

# Industrial Liaison and Optimisation at SOLEIL: opening up to the world of business

The new organisation recently set up at SOLEIL has brought new synergy between industrial liaison and the optimisation of research. This means that the initiatives conducted by SOLEIL with regard to the world of business are more effective and have a higher profile.

**A** part of the Technical Services and Optimisation Division, the Industrial Liaison and Optimisation Group (GRIVAL) supports all divisions of SOLEIL to assist with projects and provide guidance for actions carried out in conjunction with companies.

## Positioning

The two main missions of GRIVAL concern:

- Access management, particularly for paid access, to the facilities, skills, and services offered by SOLEIL,
- Economic optimisation of the research carried out at SOLEIL, in a wide variety of forms: Technological partnerships with companies, acquisition and management of industrial property, support for the creation of innovative companies, etc.

## Main Actions

**Concerning industrial liaison**, GRIVAL works with the beamlines scientific managers and commercial and financial units at SOLEIL to organise the following types of operation:

- Promotion aimed at companies, technical centres, national or local institutions and laboratories interfacing with industry, etc.
- Sales canvassing in the context of one-on-one appointments or collective meetings,
- Sale and supply of services to industry, technological service providers, technical centres, etc.
- Customer relations in order to evaluate customer satisfaction and promote fidelity, and relations with prospective customers to assist them with their initial access to the equipment and services of SOLEIL.

**Concerning optimisation**, GRIVAL carries out the following actions jointly with the sales group:

- Analyses and evaluates technological development projects proposed by SOLEIL engineers and scientists in conjunction with companies, if possible national (or even local) small and medium-sized companies,
- Guides and manages the exploitation of SOLEIL research results,

submits and maintains SOLEAU envelopes and patents, negotiates joint ownership and patent exploitation contracts, etc.

- Supports innovative company creation plans involving the areas of expertise or applications of SOLEIL.

## Initial Results

The commercial activity conducted in 2007, when SOLEIL had not yet brought all of its facilities into the fully operational phase, included six material analyses requested by companies.

SOLEIL's first customers included one very small company, one small/medium-sized company, two companies based in the Essonne, and two Paris Region companies from outside the Essonne.

In terms of optimisation, the 2007 year-end result of SOLEIL includes a patent application submitted jointly with a small/medium-sized industrial company from the Essonne, and the setting up of a joint ownership and exploitation contract for this patent, the submission of a SOLEAU envelope for a device developed for the machine, a transfer of knowledge to a small/medium-sized industrial company from the Essonne, and the maturing of a plan to create an environmental analysis service company in partnership with a small/medium-sized Parisian company.

## Prospects

New technological development projects involving SOLEIL engineers and scientists working with outside partners, including companies, were proposed in early 2008 and are in the process of being organised.

In addition, the many exchanges with actors from the economic world during meetings at SOLEIL or encounters in the context of business conferences will increase the potential for interaction with companies, with a view to setting up research partnerships or providing technological services.

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