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# INNOVATION COHESION: A NEW APPROACH TO SUPPORT INDUSTRIAL R&D

**21 SEPTEMBER 2021**  
**10:00 - 12:30 CET**

*A public conference of the CAROTS project to showcase the role of intermediary companies in strengthening ties between industry, research infrastructures and scientific research*

*Media partner*

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# AGENDA

10:00

## Welcome and introduction

Moderated by **Maryline Fiaschi**, CEO, Science | Business

10:05

## The journey of CAROTS: Achievements to date

A live interview with:

- **Uwe Sassenberg**, CAROTS Project Leader

10:15

## The economic impact of Scientific Service Companies

Presentation of the results of a market study presented by:

- **Ron Dekker**, Project Leader EOSC Future, Technopolis

10:30

## The new European network of Scientific Service Companies: A value proposition

Presentation by CEOs of Scientific Services Companies:

- **Anna Stenstam**, CEO, CR Competence
- **Gerd Datzmann**, Founder and CEO, Datzmann interact & innovate GmbH

10:40

## The CAROTS Startup School: An innovation pipeline

Introduction by:

- **Elizabeth Harmstorf**, Project Manager for market research, innovation & technology transfer, Deutsches Elektronen-Synchrotron (DESY)

Followed by a discussion with the CAROTS Startup School coaches and grantees:

- **Andrew Beale**, CSO, Finden
- **Solange Sanahuja**, CEO, CrispyAI
- **Bernhard Hesse**, CEO, XPLORAYTION GmbH
- **Ahmet Bahadir Yildiz**, CEO, Scatterin

11:10

## Connecting the dots: Rethinking the role of industrial R&D in innovation ecosystems

A panel discussion with:

- **Ulla Engelmann**, Acting Director, Network & governance, DG Grow, European Commission
- **Apostolia Karamali**, Head of Unit for R&I Actors and Research Careers, DG RTD, European Commission
- **Anna Stenstam**, CEO, CR Competence
- **Magnus Fredriksson**, Program Manager, Alfa Laval
- **Sotiris Kokkinos**, CEO, FEAC Engineering

11:55

## Conclusion: What's next for CAROTS?

12:00

## Networking session (topic tables)

- How to foster new SSCs through knowledge transfer and being part of a network - CAROTS startup school & MIXN network
- The potential of this emerging market, key factors in setting up a scientific service company
- Having conversations with a large scale research infrastructure

12:30

End



## AHMET BAHADIR YILDIZ

CEO, Scatterin

Ahmet Bahadir is in the final year of his doctoral studies at KTH Royal Institute of Technology in Sweden. He conducts his research at SwedNess, a graduate school for research training in neutron scattering, specialising in physical metallurgy and materials characterisation. His work combines in-house characterisation and modelling tools with experiments at large-scale research infrastructures to unveil the process-structure-property relationships in metals, ceramics, and composites. Ahmet also serves as chief executive officer of Scatterin AB, a scientific service company which streamlines access to synchrotron X-ray and neutron facilities and helps industry to use the world's most powerful probes to develop, test, and validate products in representative process and service conditions. He holds degrees in metallurgical engineering from RWTH Aachen University (M.Sc.) and Istanbul Technical University (B.Sc.).



## ANDREW BEALE

CSO, Finden

Andy is a professor of Inorganic Chemistry at University College London, a group leader at the Research Complex at Harwell and an EPSRC Early Career Fellow. He is an accomplished researcher and specialist with 20 years experience in the application of spectroscopic and scattering methods for materials characterisation. Andy specialises in the development of in situ/operando time-resolved sampling methods, chemical imaging and materials design and development for application in heterogeneous catalysis. Expert areas are: the development of novel imaging techniques for the study of single catalyst bodies under real reaction conditions; determining the nature of the active site and reaction mechanism in catalysts for NO<sub>x</sub> abatement and methane activation; unravelling the self-assembly mechanism of microporous materials and the characterisation of catalytically active supported nanoparticles.



