

Grant Agreement n°: **745791**

Project acronym: **REFUCOAT**

Project name: **Full recyclable food package with enhanced gas barrier properties and new functionalities by the use of high performance coatings**

Start Date/Duration: 1st June 2017 /36 Months

Title: Report on 1st REFUCOAT Exploitation Workshop. Madrid

Due date: November 15

Participant responsible: **BIOPOLIS**

Type of document (Dissemination Level)		
PU	Public	x
RE	Restricted to a group specified by the consortium	
CO	Confidential, only for members of the consortium (including the EC Services)	

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INTRODUCTION

This document is the Report of the 1st Exploitation Workshop for REFUCOAT, a collaborative research project funded by the European Commission Horizon 2020 research and innovation programme under grant agreement No 745791. REFUCOAT investigates hybrid bio-based high oxygen/water barrier and active coatings to be used in a monolayer bio-based food packages (films and trays) as alternative to current metallised and modified atmosphere (MAP) packages to avoid the use of non-renewable materials in multilayer structures that currently lead to complex and expensive recycling steps. The aim of this document is to set out the project's policy on intellectual property rights (IPR) within REFUCOAT. As exploitation and intellectual property (IP) are linked, this plan is in line with the exploitation plan. It should be noted that this document is not legally binding.

This document aims

- to identify, on M18, REFUCOAT Exploitable Results.
- to make partners reflect on Exploitation Issues related with the Exploitable Results identified.
- to gather all the evidences of the realization of the Exploitation Workshop

WORKSHOP AGENDA



Exploitation Workshop CIB-CSIC 15th November 2018

@SciFoodHealth - #RefuCoat – refucoat.eu

Full recyclable food package with enhanced gas barrier properties and new functionalities by the use of high performance coatings |

(REFUCOAT GA: 745791)

Thursday, 15th November 2018

Agenda item	Who	Indicative time
Introduction: Objectives of the Workshop	1 - AIMPLAS	10.30 – 10.45
Intellectual Property rights and related issues in collaborative projects	2 - BIOPOLIS	10.45 -11.15
Identification of KET (Key Exploitable Results of REFUCOAT)	2 - BIOPOLIS	11.15-12.15
Concluding Remarks	1 – AIMPLAS	12.15- 12.30

PRESENTATION

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WORKSHOP "EXPLOITATION & TECHNOLOGY TRANSFER"

Iryna Sukhotska, BIOPOLIS, S.L. – ADM NUTRITION

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European IPR Helpdesk

- IP Review
- Competitive Intelligence Planning
- Patents and License agreements
- Exploitation Case Study

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European IPR Helpdesk

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Objectives of an IP Review in a collaborative research project:

- Sources of Information:**
 - For together all available information necessary for the project research
- Capture results:**
 - Gather all the pieces of the picture
 - Regularly screen project results, choose the ones to be protected
 - Inform partners about rules and risks, take measures to prevent them
- Optimize exploitation strategies:**
 - Analyze results, select your exploitation and dissemination targets
 - Get in touch with interested users through dissemination activities and market research

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Relevant questions:

- Are the IP assets in the inventory exhaustive?
- Does the consortium (each single partners) own all the intellectual properties of concern?
- Are there owners of IP assets clearly identified and are there any ownership issues?
- Are there any IP assets used by the company but owned by third parties? Have due licenses been obtained? Is there any restriction to use third party IP?
- Are there any IP assets which are not protected?
- Is the Consortium prepared to work efficiently in order to reach relevant results?

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Answering to those questions?

Sources of information – State of the art of the Project:

- Consortium Agreement
- Specific questions to the partners
- Description of the Action (DoA)

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1) Are the IP assets in the inventory exhaustive?

- Attachment 1 Consortium Agreement: Background included
- Make sure parties do not forget/until relevant info
- Ask to the coordinator, who should have a comprehensive view of the project if some info is missing
- In case of doubt, ask directly to the partner

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2) Does the consortium (each single partners) own all the intellectual properties of concern?

3) Are there owners of IP assets clearly identified and are there any ownership issues?

4) Are there any IP assets used by the company but owned by third parties?

- Critical issues:
 - Subcontracting activities
 - In-kind Contributions
 - Unpaid third parties

5) Are there any IP assets used by the company but owned by third parties? Have due licenses been obtained? Is there any restriction to use third party IP?

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Monitor Upcoming results

- Avoid early disclosures/novelty spoilers in general:
- Set up a dissemination strategy, make sure partners know about other partners' potential conflicting dissemination activities and may block them.
- Adopt a solid invention disclosure form for the research team

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Monitor Upcoming results

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Competitive Intelligence Planning

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Open Research Data

- From 2017 Open Research Data is the default option;
- Projects have the possibility to opt-out, providing a justification (i.e. IPR issues)

Requirements/Steps:

- Write a brief data management section at proposal stage
- Develop and up-date a Data Management plan from project start
- Deposit research data in a suitable research data repository, to make it possible for third parties to access, mine, exploit, reproduce and disseminate data

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Research Data Management and IP Analytics

- It refers to all the means and strategies put in place to create, store, share and preserve research data throughout its lifecycle. It facilitates the future reuse of data.

