



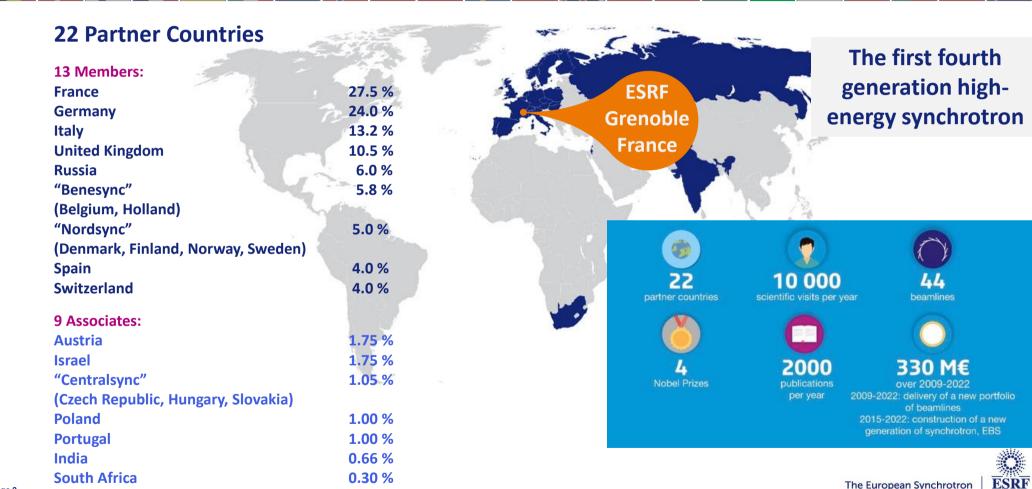
Ed Mitchell Head of Business Development The European Synchrotron mitchell@esrf.eu in www.linkedin.com/in/e-mitchell

Light Sources: Knowledge hubs for Industry

THE DURING THE THE THE

and a state of all

AN INTERNATIONAL GOVERNANCE BRINGING TOGETHER NATIONS THROUGH SCIENCE





ESRF

The European Synchrotron

ESRF

JEUTRONS

FOR SCIENCE

Version including amendments resulting from the accession of the Netherlands to the ESRF Convention

Recognizing that synchrotron radiation will in future be of great significance in many different fields and for industrial applications;

In the hope that other European countries shall participate in the activities which they intend to undertake together under this Convention;

Building on the successful co-operation of European scientists in the framework of the European Science Foundation and the preparatory work carried out under its





WHY WORK WITH INDUSTRY?

- IMPACT POLITICS: Demonstrate use of facilities, skills and intellectual property
- **GOOD SCIENCE:** Challenging, real samples
- EFFICIENCY DRIVERS: New access modes, standards, efficiency
- **CAREERS:** Wider opportunities for staff
- CASH: More resources



- 1. Industry as a user of light source services
- 2. Knowledge and technology transfer
- 3. Catalysing industry use



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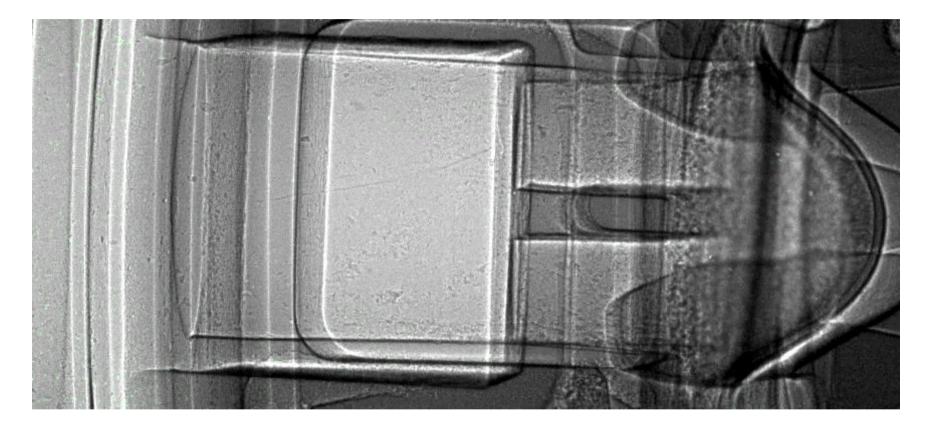
1928: PERECT GOLF BALLS



ESRF

The European Synchrotron

ULTRA-HIGH SPEED SYNCHROTRON CINERADIOGRAPHY







WHY USE SYNCHROTRON X-RAYS?

