



INDUSTRIAL RESEARCH & VALORIZATION ACCELERATION

The essentials
to get on
board!

FLANDERS
MAKE

DRIVING INNOVATION IN MANUFACTURING

Pitch presentation v.2024

WHEN TO CHOOSE FOR AN IRVA PROJECT?

Urgency

Candidate for B2B

In general, the company does it itself

High Urgency
Non-critical strategic value

High Urgency
High strategic value

Lower Urgency
Non-critical strategic value

Lower Urgency
High strategic value

Who cares?

Candidate for IRVA

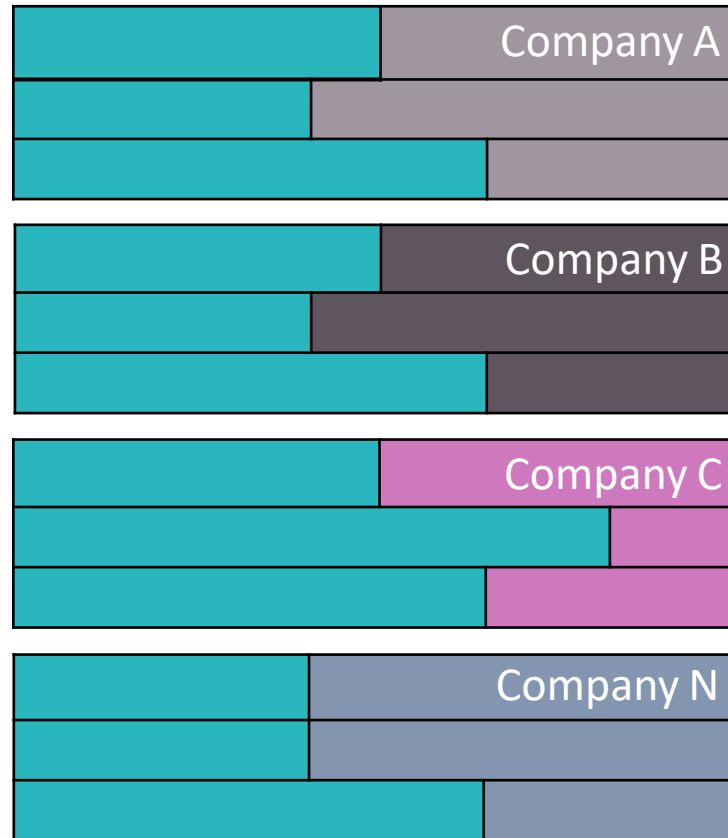


Strategic value

WHY TO CHOOSE FOR AN IRVA PROJECT?

