

Deliverables

<i>Deliverable Number</i>	D4.5
<i>Deliverable Title</i>	2nd Collated reports on awareness and training events and on SME interactions and access
<i>Lead Beneficiary</i>	ESRF
<i>Type</i>	Report
<i>Dissemination Level</i>	Public
<i>Due date of delivery</i>	Month 54 – October 2021

This deliverable concerns the activities of Task 4.3 in work package 4 European Light Sources for Industrial Innovation plus (ELSIplus). Task 4.3 is concerned with initiating and nurturing local networks around the light sources with Regional stakeholders as advisors and multipliers to reach out to enterprises, especially SMEs, in the local innovation ecosystems. The vast majority of this effort is done via events and meetings with companies, stakeholders and multipliers in conferences, workshops (including training or marketing dressed as training), or via B2B brokerage and on-site at the light source, at an innovation campus or at the industrial company itself. In this context an important element is the focus on the regions around the light sources. The outreach actions towards enterprises supported by CALIPSOplus are intended to be in a form that fits the local cultures - which can vary considerably in business styles, scope and needs. Each light source is therefore managing its own regional outreach with a modest but dedicated budget.

In addition to the regional innovation systems, this task has also targeted higher-level industry, technology and political events where the combined effort of CALIPSOplus with other Horizon2020 integrating activities for research infrastructures (notably with SINE2020, NFFA, EUCALL and ACCELERATE) and several regional projects (IRT NanoElec, LINX and BalticTram) has provided resources for the “European Analytical Research Infrastructures Village” (EARIV). In the first half of the project, this visibility has focussed upon the European Union Presidency events concerning technology and innovation with the aim to highlight the role, opportunity and impact of the European analytical research infrastructures in supporting innovation in industry. This continues the partnership formed in the projects CALIPSO and NMI3 which were precursors to CALIPSOplus and SINE2020. With the emergence of the Analytical Research Infrastructures of Europe (ARIE) partners (which incorporates seven European-wide infrastructure networks), it is expected that the material produced for EARIV will migrate to the ARIE branding. ARIE includes the following networks:

- High magnetic field laboratories – European Magnetic Field Laboratory (EMFL, emfl.eu)
- Electron microscopes – e-DREAM (e-dream-eu.org)
- Proton beams – INSPIRE (protonsinspire.eu)
- Laser light sources – Laserlab-Europe (laserlab-europe.eu)

- Accelerator-based light sources – League of Accelerator-based Photon Sources (LEAPS, leaps-initiative.eu)
- Neutron sources – League of Advanced European Neutron Sources (LENS, lens-initiative.org)
- Ion beams – RADIATE (ionbeamcenters.eu)

At the moment, ARIE is being used mostly for responding to European calls and production of joint position papers, but industry engagement could be a strong future activity, calling upon the diversity and mutual complementarity of the ARIE networks.

The result of this activity has been significant in the amount of events where CALIPSOplus resources and visibility has been engaged to directly support the event and/or where information was disseminated concerning CALIPSOplus to target audience/stakeholders in terms of industry and industry impact. For the first deliverable concerning the event and since the events are rather numerous, it was concluded that detailed reports would be overly onerous and basic information on each event was provided. This approach has been retained for this deliverable which reports on the events from the second half of CALIPSOplus, from mid-2019 till project end. Web links, where they exist, are provided for events and where further information may be found. The tables below provide these lists of events with each table dedicated to one of the light sources active in WP4. Some of the events may be listed twice or more – this will be the case where individual facilities attended the same outreach or networking event.

The arrival of the COVID pandemic changed the capacities and direction of the outreach and training activities of this task. Initially light sources essentially stopped all activities with the various lockdowns across Europe, with facilities not operating and staff based at home. However, as the pandemic continued and the “new normal” emerged, facilities began experimenting and using electronic and digital visibility and outreach more with virtual booths conferences or virtual B2B and webinars. Virtual booths were found generally to be not particularly successful, since “visitors” had to make a positive choice to go to the virtual exhibition in contrast to in-person events where coffee and lunch breaks are typically held in and around the exhibitions providing ample opportunity for ad hoc networking and discussions with conference participants. Webinars were found to be more successful, and if recorded allowed replays with the material being available on-line and multiplying outreach impact.

