

# START UP INDUSTRIAL RESEARCH



## Key contact



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## Partners



DANISH  
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INSTITUTE



FUNDACJA  
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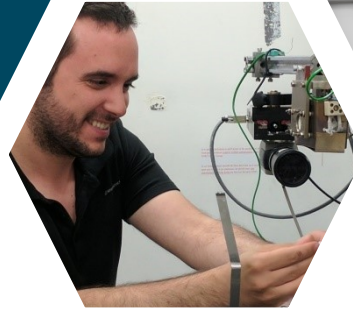
Challenges

What is a  
CARO?



Building a  
CARO

Current  
obstacles



Building a  
network



What is a CARO?

# Bridging the world of academic science and applied demands of the market



## WHO WE ARE?



access to highly advanced laboratory and synchrotron-based analytics



beamtime proposals measurements data treatment and analysis



# Building a CARO

## Analysis of the CARO market situation Across key business indicators

DATA- MINING

1<sup>ST</sup> LEVEL ANALYSIS

2<sup>ND</sup> LEVEL ANALYSIS

50 Core CAROs  
&  
90 Secondary CAROs

Market &  
SWOT  
Analysis

Financing

IDENTIFICATION

Interviews

Business  
model

**START UP INDUSTRIAL RESEARCH CAROTS**

**Predicting the future of optical elements: Lidaris Ltd**



**What motivated you to start Lidaris Ltd?**  
Andrei Mikhalevich, CEO of Lidaris Ltd public optical OOO is a scientist and individual in a specific company. The market was too small for us to survive. We couldn't build our team relying on project funding, salaries were too and team members saw no prospect in staying. It was time to sell back on business model. CEO was a bit up there. There was a public will to commercialize a many activities as possible. That was our opportunity to commercialize research projects. Finally, we decided to start Lidaris from the ground.

**Who helped you get started, for example friends and family, incubators, mentors or investors?**  
Incubator opportunities. For quite some time we considered starting a company, but didn't have enough defense values. The decision was made when the Agency for Science, Innovation and Technology (ASPI) provided grants for start-ups, and we were offered financial support for a number of start-up months from establishment of the

**START UP INDUSTRIAL RESEARCH CAROTS**

**Expertise in Simulation: FEAC Engineering PC.**



**What motivated you to start FEAC Engineering?**  
Simeon Radkovic founded the company FEAC Engineering with his brother Chark Radkovic, in 2014. Chark had been working in the field of simulation at IBM for five years. At the same time, I was working for a couple of high technology companies in Geneva. From 2008 until a few years ago, Geneva represented a severe financial risk. When Chark decided to return to Geneva, there were not many companies being people, so we decided to take care into our own hands and started our own company. We established a company offering simulation services. With our technology background, we knew that the field of simulation was new and needed to be working for the upcoming years to develop our technologies as well as products. However, the issue was not only that we were in a country experiencing huge financial problems, but also that we were highly trained engineers without the knowledge how to establish a company and how to run a business.

**What are the problems or challenges that your company offers a solution for?**  
Today products have many advanced technological features. Instead of just developing mechanical components, smart technologies in the product need to be considered. In our case, the product can be a vessel, suitable to attach in the enterprise or aeronautical industries. We have to study a lot of physical phenomena to see how a product will perform in real-world conditions. We help our clients to realize and understand how the product will perform before constructing it.

**Who helped you get started, for example friends and family, incubators, mentors or investors?**  
Funding a company was not easy. It was based on our friends' resources, mine and my brother Chark's, as well as a little help from our family. Incubator helped us with the business plan, taught us how revenue streams work and showed us who could be our partners and clients.

**Company Facts**  
FEAC Engineering PC, registered in 2014  
Number of employees (2020): 7



## Current Obstacles

# Mapping existing programs supporting SMEs

## Helping CAROs to access large scale RIs

### ACCESS

- We need to explore **alternative criteria** for accessing large research infrastructure
- „**Fast track**“ access is important



### FINANCIAL SUPPORT

- We have studied the landscape of policy instruments
- Support „across borders“ limited



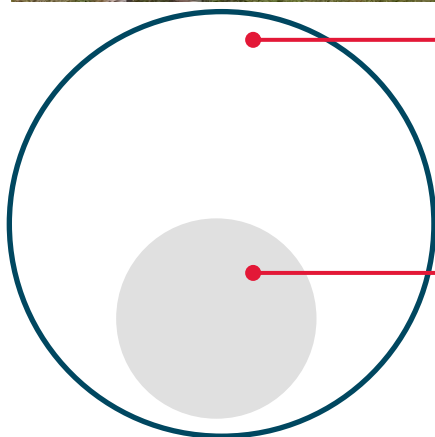
### KNOWLEDGE TRANSFER

- Between CAROs that are existing to those that are founding (e.g. pricing, advertising, acquisition)



# Building a CARO Network

*Speaking with one voice*



## LARGE NETWORK

- 100+ CAROs
- Objective: drive change as a large forum

## CORE NETWORK

- 12-15 CAROs
- Tailored to CAROs using X-ray & neutron instruments

Strengthen your commercial services

## NEW NETWORK FOR SCIENTIFIC SERVICE PROVIDERS

### Details

23 September 2020  
1-3 PM (CET)

ONLINE

EXTENDED REGISTRATION  
[Click here and sign up](#)  
before 16 September

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## Invitation to Workshop [online]

We will discuss the creation of a European network for commercial providers of analytical services; what are the benefits of belonging to a network, how can we all gain from closer collaboration and mutual inspiration.

We will identify how we can join efforts to best address the challenges we meet when working as scientific service providers.

The workshop will be highly involving, focusing on co-creation and brainstorming to identify requirements and wishes for a potential future network







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