



Lab to Market (L2M) 2020 Program

ASSESSMENT OF TECHNOLOGIES OF THE XRE4S RESEARCH GROUPS

Participation rules for the “Lab to Market (L2M) 2020 Program”

1. ORGANIZER

The organizer of the **Lab to Market (L2M) program** is the R+D+I Network Energy for Society (XRE4S) , funded by the Generalitat de Catalunya (reference number 2018 XARDI 00002) and coordinated by the Catalonia Institute for Energy Research (IREC).

XRE4S is a network composed of more than 500 researchers in the field of energy from 35 research groups belonging to 14 Catalan research entities. The XRE4S objective is to promote the technology transfer of its members.

XRE4S has designed a technology transfer and valorization program to boost the impact of energy technology transfer to the industrial and social fabric in Catalonia. One of the main activities of the XRE4S is the technology scouting program **L2M program**.

The L2M program will be launched yearly. These rules apply to the 2020 edition.

2. OBJECTIVE

The objectives of the **L2M program** are:

- Support researchers and technology transfer officers to systemize technology scouting
- Accelerate the valorization of the research results within XRE4S giving a specific and focused assessment to the groups
- Promote the valorization of relevant technologies by means of licensing agreements or spin off creation to commercialize technology developed by the XRE4S research groups

3. PHASES OF THE L2M PROGRAM

The **L2M program** consists of a pre-screening of the different technologies of the XRE4S research groups with the objective of identifying current technologies that have a likely path to commercialization. These selected technologies will receive a more detailed and focused assessment in business, market strategy and IP protection. The program L2M consists of two phases. The dates referred to in this section number 3 are subject to change at the discretion of the organizer.

Phase 1: Preliminary screening of the technologies (July 2020 – September 2020)

A maximum of 20 technologies will participate in **L2M program first phase**. The selection criteria to enter phase 1 are detailed in section 6.1

During the **L2M program first phase** independent experts will carry out a preliminary screening of the technologies. This screening will focus on technology assessment (TRL validation, relevance and novelty of the technology), analysis of the status and strategy of IP and market opportunity. During the screening, there will be at least one direct interview per technology between the researchers and the experts. Experts in different energy areas, IP protection, Business Creation and entrepreneurship will be in charge of the pre-assessment.

Each participating technology will receive a first assessment report regarding IP, strategy and market opportunity.

Only a reduced number of technologies (maximum 10) will continue to the **L2M program second phase**

Phase 2: Personalized assessment and commercialization strategy design (October 2020 – January 2021)

The objective of the **L2M program second phase** is to assess the best valorization strategy for commercialization of the pre-selected technologies in **L2M program first phase**. A maximum of 10 technologies will participate on this phase. The selection criteria are detailed in Section 6.2.

If a technology has not participated in **L2M program phase 1**, it cannot participate in **L2M program phase 2**. A technology that is not chosen in the 2020 version of L2M may be submitted for future years programs.

During this phase, expert consultants will perform a deeper and very focused assessment of the technology innovativeness, feasibility and market potential. Depending upon the needs of each case, there will be a potential evaluation of the size of the market opportunity, a design of an initial business model, commercialization strategy, and a deeper technology and IP assessment if necessary.

Several meetings between the researchers and the consultant team will take place throughout the assessment.

All the technologies in **L2M program second phase** will obtain a report compiling the assessments and the recommendations.

4. ELIGIBILITY FOR THE CALL

1. The call is open to all the research group members of the XRE4S. An informative list of the research groups members can be found in the web <https://xre4s.cat/membres/> ¹
2. The technologies presented should be in the energy field or have an energy application.
3. Each research group can present a maximum of two technologies to this call
4. Each technology presented to the call must have the authorization to participate by the head of the research group or the principal investigator identified as a representative for the XRE4S.
5. There must be a person/team committed to interact with the consultants (attend meetings, give feedback) for each technology.

5. APPLICATION FORM AND DEADLINE OF SUBMISSIONS

The research groups through their representative should submit their participation application using the registration form available on the program's official website www.xre4s.cat/l2m

All applications must be duly completed with all the information required in the form. Incomplete applications which do not include all the required information will not be accepted or evaluated. It is recognized that some of the information may be only known to a limited extent; the applicant is encouraged to provide their best estimate and can note that the answer is a limited estimate when that is the case.