Name of Partner	Title of event	Date	City/venue	Website address if any	Target audience (SMEs, large industry, single company)	Number of attendees/participants	Key results of the even (just a few words on the outcome of the event)
ALBA	Applications of the Synchrotron light to the polymer industries	31 May 2019	Cerdanyola del Valles (Barcelona)/ ALBA Synchrotron	www.cells.es/en/media/news/workshop-about-synchrotron-light-applications-for-polymers-industry	Polymer industries	60 participants	New contacts with companies working with polymers. Awareness of the applications of the synchrotron techniques among polymer industries.
ALBA	Applications of the Synchrotron light to the cosmetic industries	4 July 2019	Cerdanyola del Valles (Barcelona)/ ALBA Synchrotron	www.cells.es/en/media/news/cosmetic-chemists-experts-visit-the-alba-synchrotron	Local cosmetic companies	50 participants	New contacts with local cosmetic companies. Awareness of the applications of the synchrotron techniques among cosmetic industries.
ALBA	Innovation brunch on biopharmacy	29 November 2019	Cerdanyola del Valles (Barcelona)/ ALBA Synchrotron	www.cells.es/en/media/news/alba-hosts-the-hub-b30-innovation-brunch-on-biopharmacy	Pharmaceutical companies	60 participants	Collaboration between companies and universities in the biopharmaceutical sector
ALBA	Light technologies for cosmetic products	12 May 2020	On-line webinar (with Secpho cluster)		Cosmetic companies	50 participants	Awareness of the applications of synchrotron light among the target industries.
ALBA	TamaTA: free analysis for SMEs at ALBA Synchrotron	17 December 2020	On-line webinar	indico.cells.es/event/260/overview	SMEs	25 participants	New contacts with SMEs. TamaTA programme awareness.
ALBA	Applications of the Synchrotron light to the cements, pigments and ceramic sectors	16 May 2021	On-line workshop	www.cells.es/en/media/news/research-opportunities-for-companies-in-the-cements-pigments-and-ceramics-sectors	Cements, pigments and ceramic companies	40 participants	New contacts with companies. Awareness of the applications of synchrotron light among the target industries.

ALBA	Smart Agrifood Industry Expo	25&26 May 2021	On-line workshop (with Secpho cluster)	www.cells.es/en/media/news/alba-successfully-showcased-its-synchrotron-techniques-to-the-agrifood-industry	Agrifood companies	40 participants	Awareness of the applications of synchrotron light among the target industries.
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DESY	Industry Satellite Meeting (ISM)	26 January 2018	DESY Hamburg	indico.desy.de/event/18831/ https://photon-science.desy.de/news__events/news__highlights/archive/archive_of_2018/1200_participants_at_the_annual_meeting_for_users/index_eng.html	Regional companies (SMEs, StartUps) and formal users of the synchrotron	48 invited guests	Industry awareness of the synchrotron applications- Story telling of industry that already used the facility
DESY	Arab Health in Dubai (DESY as poartner on the LSN Booth)	28 – 31 Jan 2018	Dubai	lifesciencenord.de/de/news/detail/arab-health-positive-bilanz-fur-2018.html	Health industry	100.000 attendees	Industry awareness of the synchrotron applications and active contacts with health industry
DESY	BSBF Kopenhagen	26-28 February 2018	Kopenhagen	www.bsb2018.org	Suppliers for large facilities	400 participants	Talk to potential users. Awareness of the techniques und presentation of use cases.
DESY	BioMedTec Ideas	22 March 2018	Lübeck	bio-med-tec.de/Veranstaltung/biomedtec-ideas-luebeck-2018/	SMEs and StartUps from MedTec industry	50 participants	Talk on the possibilities of using the facility. Concrete exchange with potential users.