To tackle
**common
technology
challenges**
at companies

TRL 4 to 6



Experimental
proof of concept

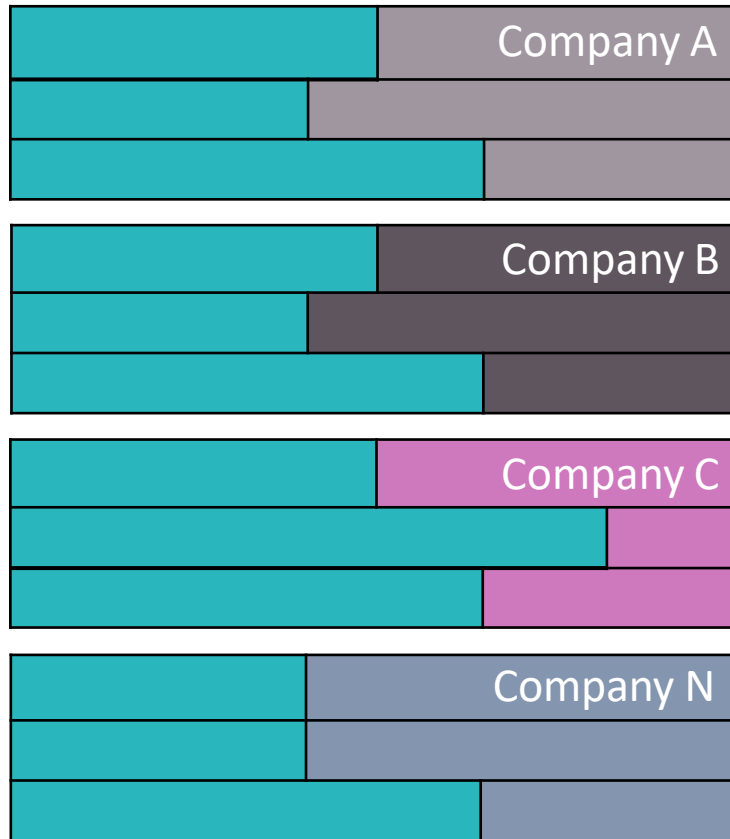


Technology
demonstration in
industrial environment



System proven
in operational
environment

EVERY COMPANY EXECUTING A PROJECT ON ITS OWN IS NOT EFFICIENT !