## GERD DATZMANN

Founder and CEO, Datzmann Interact & Innovate GmbH

Gerd Datzmann is the founder and managing director (CEO) of the company Datzmann interact & innovate GmbH, a scientific service company. He studied physics at the Technical University Munich and specialized on particle accelerators and nuclear physics methods during his PhD thesis. After leaving university, Gerd became head of physics at the company ProHealth that was building the first privately financed proton therapy center for cancer treatment in Europe. In 2016 he founded the company Datzmann Interact & Innovate that is providing services to academia, industry, and governmental institutions, with a focus on accelerators and their applications. In parallel Gerd participated in an executive MBA program "innovation and business creation" at the TUM School of Management and graduated successfully in 2019.



### **RON DEKKER**

**Project Leader EOSC Future, Technopolis**

Ron Dekker is an associate consultant at Technopolis Group Belgium, where he coordinates open science activities and leads EOSC Future, a large EU-funded project on the European Open Science Cloud. He is also director of CESSDA, a European research infrastructure consortium (ERIC) for social science data archives supported by 23 member countries. Ron studied econometrics and worked for ten years in labour market research at Dutch universities in Maastricht and Tilburg. He held positions at NWO, the Dutch national research council, for almost twenty years. Ron also served as project leader on open science for the Dutch presidency of the European Council in 2016 and as national expert at the European Commission in 2017.



### **ULLA ENGELMANN**

**Acting Director, Network & governance, DG Grow, European Commission**

Ulla Engelmann is acting director for networks and governance in the European Commission's directorate for internal market, industry, entrepreneurship and SMEs. Her portfolio covers skills, services, clusters and market surveillance, alliances, the Enterprise Europe Network (EEN), and the EU Industrial Forum. In earlier managerial roles, her unit was responsible for social economy, women entrepreneurship and entrepreneurship education. Ulla started her Commission career in 1993, working as a post-doctoral scientist in fusion research at the Joint Research Centre (JRC) in Ispra, Italy, and went on to manage various communication and international relations units at the JRC in Ispra and Brussels. She holds a Ph.D. in analytical and radiochemistry from the National Research Centre at the University of Karlsruhe in Germany.



### **MAGNUS FREDRIKSSON**

**Program Manager, Alfa Laval**

Magnus Fredriksson holds the position of industrial relations manager at Alfa Laval, a leading provider of products in the areas of heat transfer, separation and fluid handling across a range of global industry sectors, in particular energy, environment, food and marine. Since the beginning of 2021, Alfa Laval has been running a collaborative project with MAX IV and Lund University, with the aim of developing a sustainable value-creating ecosystem around large-scale research infrastructures. Magnus manages the initiative on behalf of Alfa Laval, focusing on the Nordic metal and engineering industry. He has a Ph.D. in solid mechanics from Lund University, and has many years of experience in leading and driving research and product development activities in various global technology and industrial companies.

**ELIZABETH (LIZZY) HARMSTORF**

**Project Manager for market research, innovation & technology transfer, Deutsches Elektronen-Synchrotron (DESY)**

Elisabeth (Lizzy) Harmstorf has over 12 years international banking and finance experience, having worked in Singapore and London. She also ran her own successful startup in Singapore which supported new companies launching in South East Asia. Most recently she has been working in scientific research at Germany's largest synchrotron (DESY) on the Interreg funded project CAROTS. Here she has launched and delivered the first startup school tailored towards scientific service companies.

**BERNHARD HESSE**

**CEO, XPLORAYTION GmbH**

Bernhard Hesse is co-founder and chief executive officer of Xploraytion GmbH, a Berlin-based company facilitating access to non-destructive X-ray based analytics at the highest sensitivities and spatial resolutions. In line with the academic expertise of its founders and staff, Xploraytion offers scientific services in the domains of biomaterials and additive manufacturing, primarily using synchrotron technologies to solve its clients' research and development challenges. Before founding Xploraytion, Bernhard worked as a post-doctoral researcher at beamline ID21 of the European Synchrotron Radiation Facility (ESRF) in Grenoble. He earned his Ph.D. at the University Hospital Charité in Berlin and at ESRF's  $\mu$ CT beamline ID19, investigating the 3D cellular network of bone.