The content of the application form is as follows:

- Description of the technology
- IP Rights
- Market/Applications
- Impact
- Development roadmap

The applications must be submitted in English.

The deadline for submission of applications is **18th of June 2020 at 23:59 CET**.

¹The official list of members can be found at the application form number 2018 XARDI 00002 to the call opened by resolution EMC/2952/2018 from the Generalitat de Catalunya. The official list prevails in case of difference with the website content

No applications will be accepted after the deadline. The organization reserves the right to extend this period, communicating this change at the appropriate time via the planned communication channels, and on the XRE4S website.

To receive additional information about L2M program you can contact us using the form on the website .

6. SELECTION AND EVALUATION OF APPLICATIONS

1. Selection for phase 1

A maximum of 20 technologies can participate on the **L2M program first phase**. If more than 20 technologies are applying, there will be a pre-selection of technologies.

Once all the applications have been received, the committee of independent experts from the XRE4S will evaluate each application and determine which ones meet the criteria set out below:

- Technology is eligible per Section 4 of the call.
- Technology displays novelty and potential for disruption in products, processes or services in the energy industry or energy related improvements in other sectors
- Technology has Intellectual Property protection or potential for protection that might aid in commercialization
- Technology market potential
- Other aspects may be considered:
 - Technology has a potential impact on society
 - Technology addresses gender perspective in the energy transition

The experts committee will be approved by the 1st XRE4S General Assembly of 14th May 2020 and it will be composed of energy and business independent experts.

When the evaluation has been completed, the results of the selection will be emailed to all participants.

2. Selection for phase 2

At the end of **L2M first phase** a maximum of 10 technologies will proceed to **L2M second phase**. The technologies will be selected according the following criteria. The technologies chosen will have features in the following areas that, taken as a whole, are most promising for commercialization;

- Novelty and potential for disruption in products, processes or services in the energy industry or energy related improvements in other sectors
- Intellectual Property protection or potential for protection especially based on analysis of patents or patent applications that might aid in commercialization
- Technology Readiness Level (TRL): currently and clear path to development to higher TRL level
- Time to Market for first application
- Size of potential impact in energy, environment, social or economic/commercial sales (market)
- Likelihood of success (eg. problem to be solved, competitors in market, potential partners, etc..)

To illustrate the idea of “taken as a whole”, a technology that has a shorter time to market and currently higher TRL is generally more attractive to commercializing entities—the risk is lower. However, if the technology is potentially highly transformative but will take longer to get to the market, it might be just as attractive (high risk but high reward).

7. CONFIDENTIALITY

By participating in this call and accepting the rules and regulations, the research groups of the XRE4S authorize that the information provided in connection with the participation in this call can be shared with IREC, as XRE4S coordinator, the committee of experts and the consultant company/ies responsible for the execution of the L2M program.

This information will be treated as confidential information according to what is stated at the XRE4S collaboration agreement signed on 16th April 2020 by all the entities. A dedicated NDA will be also established between IREC, as the XRE4S coordinator, and the Committee of Experts and the consultants.

The organization reserves the right to publicly disclose the name of the participant research group and the name of the technology for dissemination and communication purposes through XRE4S communication tools.

All the Confidential Information disclosed under the participation will remain the property of the research group disclosing it and nothing contained in the participation in the L2M program shall be construed as granting or conferring any rights to such Confidential Information to the consultant or the XRE4S coordination. Principally, nothing in these rules shall be deemed to grant to the consultant or the XRE4S coordination a license expressly or by implication under any patent, copyright or other intellectual property right. The consultant and the XRE4S coordination acknowledges and confirms that all existing and future intellectual property rights in the Confidential Information are exclusive titles of the research group disclosing it.

8. MISCELLANEOUS

The technologies selected to participate in L2M program will receive an assessment by experienced consultants and will obtain a report at the end of each phase. The research groups will not receive any prize or money in compensation for their participation. The participation to the L2M program does not give any right or obligation to the research groups or to the consultant company to pursue further assessment services. This is a time limited service.

The members of the XRE4S participating in the L2M program guarantee the organizers of L2M that the technologies presented are original and their own work and that they have unrestricted use of the ideas, images or any other element included in their presentation. The participants shall be solely responsible for any possible infringement to any third party, leaving the organizers of L2M exempt of any responsibility in this regard