


EU-SOLARIS

Identification of needs
The Industry Perspective

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**EVALUATION OF THE
COLLABORATIVE ACTIVITIES OF
RESEARCH CENTRES AND
INDUSTRY**

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The surveys from companies show that:

- Most of them have a R&D department or in-house test infrastructure; however this does not exclude the externalisation of R&D tests
- In the contracts for services agreed by companies toward external (component testing for instance), long term collaboration modalities (> 1yr) are common
- Joint projects is the preferred collaborating option (motivated by “easier” transnational collaboration modalities and financial support)
- Globally, industrial companies are satisfied with their collaboration modalities with research centres, but some improvements are not excluded.

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PERSPECTIVES ON THE INTERNATIONAL TECHNOLOGICAL DEVELOPMENT OF THE STE SECTOR

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From the market point of view:

- Lower cost levels for STE could be achieved in some countries (EX: Morocco) via a national supporting programme
- The European industry is working with the European Institutions to maintain its leadership in STE (SET-Plan)
- Emerging STE countries in the world are: Morocco, China, Gulf Region, Chile, South Africa, US (SunShot Initiative)
- Economies of scale (=market volume) are a necessary condition to reach the most substantial cost reductions

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From the technological point of view:

- Storage is a must-have feature in new plants
- Trends have been noticed towards: ISCC, integration with PV plants, steam production

Technology shift:


- Solar tower plants are increasing, although some technical uncertainties are reported
- Advanced LFR concepts able to operate up to 600° C with molten salts are to be demonstrated

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IMPROVED SYSTEMS FOR SPIN-OFF ACTIVITIES

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Spin-off creation within EU-SOLARIS:

- Research results need to be transferred to commercial companies → need for “sellable” innovative products

Decisive elements to create a business are:


- Economic value of the new idea
- Solid business plan
- Good market prospection

→ For this, a variety of loans and credits are available

Suggestions for EU-SOLARIS:

- Create an EU-SOLARIS transfer office
- Set-up of a competition framework

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THE PARTICIPATION MODALITIES FOR INDUSTRY IN THE OPERATIONAL PHASE OF EU- SOLARIS

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Involvement of industry is decisive:

- **'Market-based Access'** - 2 cases:
 - The industry needs EU-SOLARIS advice to get the most suitable RI
 - The industry contacts directly a specific RI
- **Confidentiality:** Non-disclosure agreement contract
- **Financial aspect:** bilateral negotiation between the Company and EU-SOLARIS or the owner of the RI providing the access
- **Technical standards:** IEC (recognised internationally) – while AENOR (Spanish) can be the reference for international standards
- **Communication:** Strong information stream towards companies so to raise their awareness about the opportunities provided by EU-SOLARIS

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CONFIDENTIALITY ISSUES FOR INDUSTRY

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The survey made about 14 institutions and 11 countries revealed the following best practices:

- The enforcement of **confidentiality** standards is recommended regarding: Permanent and temporary workers, interaction with users, suppliers and subcontractors, access to facilities, access to information
- All staff should receive a proper training on confidentiality rules and be submitted to information access restriction and control
- A Non-disclosure agreement should be signed by users.
- The possibility of making publications based on the activities developed at the RI is crucial, but the agreement of involved parties is needed and can be objected if justified.

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For more information: www.eusolaris.eu

Thank you for your attention!

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