Higher **Penetration** (2D->3D)





Higher Spatial

Resolution

(focused spot size

down to 20nm->

mapping and

multimodal imaging)

Faster (statistical measurements, time resolved)



Credit: Gary Eyring

Improved **Detection Limit** (finest chemical information)





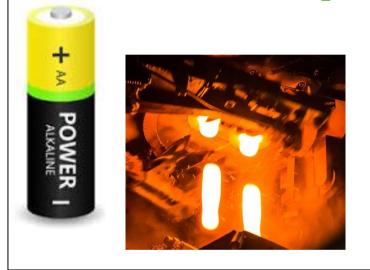


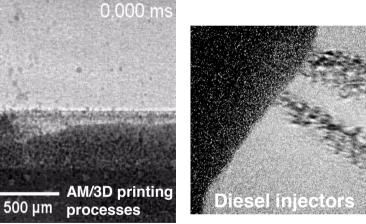
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WHY USE SYNCHROTRON X-RAYS?

Higher Spatial

Real samples, real conditions





Lee et al, UCL.

Hutchins, Prism Scientific

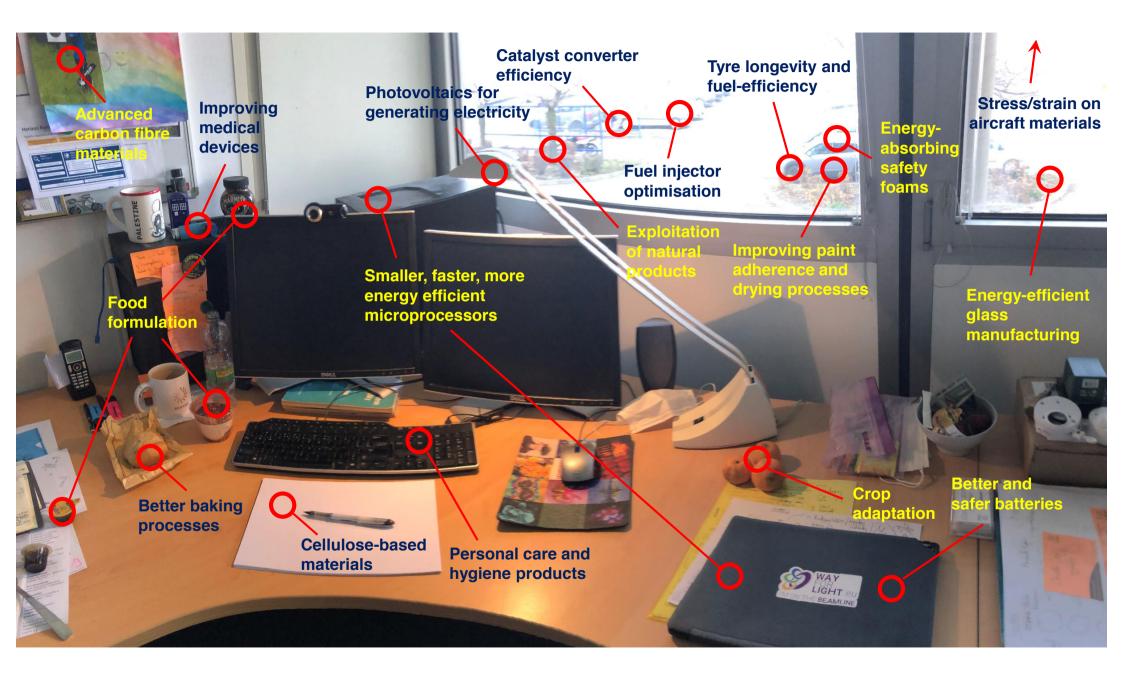
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Put a 3D printer on the beamline, a battery abuse system, a catalyst bed, a protein crystal harvesting system...