Experimental
proof of concept

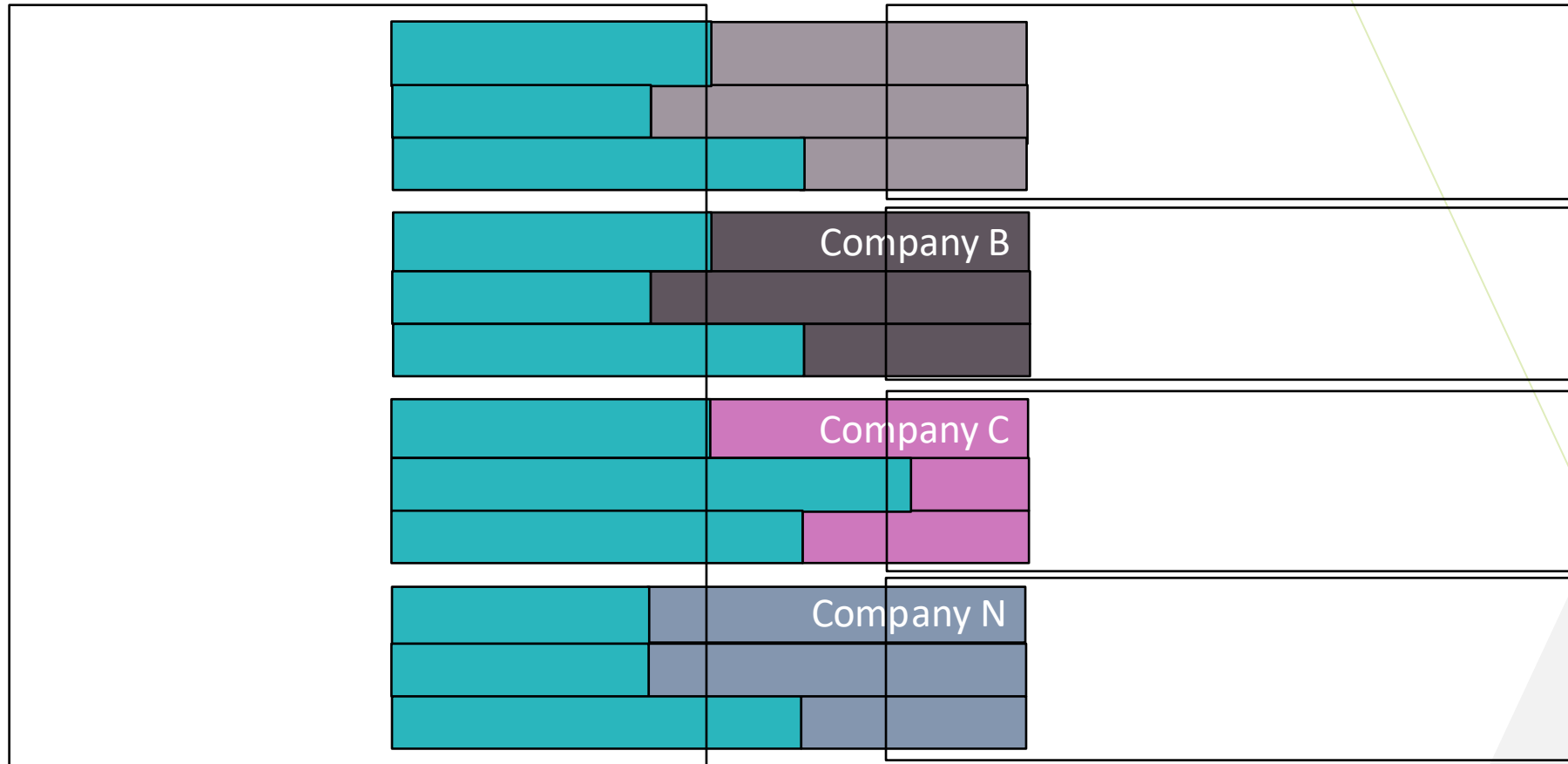


Technology
demonstration in
relevant environment



System proven
in operational
environment

THEREFORE, BUNDLE THE COMMON TECHNOLOGY CHALLENGES ...



