

PRIVATE SECTOR, INNOVATION AND ENVIRONMENTAL RESEARCH INFRASTRUCTURES

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Supporting environmental research
with integrated solutions
- **the Earth is our lab**

ADVANTAGES PRIVATE SECTOR COLLABORATION

Innovations leading to
better answer societal
needs

Creation of new
businesses and
business models

New service development
for society and RI

Increased
socioeconomic impact

Additional RI revenue /
investments

Better science

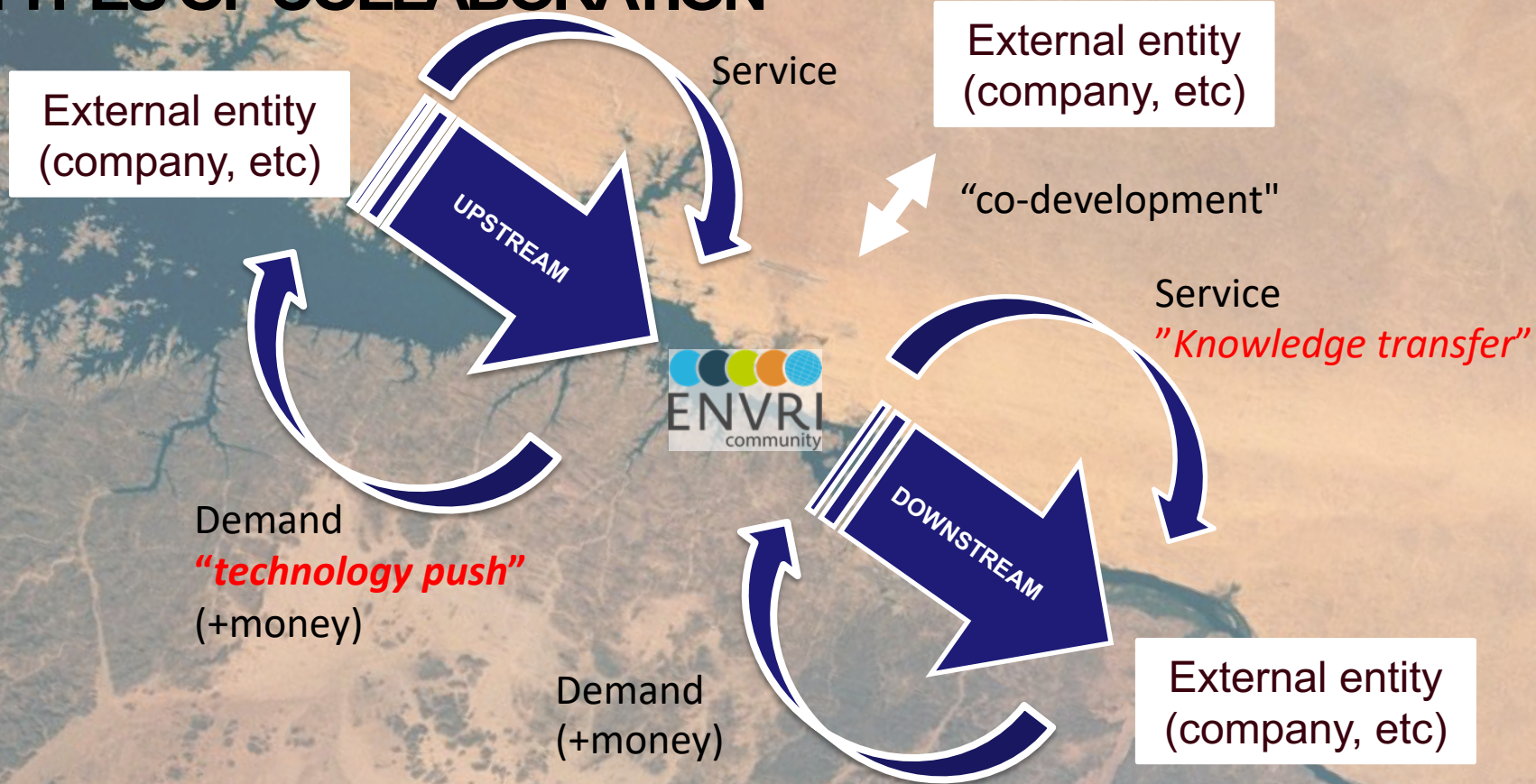


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TYPES OF COLLABORATION



Very different roles, mechanisms and positions



OPPORTUNITIES OF ENVRI RIS FOR PRIVATE SECTOR

Linked distributed sensors
Data science
Holistic information on environment

Creation of
marketplace

Importance of
environmental
data increases

Copernicus and EOSC

Interest of society and policy makers
for environment change adaptation
and mitigation

New economy of
services

Standardization and QC

Excellent data and
services for
environmental research



HOWEVER, THERE ARE MANY GAPS TO CROSS

Scale gap

Who does the collaboration? Institution, national node, RI, ENVRI?
SMEs are local, industry can be global

Knowledge gap

Knowledge of RIs, companies, services, service needs

Culture gap

Academia↔private sector, decadal↔quarterly, free↔for profit

Policy gap

Business/collaboration models, regulations, licences

Resource gap

Skills, time, prioritisation, recruiting



WHAT IS THE ROLE OF ENVRI?

Scale gap

Finding best practices in RI/national level task sharing

Knowledge gap

Joint marketing and service catalogue

Culture gap

Training of staff and sharing experiences

Policy gap

Creating joint policy templates, community standards

Resource gap

Sharing of staff and expertise, joint actions on dissemination



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EXAMPLE: EVENT FOR UPSTREAM SMES 2017



Event bringing together SMEs providing services and tools for ENV RIs in Grenoble, France. Participants from most countries ENV RIs are active.

Finding new connections, learning from existing joint activities

- SMEs became more aware of the RIs, potential markets and needs
- Existence of many H2020 opportunities for SMEs
- Models of RI-SME collaboration



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EXAMPLE (FUTURE): DOWNSTREAM EVENTS (DATA FAIRS)



ELIXIR Innovation and SME Forum: Genomics and Associated Data in National Healthcare Initiatives

 Tue 5 March 2019, 12:00 to Wed 6 March 2019, 13:00 CET
 SciLifeLab, Tomtebodavägen 23a, Stockholm, Sweden



This free ELIXIR Innovation and SME Forum with a focus on **Genomics and Associated Data in National Healthcare Initiatives** in Stockholm is open to researchers working in the personalised medicine sector, large and small companies that develop services for healthcare systems or are users of genomics and/or associated data, as well as people involved in national healthcare initiatives and anyone else who is interested in learning more

- National events, organised by RI (or cluster), with local SME/industry partnership

- Creating new SERVICES from the RI data

- **Customizing:** "A common model is for SMEs to re-package, customise and add value to existing public data resources, including software, for their clients. Understanding the needs of their clients and using existing tools to address them is common practice in many sectors."

- **Aggregating:** "Many SMEs collect and aggregate open data from public resources, and integrate them with proprietary data (often confidential) from industry clients, and within a particular scientific domain. As SMEs find correlations, identify efficiencies or visualise complex public- private data relationships, they gain from using this same know-how in different environments. This combined knowledge and data is then sold to clients."


- **Enabling:** " ... A number of SMEs specialise in supporting clients in finding the particular software tools and datasets they require"



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Private sector and ENV RIs collaboration
has huge potential for success, socioeconomic
impact and long term benefit

Many gaps need to be filled, and the ENVRI
community committed to this task