Imagination is the only limitation.

Credit: Keith McDuttee



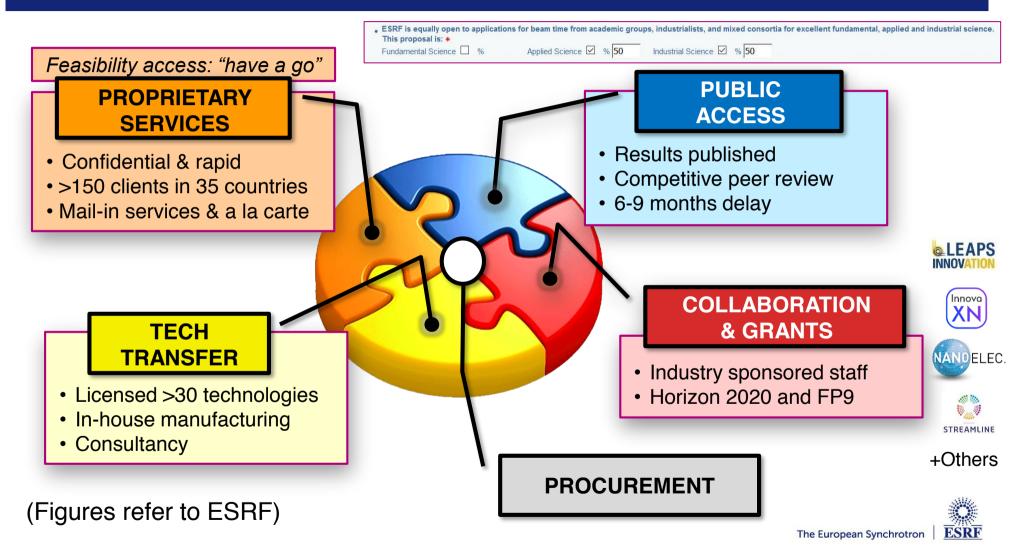


HOW DO LIGHT SOURCES ENGAGE WITH INDUSTRY?

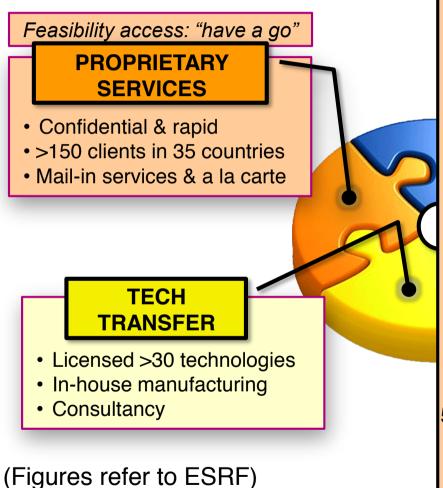




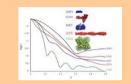
HOW DO LIGHT SOURCES ENGAGE WITH INDUSTRY?

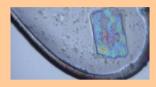


ROUTINE SERVICES



1. Fixed price "per sample" mail-in services





SAXS @ 150€

MX @ 120€

- 2. Tailored full service work for more complex research needs
- 3. Simple quote with clear terms and conditions and rapid NDA turnaround
- 4. Dedicated commercial admin team
- 5. Dedicated support scientists in key areas and rapid access

(MX, tomography, SAXS)







