



# RODEO

## Robotized Orbital Drilling Equipment and Optimized residual stresses

**Deliverable D5.3**

Exploitation plan

V1.2



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## Project information

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## 1. Introduction

This document is a deliverable concerning the Work Package 5 (WP5: Dissemination, communication and exploitation activities) of the RODEO project.

In this deliverable it is explained how the RODEO results and deliverables will be applied to the aeronautical and space industry, as well as other industrial sectors and technologies. The possibility of licensing RODEO technology is considered within the framework of the consortium agreement.

## 2. Exploitation and dissemination objectives

The consortium is aware of the importance of efficient transfer from science developed in laboratories into innovative use on the production floor. Due to its innovative character, this research is likely to produce original results that will be exploited through scientific communications and/or patents. Two types of results are expected, associated with different exploitation terms:

Those concerning numerical modelling and experimental observations will be disseminated through different supports (short term):

- National and International scientific and technical conferences and exhibitions: SAE congress, International Paris Air Show (Le Bourget), MUGV & Manufacturing'21 and other scientific conferences.
- International publications in scientific journals.
- Publications in industrial media.
- Research group Manufacturing'21: both labs participate to a national working group that promote the research activities in French laboratories. The group includes 18 labs and about 150 researchers. Two workshops are organized per year. The project and its results will be communicated into this group.
- Dissemination to other companies and potential users: each member of the consortium has an industrial network inside which the results can be disseminated (in accordance with the Intellectual Property Rights protection of the consortium).
- Website of the project: a website has been set up to be a communication tool as well as a common database for reports and results produced within RODEO.
- Moreover, as two partners are academics, these results will also be easily and rapidly disseminated in the context of educational training. It will permit to develop new skills for future engineers.

All these dissemination actions have already been detailed in Deliverable 5.1 and will not be further explained in detail here.



### 3. Exploitation plan

The innovative results likely to be exploited industrially will be protected first, if relevant, through a patent registration. At the end of the project (medium and long term), the project outcomes will be expected to be exploited by the partners. The plan of exploitation could be as follow:

- During the project: list of innovative outcomes, patent registration, status of Intellectual Property Rights (IPR) protection;
- At the end of the project: list of exploitable innovative results, associated IPR and owners;
- Markets, potential further application fields;
- Determination of optimal route to market (including times) for each result.

The early dissemination of the scientific results will help to achieve the expected impact of the project. For the results likely to be exploited industrially, the impact would appear near and after the end of the project.

The industrial companies of the consortium (PRECISE, MITIS and KUKA Systems Aerospace France) have been major actors in aerospace drilling application for many years. The primary target is to bring a new technological feature in their scope of supply. From the end of the project the complete development will be shared and used by the consortium. KUKA Systems Aerospace France will integrate PRECISE product using the support of MITIS for process setup, and the support from ICA and IRCCYN in case of new application (new materials). Given the position of each partner, no conflict of interest has been identified but a real commercial prospective can be imagined for every partner using their own sales network. As well the consortium will rely on two industrial clusters (“Pôles de Compétitivité”) – EMC2<sup>1</sup> and Aerospace Valley<sup>2</sup> – in order to maximize the impact of the RODEO project.

A specific exploitation strategy, when needed, will reflect and will be built-up as a result of sound analysis of the market trends, potential users, and financial sustainability. The target users will be precisely identified and analysed in terms of specific needs and objectives. The exploitation activities will be coordinated by the appropriate exploitation manager, in collaboration with the partners.

A value chain and market analysis will be performed if needed, in order to find the needs of the customers and the competitive situation. These and the competitive situation will be assessed quantitatively to gain better insight on the pricing of the components developed within the project.

The exploitation strategy will include the participation to industrial meetings, demonstration activities and seminars held by CLEAN SKY 2 experts and lead partners, to which all partners shall

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<sup>1</sup> IRCCyN and MITIS partners are members of the EMC2 industrial cluster - <http://www.pole-emc2.com/>

<sup>2</sup> ICA is a member of the Aerospace Valley industrial cluster - <http://www.aerospace-valley.com/en>



have the possibility to acknowledge what exploitation activities include, and how to exploit and disseminate the results achieved.

The Topic leader has already invited the project partners to participate in a demonstration on the assembly of cargo doors whose design is the subject of another project, as well as in the presentation of the results likely to be exploited industrially at a technical meeting scheduled after the end of the RODEO project. This kind of opportunity will be systematically sought and exploited.

## **4. IPR Management**

The management of IPR is ruled by the Consortium Agreement (CA) which includes all provisions related to the management of IPR including ownership, protection and publication of knowledge, access rights to knowledge and pre-existing know-how as well as questions of confidentiality, liability and dispute settlement.

In the CA the Partners have identified the background knowledge of each partner.

The CA regulates the ownership of results (Section 8 of the CA).

The knowledge acquired during the project shall be considered as a property of the partner generating it, and in this sense the originator is entitled to use and to license such right without any financial compensation to the other contributors. If the features of a joint invention are such that it is not possible to separate them, the contributors could agree that they may jointly apply to obtain and/or maintain the relevant rights and shall make effort to reach appropriate agreements in order to do so.

The CA also regulates the transfer of results ownership (Section 8.3 of the CA).

Each Signatory Party may transfer ownership of its own Foreground following the procedures of the Grant Agreement Article 30.

Each Signatory Party may identify specific third parties it intends to transfer the ownership of its Foreground to in Attachment to the CA. The other Signatory Parties hereby waive their right to prior notice and their right to object a transfer to listed third parties according to the Grant Agreement Article 30.1 The transferring Party shall, however, at the time of the transfer, inform the other Parties of such transfer and shall ensure that the rights of the other Parties will not be affected by such transfer.

Any addition after the signature of the CA requires a decision of the General Assembly.

## **5. Characterisation of potentially exploitable results**

A table as follow should be filed by the originator for each Key Exploitable Result occurring during the second term of the project.



<b>Key exploitable result</b>	<b>Information cells to be filled</b>
Description of the Result	
Problems you are addressing and how your customers solve them so far	
Unique Selling Point	
Product/Service Market Size	
Market Trends/Public Acceptance	
Product/Service Positioning	
Legal or normative or ethical requirements (need for authorisations, compliance to standards, norms, etc.)	
Competitors/Incumbents	
Early Adopters - First Customers	
Cost of implementation - bringing product/service to the "market" (before Exploitation)	
Time to market (from the end of the project)	
Foreseen Product/Service Price	
Adequateness of Consortium Staff	
External Experts/Partners to be involved	
Status of IPR: Background (type and partner owner)	
Status of IPR: Results/Foreground (type and partner owner)	