Technology development



Technology demonstration in industrial environment

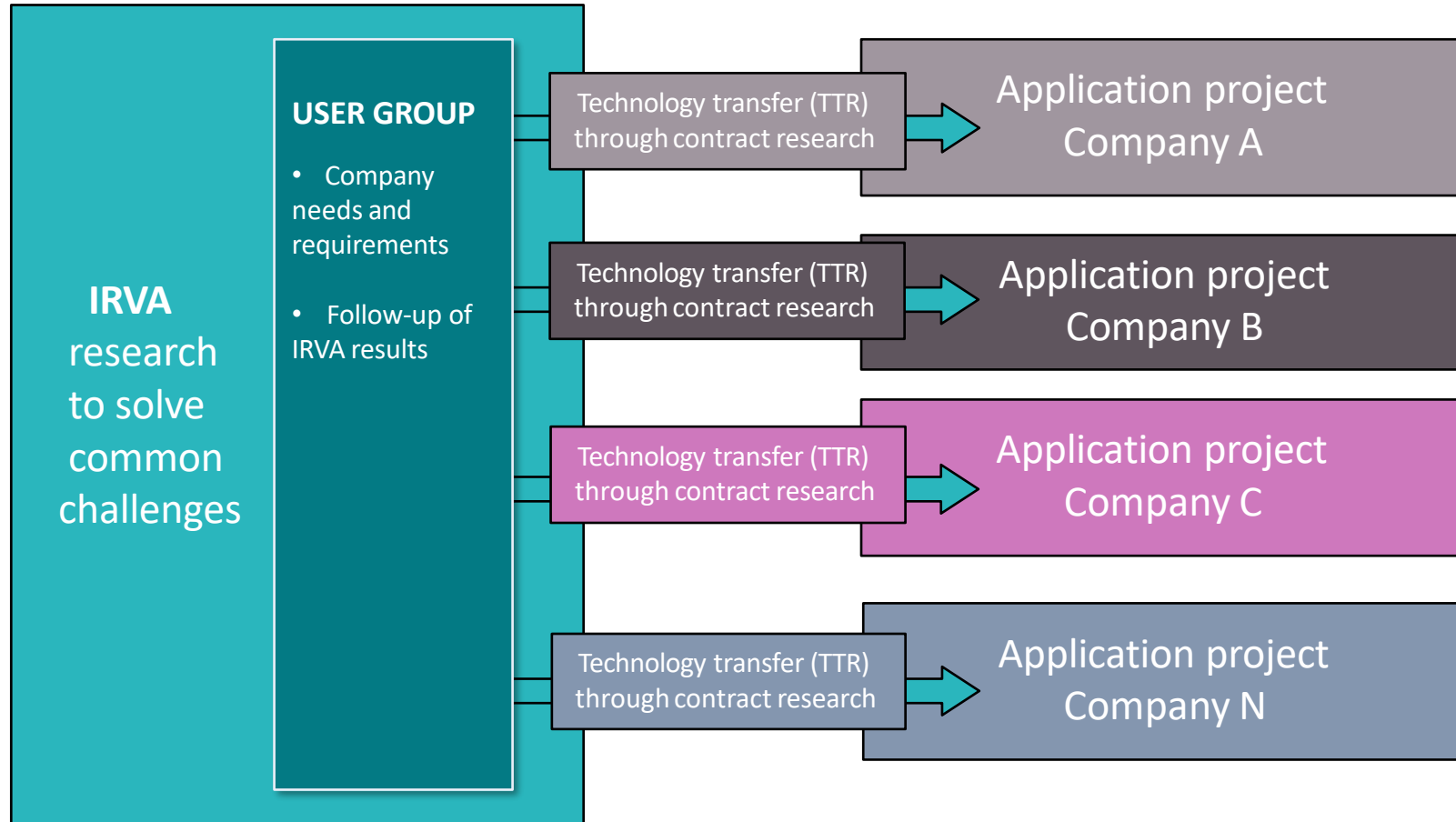
... INTO AN IRVA PROJECT WITH TECH. TRANSFER TO THE COMPANIES

