




Bridging the gap from Acamedia to business : how companies can help to bridge the gap ?

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Liege environment


- **Industrial city of 600.000 inhabitants**
- **University of Liege (1817)**
 - 22.000 students, 3500 scientists
 - University hospital with 4000 jobs
 - Total R&D budget : 245 M€ (35% BSc, 45 % Coll Rch, 20% direct contracts)
 - 1000 co-running projects
 - 4500 scientific publications a year, 20 patents a year
 - > 100 spin offs companies created (>500 M€ investment, >1700 direct employees)
 - Science park with 120 science based companies



Interface Entreprises-University : 3 missions

- Innovation & knowledge exchange boost**
 - Building bridges between Science and Industry to boost the ecosystem for innovation
- Innovation & knowledge transfer management**
 - Bringing innovative competencies and technologies to the market place
- Innovation & knowledge transfer strategy**
 - Contribute to innovation strategy

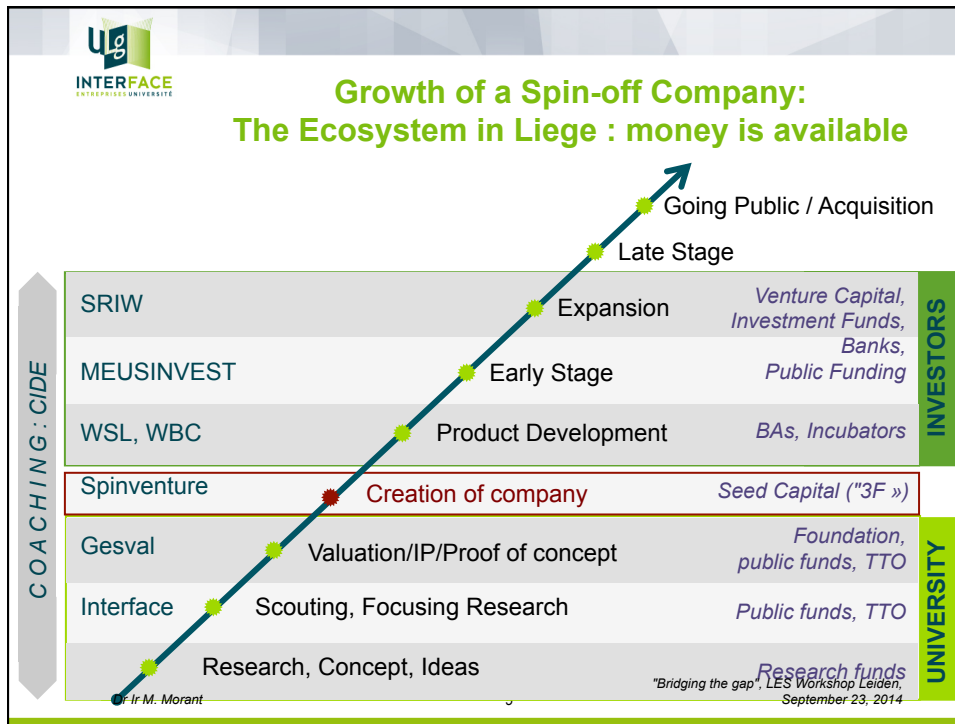
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Interface Entreprises-University

- Grounded in 1989 (with large companies) for boosting collaborative research with SME's
- 1998 : Gesval, the company for managing TT (4 M€ TO)
- 1999 : Spinventure, seed capital fund (20 M€ capacity)
- 2002 : start up accelerator WSL for engineering
- 2003 : CIDE, spin off for supporting start up creation and new businesses
- 2006 : start up accelerator WBC for Life Science
- 2007 : start of KT activities (technology skills improvement in companies)
- 2010 : internal POC fund
- 2011 : launch of « Liege Creative », a continuous Knowledge Exchange forum

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- INTERFACE**
UNIVERSITEIT LIÈGE
- ### What else than money to succeed ?
- **Entrepreneurs**
 - Co-entrepreneurs
 - Coaching
 - **Products**
 - Industrial experience
 - Testing facilities
 - **Sales**
 - Market approach
 - First references
 - Access to key people
 - **Management**
 - Relevant board of directors
 - Open pinded scientific committee
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What role for companies ?

- **Incubating phase**
 - Exchange of ideas (time), cross fertilisation
 - Experts (technology assessment, market assessment)
 - Maturation, pilot phase
 - Coaching
- **Creation**
 - Need of involvement, partnering more than money
 - Industrial view, Market view
 - Market references
 - Being an actor in collaborative research projects with universities and SMEs


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Liege Creative Permanent forum for new ideas


- **Liege creative is a permanent forum to rise new ideas by bringing together scientists from different disciplines, of any age, technicians or scientists from SME's, some artists, ...**
- **2 or 3 meetings a week, on all subject**
- **8 large or medium size companies are the main sponsors beside the University to make it possible**

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 **A support trough collaborative research : the MINT project**

- **MINT : Smart Maintenance in heavy process industry (Steel, papermills, chemistry)**
 - Lead Industries : CMI (equipment), ArcelorMittal (steel)
 - SME's : ASB (sensors), Indium (sensors), Synthesis Metal (process)
 - Spin-offs : V2i (vibrations), Pepite (data mining), Taipro (μ E)
 - Private research center : CRM
 - Academic laboratories : ULg (Microsys, Cedia, VIS, Hololab, ASMA), ULB (sensors), UMons (sensors)
- **15 partners in total during 4 years**
- **New outcomes and results :**
 - Know-how and patents for CMI and ULg
 - Efficiency for AM
 - New validated sensors for SME's
 - New lubrication device developed and produced by Taipro, for CMI


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 **Support trough a licence : TVT-O**


- POC made at the hospital (100 patients)
- Prototype developed with a local SME (Mediline)
- Licence to J&J, manufactured by Mediline
- > 1 million women operated with the TVT-O after 7 years




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 **Support by being a customer :**
Ampacimon : dynamic line rating

- **Internal POC for the first prototype : 80 k€ spent**
- **ELIA bought a pilot installation to carry on a field experience, before the launch of the company**
- **ELIA has bought the 3 first installations after company creation**




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 **Support by being a partner**
Symbiose Biomaterials

- **Biomimetism platform for developing new products based on patented technologies from academia**
- **AGC Glass, ArcelorMittal, Prayon, and some smaller companies have invested commonly in the platform for developing new products or new technologies for their own market (flat glass, steel plates, chemical materials)**
- **Investment for having direct access to the technology and bringing the industrial perspective in the project**
- **First right in their field on the results**
- **Common development programs on advanced products**

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Smartnodes Intelligent lighting of public area

- **Smart device to be plugged on public lighters, for setting up a wave of light in front and in the rear of a pedestrian, a cyclist, a car crossing a low traffic area (industry parks, ...)**
- **Making a live test in an actual park : a plus**
 - The local agency managing industry parks provides a zone for testing, and monitors the experimentation
 - The company installing lightning systems provides the technicians to install the device on all the lightning poles in the defined zone
 - The field test showed a 68% reduction of power consumption during the one month test.

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Many roles are possible

- **University can bring science , and possibly entrepreneurs**
- **KTOs can partly bridge the gap toward the market, by assessing teh potential, by leading the POC phase, by strenghtening the IP, by rising money**
- **Large companies can play an active role at each step of the spin off creation and growth process**
- **Time and expertise are usefull**
- **Being a reference and partnering can be a necessity**
- **Involvement in some projects provides a higher credibility**

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Thank you for your attention

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