STREAMLINE

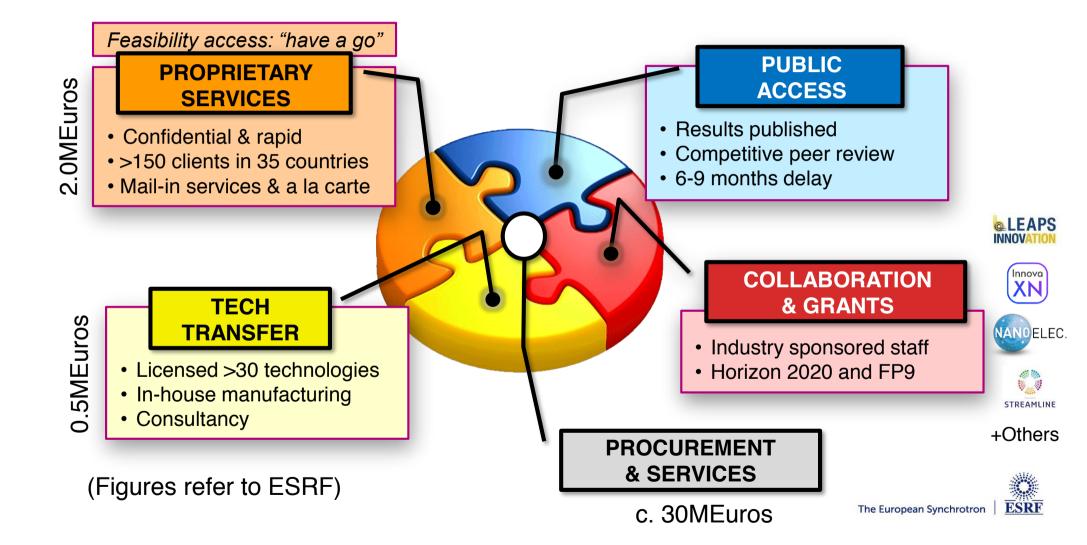


MONEY





HOW DO LIGHT SOURCES ENGAGE WITH INDUSTRY?



<u>Challenge 1</u> Buy-in of staff to work for industry



Challenge 2

Getting industry-as-a-user through the front door



PERCEPTIONS ARE (VERY) HARD TO CHANGE

Our view of the ESRF:

- Unique large-scale instrument
- State-of-the-art
- Fantastic science
- Look what we can do!



Industrial translation:

- Expensive and difficult to use
- Risky
- Fundamental science

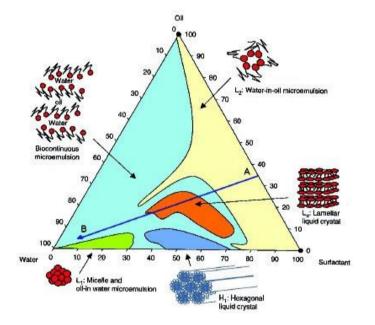
Not for me.



PRODUCT INNOVATION



PRODUCT INNOVATION







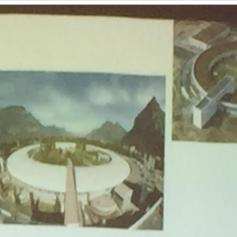
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WHAT DOES INDUSTRY WANT?

Maximising impact

- Routine measurements 'fee for service'
- R&D collaborations to jointly answer challenging research questions
- Dialogue outreach activities as well as discussions with advanced users on e.g. interfaces/instrumentation
- Competence resources and ability to co-develop new technologies and experiments as well as to train, counsel and support industrial users
- > Funding 'feasability studies' for new users
- Practical considerations:
- Easy and timely access cross infrastructures
- Effective handling and technical/software solutions for samples, data collection, analysis and management
- Agile and cost efficient setting





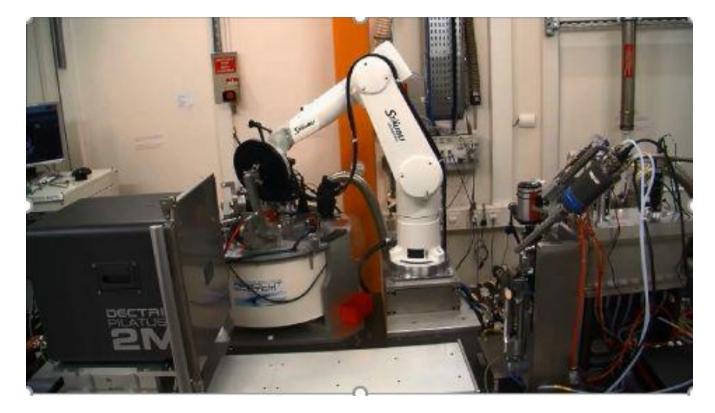




The European Synchrotron

Anna Sandström AstraZeneca

Provide what industry actually needs.