THE PRINCIPLE

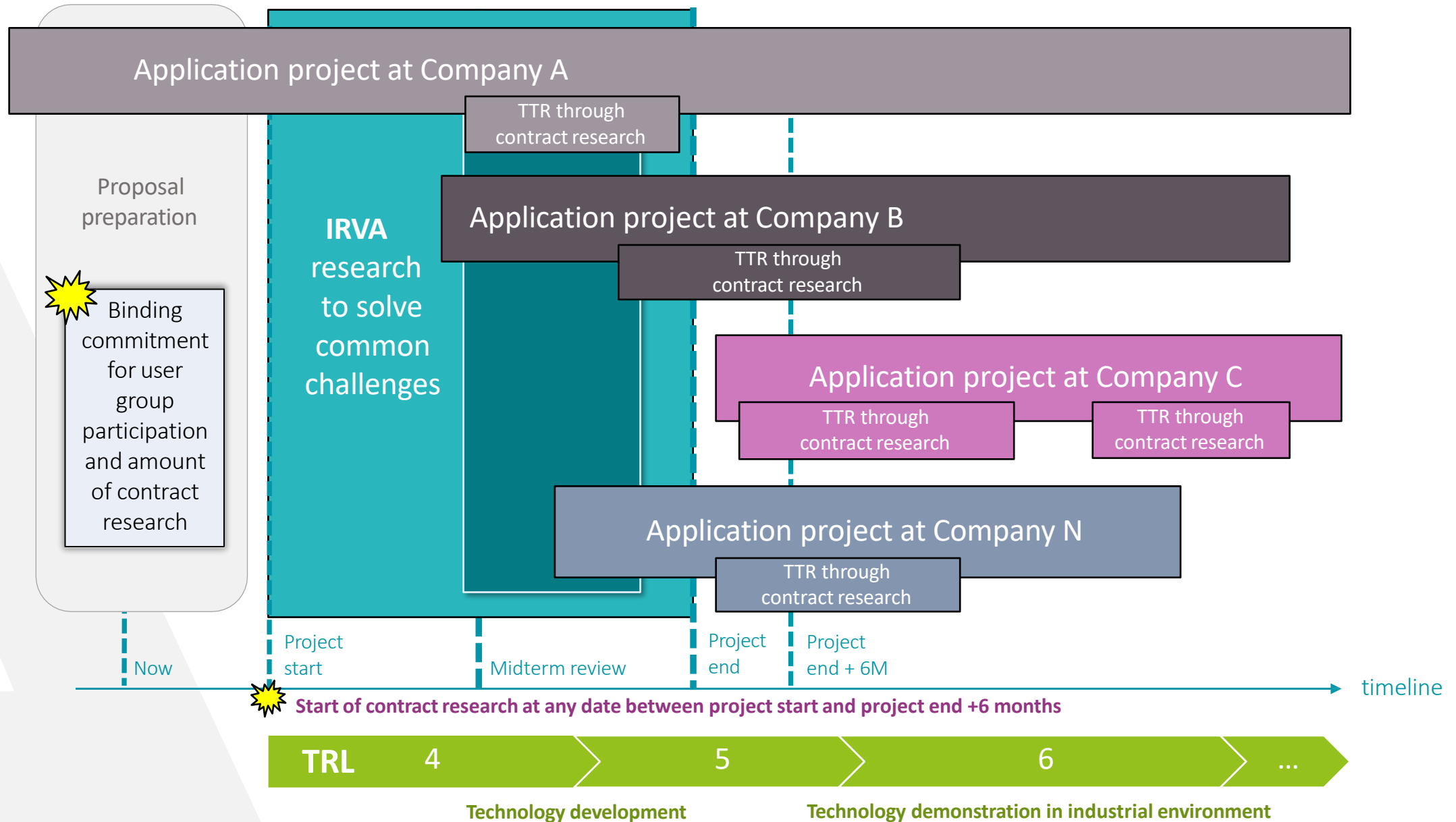
Common technology development carried out and 100% financed by Flanders Make