DESY	Key Solutions at large scale Facilities in Grenoble	9-10 April 2018	Grenoble	indico.ill.fr/indico/event/89/overview	3D printing industry	65 participants	Discussions with 3-D Companies. Presentation on a poster.
DESY	Hannover Fair	23-27 March 2018	Hannover	www.hannovermesse.de/en/news/news-articles/hannover-messe-2018-worlds-leading-trade-fair-for-industry-4-0	SMEs and large industry	50.000 visitors	DESY as premium partner on the Hamburg booth. Talks with SMEs and other companies on using a synchrotron
DESY	DGM Event	3 May 2018	Aachen		Metallurgy companies	45 attendees	Talk on the possibilities of using the facility. Concrete exchange with potential users.
DESY	Sensor&Test	25-26 June 2018	Nürnberg	www.sensor-test.de/willkommen-bei-der-messtechnik-messe-sensor-test-2018/	Electronical companies, SMEs	800 visitors	DESY Booth and talk on the possibilities of using the facility.
DESY	LINX Workshop	4 October 2018	Kopenhagen	www.linuxs.se/home-first-page	Packaging industry	15 attendees	Talk on use-cases and how to access a synchrotron
DESY	Industry Satellite Meeting	24 January 2019	Hamburg	photon-science.desy.de/users_area/users%27_meeting/index_eng.html	Life science companies	45 invited attendees	Presentation of Use Cases and on possibilities and methods
DESY	Crossing the line	6 March 2019	Wildau		Regional startups	25 invited attendees	How and why to access a synchrotron, Best Cases.
DESY	BioMedTec Ideas	27 March 2019	Lübeck	bio-med-tec.de/Veranstaltung/biomedtec-ideas-luebeck-2019/	MedTec Startups and SMEs	50 guests	Presenting DESY as a partner for industry
DESY	Hannover Fair	1-2 April 2019	Hannover	www.hannovermesse.de/en/news/news-articles/hannover-messe-2019-worlds-leading-trade-fair-for-industry-4-0	Large Companies and SMEs	>50.000 visitor	DESY as partner on the Hamburg Booth. Talks to interested companies

DESY	Werkstoffwoche	17-19 Septemb er 2019	Dresden	idw-online.de/de/event63907	SMEs and large companies from the material sector	2500 visitors	Poster and talk on UseCases at a synchrotron for companies
DESY	PSDI	4-5 Novemb er 2019	Hixton UK	psdi2019.org	Pharma companies and service provider	150 visitors	Personal talks to companies and explaining how to access DESY
DESY	BioEurope	11-13 Novemb er 2019	Hamburg	www.biodeutschland.org/de/veranstaltungen/bio-europe-2019.html	Pharma companies and service provider	4.500 visitors	One2One talks and meetings with companies
DESY	Ins Netz gegangen (LSN Event)	27 Novemb er 2019	Lübeck	lifesciencenord.de/de/events/detail/ins-netz-gegangen-2-0-mitglieder-stellen-sich-vor-601.html	Companies of the life science sector that are members pf the LSN Cluster	40 attendees	Presenting DESY as a partner for industry
DESY	Innovations- und Technologieforum Schleswig-Holstein	9 March 2020	Kiel	bio-med-tec.de/Veranstaltung/4-innovations-und-technologieforum-schleswig-holstein/?instance_id=175	Regional companies from life science sector	150 attendees	Meeting with startups and SMEs and explain DESY as a solution provider
DESY	Bioimaging and Powderdiffraction Workshop (virtual)	22-24 June 2020	Hamburg	indico.desy.de/event/26187/	Invited companies from the life science sector	100 attendees	Presenting DESY as a partner for industry
DESY	LSX World Congress (virtual)	1-5 February 2021		app.swapcard.com/event/lsx-world-congress-virtual/planning/UGxhbm5pbmdfMjkzNTAw	BioTec companies	250 attendees	Virtuell one2one meetings to life science companies