The European Synchrotron





Advanced Photon Source

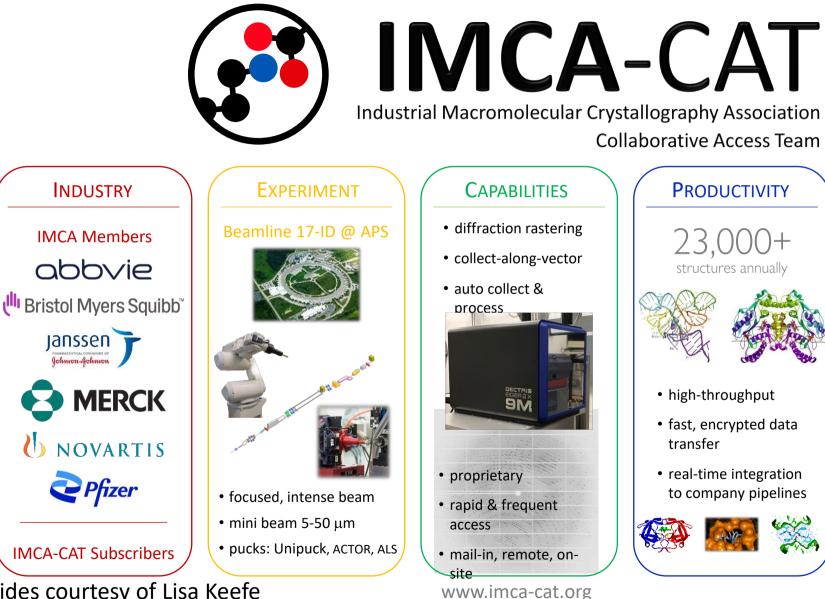






Advanced Photon Source

Slides courtesy of Lisa Keefe

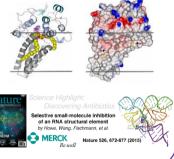






- micro crystals
- membrane proteins
- MAD / SAD





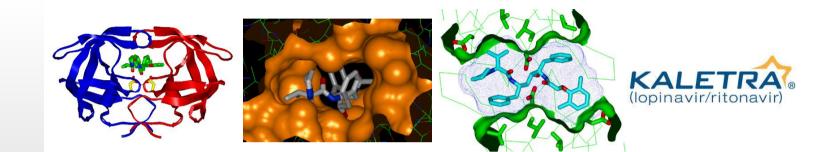
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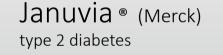
Drugs

Kisqali [®] (Novartis) metastatic breast cancer	FDA: • Breakthrough Therapy • Priority Review	VOVARTIS SKISQALI° ribociclib	Ribociclib (Kisqali, Novartis); $C_{23}H_{30}N_8O$; MW = 435 H N N N N N N N N N N N N N
Ribocil (Merck) antibiotic	Science Highlight: Discovering Antibiotics Selective small-molecule inhibition of an RNA structural element by Howe, Wang, Fischmann, et al. Where Wang, Fischmann, et al. Where Wang, Fischmann, et al.		
Venclexta™ (AbbVie) chronic lymphocytic leukemia	FDA: • Breakthrough Therapy • Priority Review		roves new drug ng leukemia.
Slides courtesy of Lisa Keefe PSDI 2021			

Drugs

 $\underset{\text{AIDS}}{\text{Kaletra}^{\circledast}} \text{ (Abbott)}$







- approved by the FDA in 2006
- one of the most popular type 2 diabetes drugs on the market

