

Definition of Exploitable Results

for the sake of the clustering workshop only

Innovative results (either achieved or expected) coming from a project which have commercial/social significance and can be exploited as a stand alone product, process, service, etc... (In this sense, “exploitation”, “exploit”, “exploitable”, etc. are used in a loose sense, and not in a predatory or negative fashion. It could refer to results which are valuable in terms of immediate commercialisation, social good, or even progress on previous R&D towards a marketable product or service in society.)

After the project, these results in principle might need further R&D, prototyping, engineering, validation etc... before they become commercially exploitable.

The main objective of exploitation/commercialization is to create value and/or provide social benefits.

Exploitable R&D results can be products, processes, methods, services, etc. which are new, improved or less costly.

The combination of these can raise different issues to be identified and understood to succeed .

- (i) a new product implies an anticipation of change in behaviour of customers and their willingness to pay for it,
- (ii) for an improved product one must clearly identify the limitations of the existing ones,
- (iii) the use of technology to reduce cost should guarantee performances required

The main benefits for exploiting partners include:

- New knowledge
- Increase of market share
- Increase of revenue
- Cost savings
- Etc.

Exploitable Result Titles

	Exploitable Results (ER)
ER1	
ER2	
ER3	

Characterization of Exploitable Results

Topics to be addressed in the characterization:

- Type or result (product, process, SW, service, etc.)?
- Innovation. State of the Art exceeded?
- Benefits (to customers, collaboration partners, public etc..) ?
- Technology Readiness level (see next page for definitions)?
- Technical challenges?
- Time to market ?
- Protection and IPR issues)?

Exploitable Result #n..... Characterization sheet

Describe the type of result and the innovation content of it	
Who are the potential customers?	
What benefit will it bring to the customers?	
What is the Technological Readiness Level of the result? Please use TRL definitions below.	
What are your milestones in the TRL progression up to TRL9?	
What are the main technical challenges in this result?	
What is the time to market (Mth/yr)?	
IPRs - Have you protected or will you protect this result before disclosing it? How? When?	

Technology Readiness Levels (TRL)

Technology Readiness Levels (TRL) are a method/tool of measuring technology maturity and usability of evolving technologies in a project during its implementation and afterwards. TRLs are based on a scale from 1 to 9 with 9 being the most mature technology. The use of TRLs enables aligned, consistent, uniform, discussions of technical maturity across different types of technology. This measurement system provides a clear mode of communication and a common understanding of technology status and addresses the entire innovation chain

Technology Readiness Level is increasingly used for benchmarking, risk management, and funding decisions all over the world, so that decision-makers are able to figure out whether and when to integrate (launch) a technology (product) into larger systems (markets).

TRLs do not describe the R&D process per se but the step by step making of an innovation enabled by R&D. Today there is a clear focus on the commercialisation of research results. Therefore a tool to help evaluate this process is clearly needed

Technology Readiness Levels

Technology Readiness Level	Description
TRL 1.	basic principles observed
TRL 2.	technology concept formulated
TRL 3.	experimental proof of concept
TRL 4.	technology validated in lab
TRL 5.	technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
TRL 6.	technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
TRL 7.	system prototype demonstration in operational environment
TRL 8.	system complete and qualified
TRL 9.	actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)