DESY	Hannover Fair (virtual)	12-16 April 2021		www.hannovermesse.de/de/	SMEs and all other companies	<5.000 visitors	Matchmaking with several small companies presenting DESY as a partner
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Name of Partner	Title of event	Date	City/venue	Website address if any	Target audience (SMEs, large industry, single company)	Number of attendees/participants	Key results of the event (just a few words on the outcome of the event)
Diamond Light Source	Harwell Marketplace	16 January 2019	Harwell, Oxfordshire	www.harwellcampus.com/	Support organisations, technical as well as business-service providers	50	Provided a platform for Diamond to showcase its research capabilities to potential collaborators and business leads.
Diamond Light Source	Harwell Energy Conference	24 January 2019	Harwell, Oxfordshire	www.harwellcampus.com/energytec-cluster/	Industry leaders from the UK's Energy sector	100	An opportunity to demonstrate the application of Diamond's research techniques within the Energy sector. This collaborative event aimed to boost productivity across the UK, in line with priorities set by the UK Industrial Strategy.
Diamond Light Source	Harwell Energy Conference	23 January 2020	Harwell, Oxfordshire	www.harwellcampus.com/energytec-cluster/	Industry leaders from the UK's Energy sector	100	An opportunity to demonstrate the application of Diamond's research techniques within the Energy sector. This collaborative event aimed to boost productivity across the UK, in line with priorities set by the UK Industrial Strategy.

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ELETTRA	Meet In Italy for Lifescience	16-18 October 2019	Trieste, Italy	trieste2019.mit4ls.b2match.io/	SMES and Large Industry, Pharmaceutical/ Nutraceutical, Medical devices, Biology/Biotechnology	393	B2B meetings to discuss cooperation with industry, more than 20 companies involved. First contact with a technopark in Tuscany (ToscanaLifeSciences)
ELETTRA	Meet In Italy for Lifescience	29 September-1 October 2021	Trieste, Italy	meetinitalylifesciences.eu/en/	SMES and Large Industry, Pharmaceutical/ Nutraceutical, Medical devices, Biology/Biotechnology	400	B2B meetings to discuss cooperation with industry, more than 15 companies involved.
ELETTRA	SAMUEXPO/ Session SAMU METALS	7 February 2020	Pordenone, Italy	www.nfiere.com/samumetal-1/	SMES and Large Industry, technologies and tools for metalworking.	15	Several companies have expressed interest in Elettra activities.
ELETTRA	Trieste Next 2021	24-26 September	Trieste, Italy	www.triestenext.it/programma	General Public / Trieste Next is the city festival of science Innovation and Technology	10	First contact with a technopark in Moscow oriented to state-of-art characterization of materials.

ELETTRA	Trieste Next 2020	24-26 September	Trieste, Italy	www.triestenext.it/programma	General Public / Trieste Next is the city festival of science Innovation and Technology	200	First contact with a technopark in Moscow oriented to state-of-art characterization of materials.
ELETTRA	ESOF 2020	02-06 September 2020	Trieste, Italy	www.esof.eu/trieste-and-esof2020/	Policy Makers, Scientists, Large Industry, SMEs	Hybrid event: 1500 remote /1000 in person participants	Exploitation of the results obtained over the years with technology transfer activities
ELETTRA	Visit of Delegation of companies in Hydrogen field	27 July 2021	Trieste, Italy		Large Industry, SMEs, Research Institutes	18	The meeting laid the foundations for a collaboration on the topic of hydrogen
ELETTRA	Eurobiohightech 2019	26/27 September 2019	Trieste, Italy	biovalleyinvestments.it/euro-biohightech-a-trieste-il-26-e-27-settembre-la-seconda-edizione/	Policy Makers, Scientists, Large Industry, SMEs	400	Research activities for businesses were presented and some collaborations were initiated
ELETTRA	Eurobiohightech 2020	3 and 4 September 2020	Trieste, Italy	www.cbm.fvg.it/it/eurobiohightech-2020	Policy Makers, Scientists, Large Industry, SMEs	Hybrid event: 500 remote /200 in person participants	Research activities for businesses were presented and some collaborations were initiated
ELETTRA	Visit of delegation of companies in medical devices field	1 October 2019	Trieste, Italy		SMEs	3	After the visit a collaboration has been established