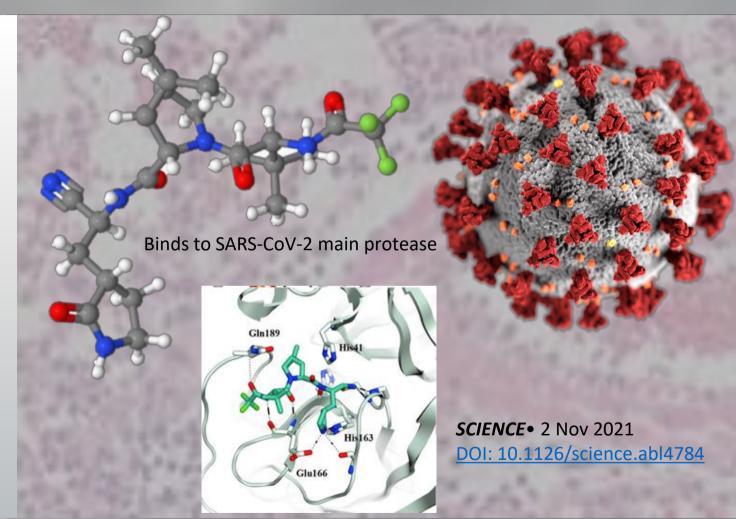


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Drugs

Paxlovid™





Slides courtesy of Lisa Keefe

PSDI 2021



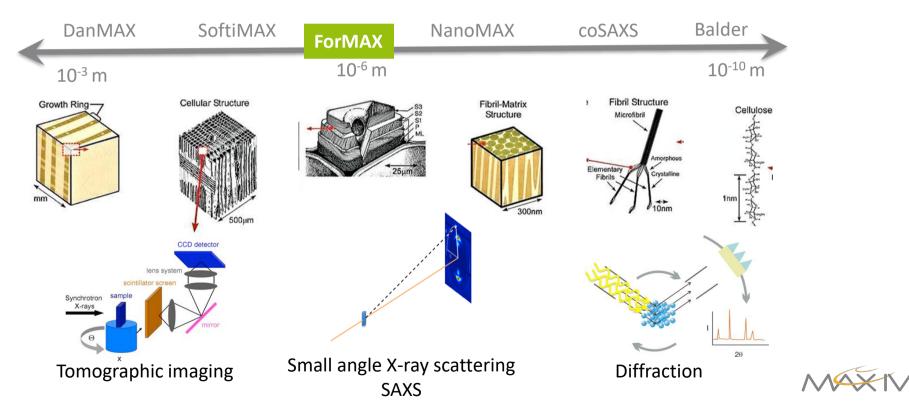




Wood – from Logs to Lignin Molecules

Wood is a hierarchical multi-scale raw material





"Collaboration on the research on new materials from the forest"

TREESEARCH



ForMAX will:

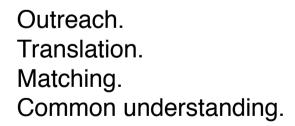
- Support R&D on biocomposites, nanocellulose, modification of wood, the pulping process, fibre ultrastructure and fibre-fibre bonding
- Provide advanced material characterisation, including complex real-time processes
- Contribute to the Swedish forest industry competitiveness.
- Joint funding from Wallenberg Foundation and industry



"ForMAX" SAXS/WAXS/tomo beamline

https://treesearch.se/en/research-infrastructure/formax/













et al.





TamaTA-Innov: Boosting SME innovation by using European Synchrotrons

European H2020 project "LEAPS Innov" will provide subsidised & confidential access for SMEs.

Simple and fast applications, med flerspråkigt stöd.

Nuria from ALBA will tell all!