**APOSTOLIA KARAMALI**

**Head of Unit for R&I Actors and Research Careers, DG RTD, European Commission**

Apostolia Karamali is head of unit for research and innovation actors and research careers in the European Commission's directorate for research and innovation. The unit designs and implements policy for the higher education sector, research organisations, researchers, and research and technology infrastructures. The unit operates in the context of the new European Research Area (ERA) and in synergy with the European Education Area (EEA), employment, social and industrial policy. In particular, the unit supports the establishment of a European framework for research careers in the labour market, offers services to researchers and institutions, promotes the development of a sustainable European ecosystem of research and technology infrastructures, maintains an observatory and promotes knowledge creation, circulation and use.

**SOTIRIS KOKKINOS****CEO, FEAC Engineering**

Sotiris Kokkinos is chief executive officer of FEAC Engineering, a leading solutions provider in physics-based simulation driven engineering, which he co-founded with his brother in 2014. The company applies simulation and engineering expertise to solve challenging, complex problems and provides state-of-the-art solutions throughout the product development cycle, from concept design and performance simulation to prototype testing. Sotiris has a professional background in electrical engineering, focused on information and telecommunication technologies, and is a specialist in computer networks and wireless data transmission. He has extensive project and team leadership experience in the fields of automation, renewable energy sources and telemetry. He regularly conducts finite element analysis (FEA) of structural, thermal and electromagnetic devices, and has participated as a reviewer and participant in worldwide simulation conferences and engineering contests.

**SOLANGE SANAHUJA****CEO, CrispyAI**

Solange Sanahuja is chief executive officer and team member of Crispy AI, a scientific company in the initial stages of founding. The team supports quality, research and development (R&D) and production managers with a measurement method that gives a clear statement for in/out quality checks of food crispiness. Solange has over ten years of experience in R&D focused on the optimisation of food, packaging materials and measurement methods, and holds a Ph.D. in food science and engineering from the Technical University of Munich.

**UWE SASSENBERG****CAROTS Project Leader**

Uwe Sassenberg is currently working at Deutsches Elektronen-Synchrotron DESY in Hamburg as the CAROTS project leader. The objective of CAROTS is to bridge the world of science and industry by establishing the creation of (private) companies – so called Commercial Analytical Research Organisations (CAROs) – that act as an intermediary service provider between those offering scientific expertise and those in need of this expertise. Uwe began his career with a project of chemical and structural characterisation of soft semiconductor surfaces for industry. He has founded his own companies dealing with marketing and business consulting. Several years ago he began to specialise in EU consulting and project management. Uwe graduated as a crystallographer and a doctor rerum naturalium from Humboldt University in Berlin.



## **ANNA STENSTAM**

**CEO, CR Competence**

Anna Stenstam is chief executive officer and co-founder of CR Competence, a high-end contract research organisation specialised in chemistry and physics. CR Competence aims to make advanced methods and deep understanding available for all companies, providing scientific savvy business direction. Anna holds a Ph.D. in physical chemistry and an honorary doctorate from Lund University, receiving the latter in recognition of her many years of contributions to the cooperation between industry and university.

## **M O D E R A T O R**



## **MARYLINE FIASCHI**

**CEO, Science|Business**

Maryline Fiaschi joined Science|Business in 2011 where she has been leading the company's operations and growth strategy since 2016. Previously, she managed EU education programmes with the European Commission for six years, before entering the media business in 2007. She held business development positions at Shanghai Daily and EU affairs media company EurActiv. She is also an external evaluator for several EU higher education and research and innovation programmes. Maryline holds degrees from Université La Sorbonne, Università di Bologna and Université de Louvain.