ELETTRA	Visit of delegation of pharmaceutical companies (CRO)	27 July 2021	Trieste, Italy		SMEs	5	After the visit a collaboration has been established
ELETTRA	Visit of the President and Managing Director of a company working in the naval sector	10 January 2020	Trieste, Italy		Large Industry, Single company	7	After the visit a new collaboration has been established between Elettra and the company
ELETTRA	Visit of delegation from Intesa San Paolo bank	24 July 2019	Trieste, Italy		Bank Business consultants	6	Elettra has started consulting activities with the bank's industrial customers
ELETTRA	Visit of representatives of the chamber of commerce and the consul of Luxembourg	10 December 2019	Trieste, Italy		Politicians, Policy Makers, Large Industry, SMEs	14 companies , 6 delegates from public institutions	Contacts have been initiated for possible TT activities between Elettra the Chamber of Commerce of Luxembourg
ELETTRA	Visit of delegation of Industrial companies from Lombardy	3 September 2020	Trieste, Italy		Large Industry, SMEs	19	Contacts have been initiated for possible research activities to be carried out at Elettra
ELETTRA	Visit of a business consulting company	19 June 2019	Trieste, Italy		SME, Single company	12	Contacts have been initiated to support innovation activities for their customers

ELETTRA	Webinar in renewable energies organised with ENI	1 October 2020	On line event		Large Industry, University and private scientists and Researchers	50	A collaboration between company and universities has been established.
ELETTRA	Webinar in renewable energies organised with CERIC-ERIC	29 April 2021	On line event		Large Industry, SMEs and private scientists and Researchers	30	Contacts for possible collaboration between company and universities has been established.

Name of Partner	Title of event	Date	City/venue	Website address if any	Target audience (SMEs, large industry, single company)	Number of attendees/participants	Key results of the even (just a few words on the outcome of the event)
ESRF was closed for user operations from Dec 2018 to August 2020 for its Extremely Brilliant Source upgrade; during this time outreach was reduced.							
ESRF	CARNOT2019	October 2019	Paris, France	rdv-carnot.com/	Open to research institutes and industry	3 000	The ESRF shared a stand with the ILL to promote the characterisation techniques available in Grenoble and was part of the French Ministry for Higher Education and Research and Innovation "Research Infrastructure Village"
ESRF	Electric Vehicle Symposium 32	May 2019	Lyon, France	evs32.org	Industry	7 400	ESRF was present as part of the Grenoble "GIANT" science and innovation campus. As one of the only academic participants, the stand generated a lot of interest to a community unfamiliar with the facilities.

ESRF	Werkstofferwoche	Sept 2019	Dresden, Germany	dgm.de/materialsweek/	Industry	1,500	ESRF participated on a joint X-ray and neutron booth with other research infrastructures (including HZG, DESY), and via a speaker in a dedicated session.
ESRF	CARNOT2019	October 2019	Paris, France	rdv-carnot.com/	Open to research institutes and industry	3 000	The ESRF shared a stand with the ILL to promote the characterisation techniques available in Grenoble and was part of the French Ministry for Higher Education and Research and Innovation "Research Infrastructure Village"
ESRF	Lyon Biopole Journee de Collaboration	Nov 2019	Lyon, France	lyonbiopole.com/en/	Industry	500	Lyon Biopole is the main actor representing the local bio-technology industry and academics, drawing both communities together. ESRF was present with a small booth.
ESRF	Non-metallic symposium	Dec 2019	Lyon, France	-	Industry	300	Organised by Plastipolis, the local association for plastic technologies and materials, the event draw together academic and industry. ESRF participated in B2B meeting with a range of companies.
ESRF	Webinar series 2020 and 2021	During second half 2020 and in 2021	On-line		Industry	200	With COVID, ESRF switched to digital outreach using webinars as one means. A series of webinars was held targeting firstly our current users as a means to update them as the ESRF restarted after our long shutdown from Dec 2018 to summer 2020 for the Extremely Brilliant Source. Then, as COVID continued, a further series of webinars was started from summer 2021 open to all participants. Six webinars were planned. The open webinars are being