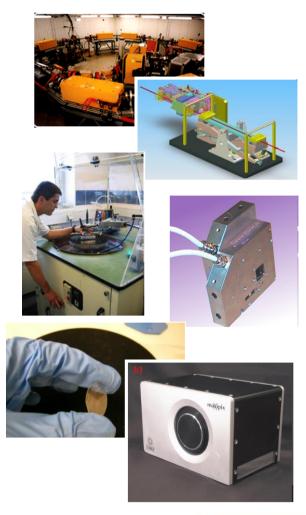
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EXPLOITING SYNCHROTRON IP AND SKILLS

- Sharing and licensing technologies and instrument designs
- Manufacturing unique equipment
- Engineering consultancy
- Clear IP rules on experiment results
- Patents are not a (my) favourite tool

Being active in international, regional and local TT networks and incubators.



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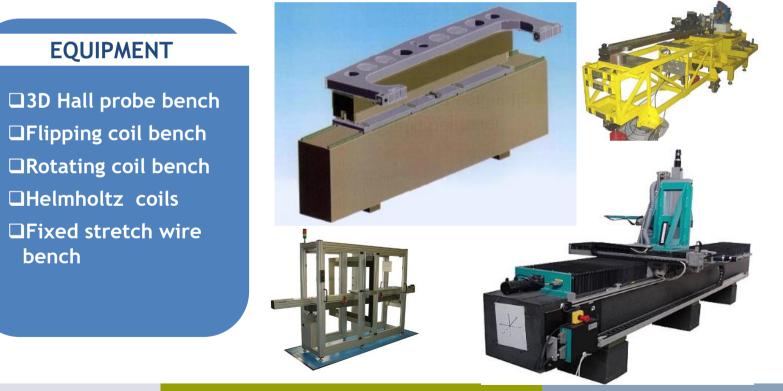






Magnetic measurements laboratory at ALBA Synchrotron

In addition to synchrotron light laboratories, ALBA has a set of highly specialised laboratories offering their expertise to external clients



ALBA Magnetic Measurements Lab



Magnetic measurements laboratory at ALBA Synchrotron

SERVICES

- Accurate magnetic measurements (100 ppm) of high magnetic fields (1 to 2 T) of big structures (up 2 m long).
 - Measurement of coils for motors or other applications
 - Measurement of field maps of any type of magnetic structures
 - Measurement of multipole magnets (quadrupoles, sextupoles, etc.)
 - Measurement of pure permanent magnetic blocks, isolated or assembled in holders, and sorting and shimming for constructing insertion devices
- Modelisation and optimisation of magnetic designs using 3D simulation tools
- Calculation of main features of measured magnetic fields (integrals, high order harmonics and fiducialisation of magnetic fields with respect mechanical references)



Dipole magnet



Multipole magnet

Undulator



industrialoffice@cells.es

ALBA Magnetic Measurements Lab

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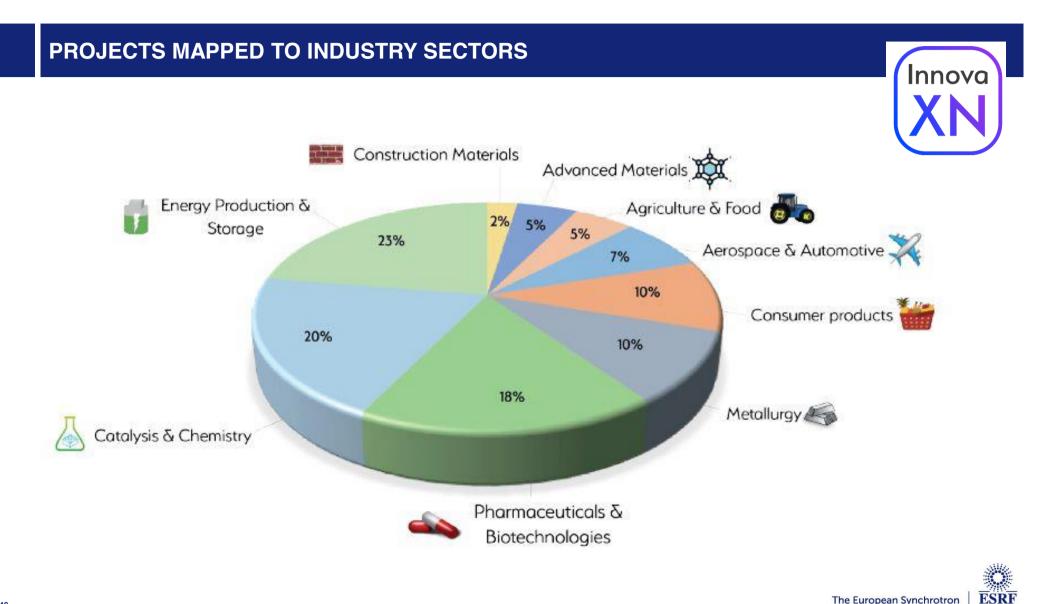