Companies participate in user group

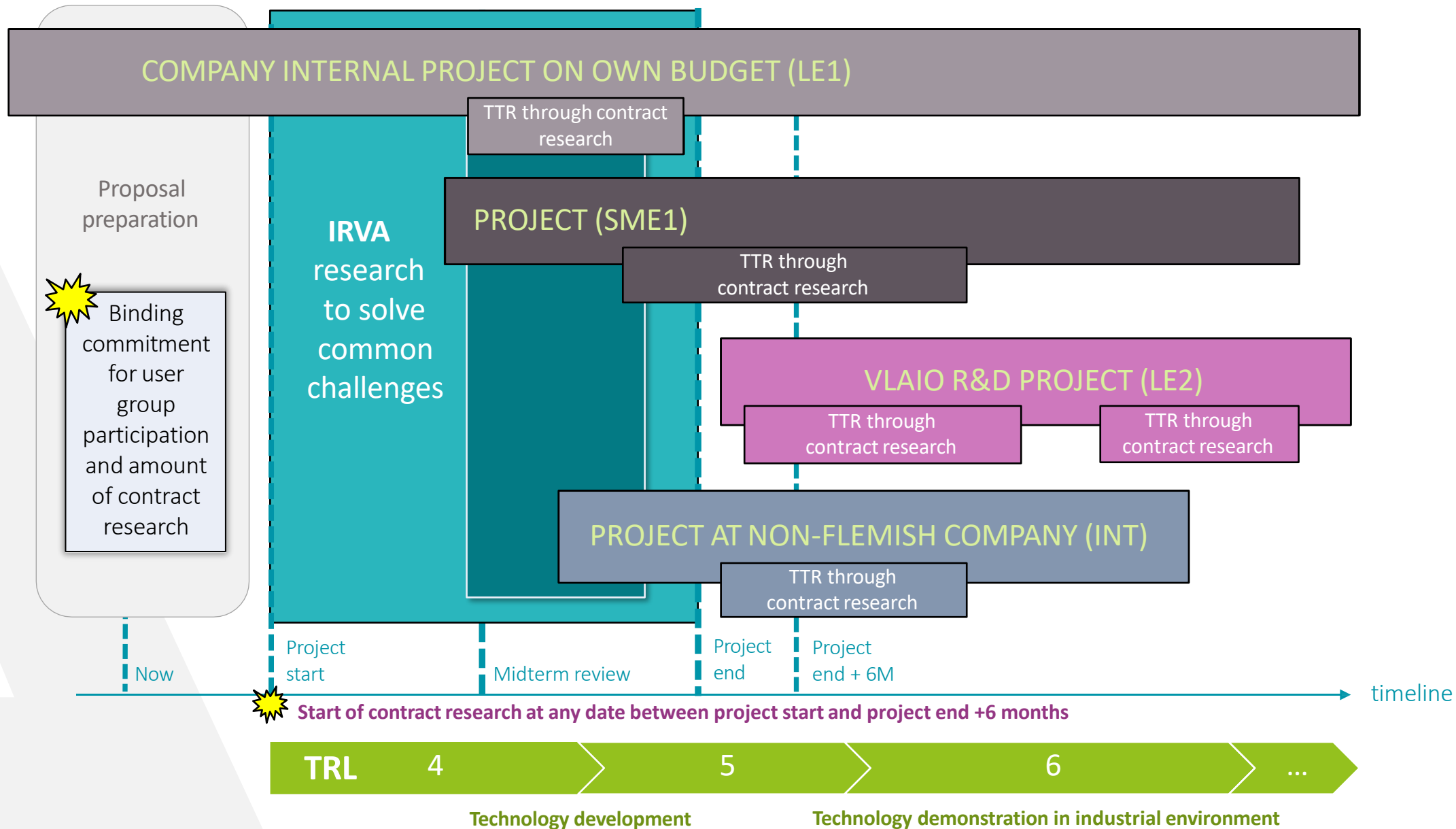
Transfer of technology and IP through contract research with Flanders Make