							made available on the ESRF youtube channel.
ESRF	EuroNanoForum	May 2021	On-line	euronanoforum2021.eu	Industry	500	Euronanoforum was used as a pilot for testing the value of a virtual booth at a virtual conference. ESRF organised the booth on behalf of the ARIE network of research infrastructures, with video and material reflecting the range of RIs. Very few visitors arrived at the virtual booth.
ESRF	World composites week	May 2021	On-line	www.world-composites-week.com	Industry	unknown	ESRF was present in B2B and had a dedicated webinar slot to highlight the use of synchrotron X-rays for composite materials.
ESRF	Industry impact brochure	Published Oct 2021	On-line PDF	www.esrf.eu/Industry	Industry, stakeholders, funding agencies	Not yet available	In place of physical outreach, ESRF used some CALIPSOplus resources to prepare an industry impact brochure, highlighting selected stories of industry engagement as a user, technology provider and collaborator. The brochure is available on-line and a short print run will be made to make the brochure available to ESRF visitors.

Name of Partner	Title of event	Date	City/venue	Website address if any	Target audience (SMEs, large industry, single company)	Number of attendees/p participants	Key results of the event (just a few words on the outcome of the event)
KIT	Innovation Day "Neuland" at KIT	30.06.2021 10.07.2019	Karlsruhe	kit-neuland.de	Enterprises based in the southern part of Germany	400	KIT Vice-President for Innovation and International Affairs Prof. Thomas Hirth invites scientists to the innovation day "Neuland" at KIT. The innovation day is a meeting place for

		27.06.2018, 28.07.2017					people interested in technology transfer and foundation of enterprises. Offered are workshops, seminars, pitches for scientists and founders, award ceremonies and networking. Dr. Michael Hagelstein uses this important annual event at KIT to maintain and expand contacts to industrial partners, mainly coming from local enterprises.
KIT	Regular info-meetings at the KIT-synchrotron	22.08.2017, 13.08.2018 14.08.2019 17.08.2020	KIT Campus North, Eggenstein-Leopoldshafen		The TamaTA offer	50	Dr. Michael Hagelstein presents regularly the TamaTA offer to responsible scientists operating beamlines and instrumentation for industrial use. The experienced scientists at KIT with their contacts to industry are an important liaison between the KIT-synchrotron and scientists at industrial enterprises.

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XFEL	Structure Biology for drug discovery at SwissFEL	25-29 Jun 2019	Villigen, Switzerland	www.nccr-must.ch/conferences/scientific_conferences_datenbank.html?4478	Industry/Biotech	About 100	Symposium on "Biostructural research at FELs; methods, instrumentation and analysis tools enabling research at FELs; Recent Developments in Cryo-Electron Microscopy"
XFEL	FEL19	26-30 Aug 2019	Hamburg, Germany	www.fel2019.org/	Industry/FEL	340	39 th International Free Electron Laser Conference – a selection of academia as well as relevant industrial exhibitions

XFEL	PSDI Cambridge	3-5 Nov 2019	Cambridge, UK	www.psdi2019.org/	Industry/ Biotech	130	Workshops and sessions with industrial players on drug discovery and biophysics.
XFEL	Big Science Sweden Conference 2019	26-27 Nov 2019	Lund, Sweden	big-science-sweden-conference.b2match.io/	Industry	181	Crossing of academia and industry to identify high-tech suppliers and present Big Science researchers.
XFEL	BIO-Europe Welcome Tour: DESY and European XFEL	10 Nov 2019	DESY / European XFEL	indico.desy.de/indico/event/23769/	Academia/ Biotech	50	Exposure of European XFEL to SMEs and start up in the sector
XFEL	Smart Bioprocessing and Pharma 4.0 Summit	27-29 Oct 2021	Berlin	www.cparityevent.com/world-smart-bioprocessing/	Industry / Biotech		Cross-exposure to technology leaders from Pharma and Biotech