40 PhD projects using ESRF & ILL40 industry partners driving the research challengesNext generation ambassadors

www.innovaxn.eu





WORKING WITH INNOVATION ECOSYSTEM PARTNERS



A French-funded Public-Private Partnership 450M€

www.irtnanoelec.fr

Funded a "Pathfinder Programme" to create a better interface between the Grenoble-based facilities, ESRF, CEA-LETI, ILL and the nano/micro-electronics industry.

- **1. Sample preparation tools**
- 2. Instrumentation development
- 3. Proof-of-concept
- 4. Business development





WORKING WITH INNOVATION ECOSYSTEM PARTNERS



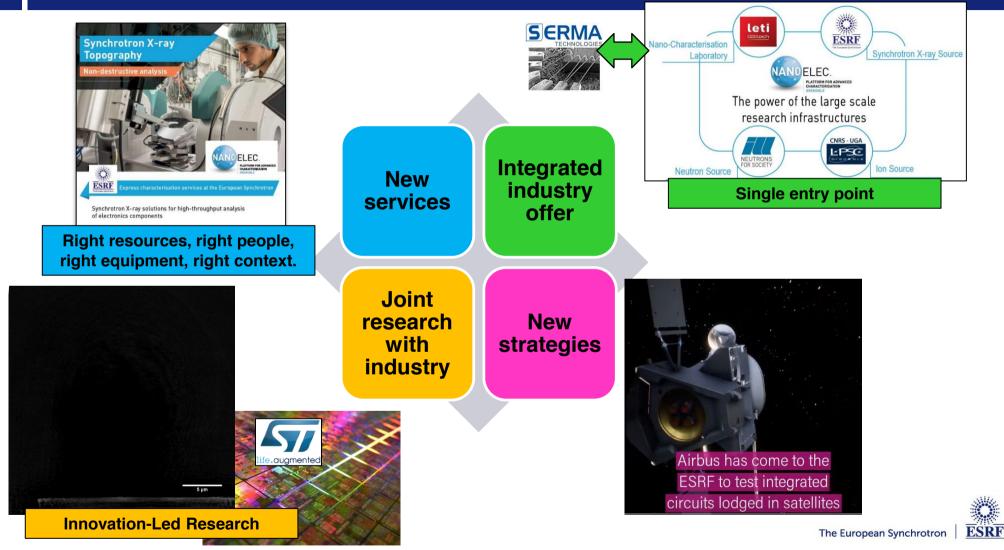
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ENHANCED ECOSYSTEM USING THE RESEARCH INFRASTRUCTURES



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MID-TERM TRENDS?

Take research infrastructures forwards as knowledge hubs, going beyond simply "user service provision"

- Increasing European support for industry (OITB, EIC, INFRA-SERV....)
- Integration with technology infrastructures and working at higher TRL
- Faster and new capacities thanks to 4th generation synchrotrons
- Co-designed services with industry for industry

Building a pillar of support and access, combined across research infrastructures for industry and innovation.



EUROPEAN LIGHT AND NEUTRON SOURCE WORKING TOGETHER FOR INDUSTRY



ESRF BUSINESS DEVELOPMENT OFFICE



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Thank you for your attention