FLEXIBILITY IN TIMELINES FOR THE COMPANY APPLICATION PROJECTS



FLEXIBILITY IN SCHEMES FOR THE COMPANY APPLICATION PROJECTS



FINANCIAL SUMMARY

IRVA project = **Common technology research** executed and financed by Flanders Make

- User group fees is 4000 EUR or 1000 EUR for a SME (**50% reduction for cluster members**, x1,5 after submission, x2 after midterm)

Contract Research to Flanders Make for **technology and IP transfer to companies**

- Company decides when to start technology transfer via contract research
 - any date between IRVA project start and end-date + 6 months
- Minimum contract research per company is 40 000 EUR or 20 000 kEUR for a SME (**25% reduction for cluster members**, x1,5 after submission, x2 after midterm)
- Contract research budget shall be $\geq 12\%$ of the IRVA budget
- Contract research of a single company cannot count for more than 50% of the total

If around the **Project Midterm** for duly justified reasons the project is terminated by the Board of Directors of Flanders Make, Flanders Make will not invoice contract research which has not yet been executed.

FAQ



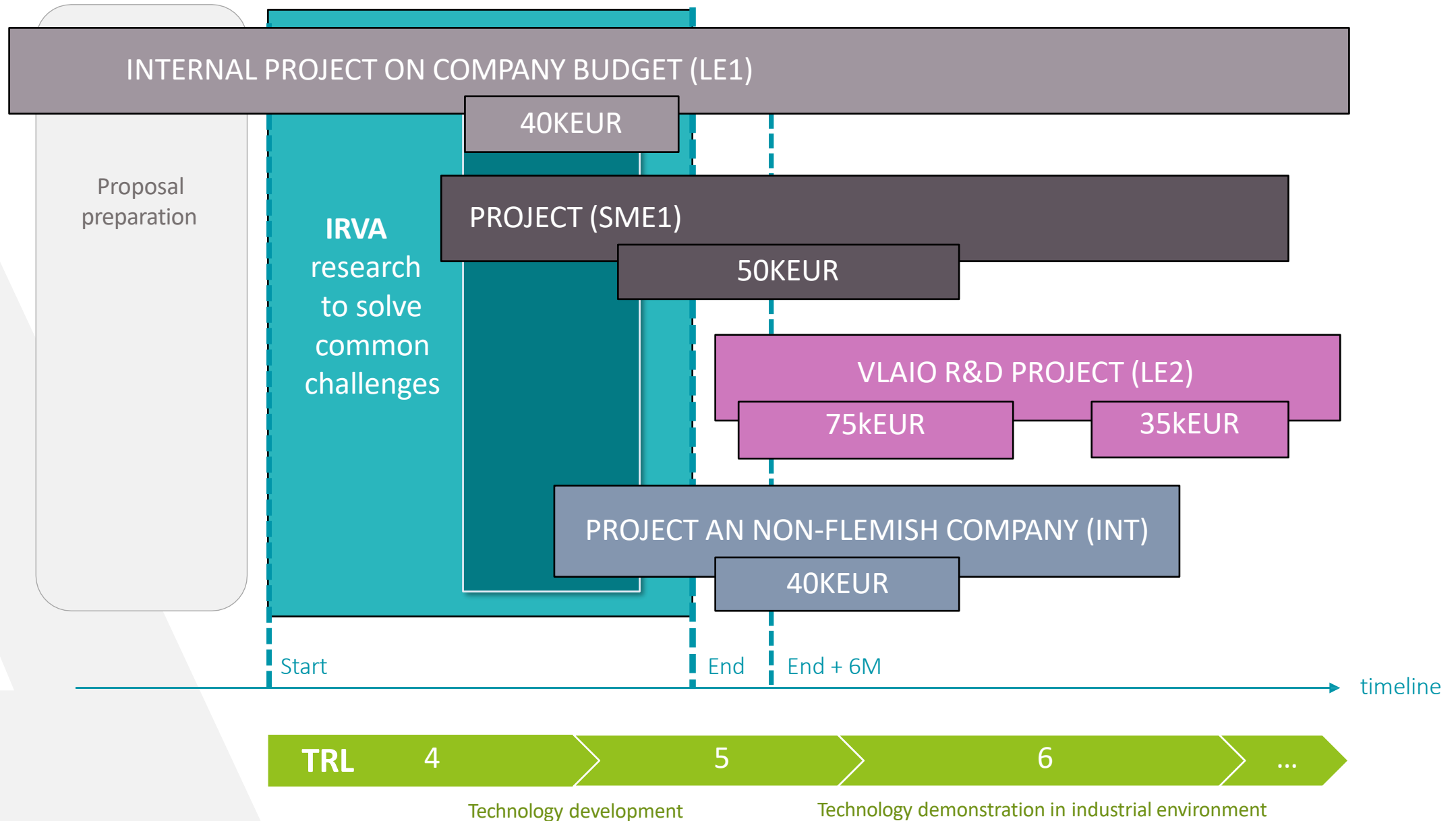
SCAN ME



IP & CONFIDENTIALITY RELATED TO THE CONTRACT RESEARCH

- Ownership of results of the contract research projects and use and exploitation conditions of the IRVA reusable results (Foreground IP and needed background IP) by the companies are settled in a contract research agreement:
 - Unless otherwise agreed, ownership of the **contract research project results belongs to the company**
 - **Market-conform IP access to the IRVA reusable results** (Foreground IP and needed Background IP) for use by the company for exploitation of the results of the contract research project. Three possible IP access schemes (to be clarified before commitment of company):
 - Free for all (e.g. open source)
 - Part of daily rate of contract research
 - Fixed fee – defined before commitment of companies
- Confidentiality:
 - **Company cases remain confidential**
 - If uptake of IRVA result, company agrees on brief public communication of technology utilization

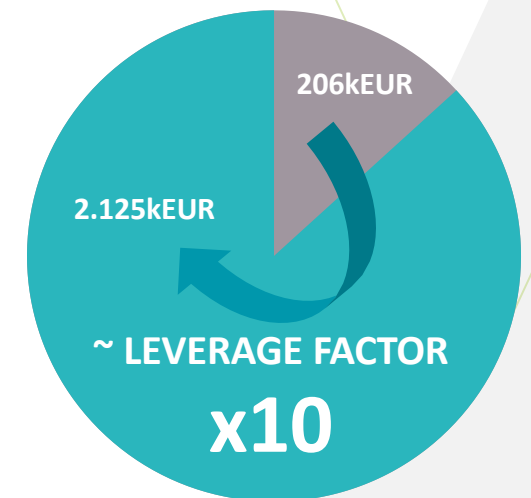
ANNEX: EXAMPLE BUDGETS OF CONTRACT RESEARCH



ANNEX: EXAMPLE CALCULATION OF AVG. LEVERAGE FACTOR

- **4 companies** in user group: 2 Large, 1 SME and 1 International
- Weighted sum **contract research commitments = 255k€** ($\geq 12\%$ of max. IRVA budget)
- Maximum **IRVA budget = 2.125kEUR**

Company	Cluster member	User group fee (€)	Amount of Contract Research with Flanders Make (€)	Total payment to Flanders Make (€)
LE 1	Yes	2.000	30.000 (40.000*)	32.000
SME 1	No	1.000	50.000 (100.000*)	51.000
LE 2	No	4.000	75.000	79.000
INT1	No	4000	40.000	44.000
Total		13.000	195.000 (255.000*)	206.000



(*) Weighted Sum: 25% reduction for cluster members and SME contribution counts double

Supporting companies to be competitive in a digital and sustainable world



Top
infrastructure



850 specialized
researchers



Strong ecosystem
of **partners**

Flanders Make is your research partner for company driven innovation in industry 4.0, sustainability & the future of work