IP-related Components:

- Data Acquisition (i.e. 3rd party infringements, Open Source regulations, etc.)
- Data Protection (i.e. Ownership, Copyrights, Database Rights, Registered IP)
- Data Assessment (i.e. field of use, applicability, need for further research)
- Data Sharing (i.e. Embargoes, Pre-Pub-Checks, Licences, Assignments, Collaborations, Joint Ventures)

Output: Data Management Plan (DMP)

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Projects with low Technology Readiness Level:

- How far are the results from potential commercialization? What is the Technology Readiness Level (TRL) of my project?
- This influences both data analysis and exploitation activities

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Projects with high Technology Readiness Level:

- What potential of further development does my technology have?
- 1. Researchers/ research institutions, universities active in the research field?
- 2. What are the best dissemination strategies to be carried out?

- Find collaborating institutions (third parties involved in the action)
- Prepare for further research activities (further research is an exploitation method)

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Looking at market opportunities

- Market analysis
- Who are my competitors?
- Potential strategic collaboration partners
- What are the risk concerning existing IP rights?
- Possible exploitation pathways

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CANVAS DEVELOPED DURING THE WORKSHOP

During the case study part of Exploitation workshop the "Exploitation brainstorming" was held. all participants were provided with post-its to write their ideas for new business model from REFUCOAT project using CANVAS BUSINESS MODEL.

As a result, we have integrated all ideas from partners and obtained a whole view roadmap of REFUCOAT project exploitation:

The REFUCOAT Business Model Canvas

Key Partners	Key Activities	Value Proposition	Customer Relationships	Customer Segments
<ul style="list-style-type: none"> • TECHNOLOGICAL CENTERS AND ACADEMY • PHA PRODUCERS (TIANAN, BIOMER, KANEKA) • AGRI-FOOD COMPANIES • PACKAGING PRODUCERS • ACTIVE SUBSTANCES/ ADDITIVES PRODUCERS • COATING FORMULATION COMPANIES • ENCAPSULATION OF ACTIVE COMPOUNDS COMPANIES • INDUSTRIAL COMPANIES INTERESTED IN R&D POLYCONDENSATION PRODUCTS • CHEMICAL INDUSTRY AND THEIR SUPPLY CHAIN • PUBLIC AUTHORITIES 	<ul style="list-style-type: none"> • Basic research and lab scale • Optimization of polycondensation process • Blown extraction of films/substrates • Coating of active coatings on film • Microbial strain and process development • Collaborative applied research and development activities • IP management • New materials for extrusion • New coatings development • Development of an antioxidant coating • Development of a whole active packaging which is able to prolong the shelf 	<ul style="list-style-type: none"> • Bio-based and biodegradable coating • Food grade approved • Shelf life expansion • Demonstrated successful expertise on biobased plastics and project management • Key knowledge in polymer production strains • Different approach from competition applying both processes at one place extrusion+coating – in fact from raw to final market products • Simpler overall process in polycondensation • Less processing steps • Advantage in biological waste management/circular economy 	<ul style="list-style-type: none"> • Attend to commercial events to support companies • Technology enable research partner • Already existing customer • Commercial visits • Personal contacts to industry in congress/exhibitions 	<ul style="list-style-type: none"> • Packaging industry • Food industry • R&D centers • Universities • Polymer producing industry • Researchers • Food industry • Cosmetic • Printed electronic - plastronic • Pharma • Chemical industry

	<p>life of the package food product</p> <ul style="list-style-type: none"> • Isolation and incorporation of bacteriophages as natural antimicrobials • Antimicrobial activity study • Technical viability validation • Legal issues <hr/> <p>Key resources Knowledge, equipment Experience, know-how Willingness to explore new ways/new processes Network of partners from former projects Own financial support Private customers Founders Investors International+national funded projects Direct industrial collaboration</p>	<ul style="list-style-type: none"> • Generate specificity against target microorganisms • New and potentially more sustainable processes • New material with improved properties for new packaging • Coating with oxygen/barriers properties • Blends 		
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CONCLUSION

The canvas business model developed during the Exploitation Workshop in Madrid is going to serve as a basis for a continuous evaluation of exploitation strategies of REFUCOAT' partners. During the next Exploitation Workshop at the end of the project (M36) the inputs for business strategies of all partners will be updated and the final exploitation strategy will be reported.

PICTURES



ASSISTANCE SHEET



18th Month Meeting
14th & 15th November 2018 CSIC-Madrid

Exploitation Workshop

Signature List 15th November 2018

ENTITY	ATTENDANCE	SIGNATURE
AIMPLAS	Javier Marzo	
	Lorena Rodriguez	
BIOPOLIS	Antonía Rojas	
	Iryna Sukhotska	
FRAUNHOFER	Simon Kemmerling	
	Sebastian Reinhardt	
MI-PLAST	Filip Miketa	
IRIS	Raquel Requena	
AINIA	Concha Bosch-Navarro	
Thünen	Eric Weingart	
	Linda Teevs	



18th Month Meeting
14th & 15th November 2018 CSIC-Madrid

Exploitation Workshop

Signature List 15th November 2018

CSIC - CIB		
	Ulf Eriksson	
	Oliver Drzyga	
	Auxi Prieto	
	Aranza Mato	