics
- TERRINet, through KIT, was present at Automatica and CeBIT, in June 2018
- TERRINet was present at Hannover Messe, 2019, through the EPFL representative (Behzad Bayat, former TTTC member)
- TERRINet was promoted at the AMAM conference in August 2019, Lausanne.

## Suggestions of improvements

TERRINet project has unfortunately had a very low number of applications from industrial users in the first two calls. To improve this situation additional promoting activities and dissemination measures should be implemented. Based on the discussions during the last TTTC group call and also following the discussions at the TERRINet Unifying event (Toulouse, 2-4 Dec 2019) the following activities were suggested:

- TTTC members contact all local startup incubators and similar infrastructures to broaden the outreach to startups and small SMEs – the main potential beneficiaries of TERRINet
- The current application form is mainly oriented to academic users. Offering a different form, optimized for industrial users, might increase the attractiveness of the project and number of applications
- Include in all TERRINet dissemination materials the mention of the “Industries” subpage of the project portal that contains information about local technology transfer offices, patenting services, startup coaching etc.
- Produce a professional video to promote on the TERRINet webpage, local events, international exhibitions and also social networks and through personal contacts. This video will include professional footage of some TERRINet infrastructures, summarized key goals of TERRINet, and what it offers (at no cost) to researchers from industry and academia.
- Discuss with successful industrial applicants to collect their ideas on how to improve our offerings.
- Since industrial applicants, in particular small SMEs, tend to favor interactions with local universities, and are possibly less mobile than academic applicants, we would like to explore the option to remove the requirement of transnational access for industrial applicants (i.e. the fact that applicants cannot access TERRINet infrastructures in institutions of their own country). This will be investigated with the project officer.

The effect of these suggestions will be assessed in the Deliverable D4.4 Second assessment of TTTC initiatives (M48).

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