

Industry Days & Early supplier engagement

Who are we?

- We link Danish suppliers to international Big Science facilities of which Denmark is a member
- We are a network of 400 Danish companies from different business sectors – ca. 80% are SME
- Established 2010 – operated by DTI with DTU as partner
- Supported by the Ministry of Higher Education and Science

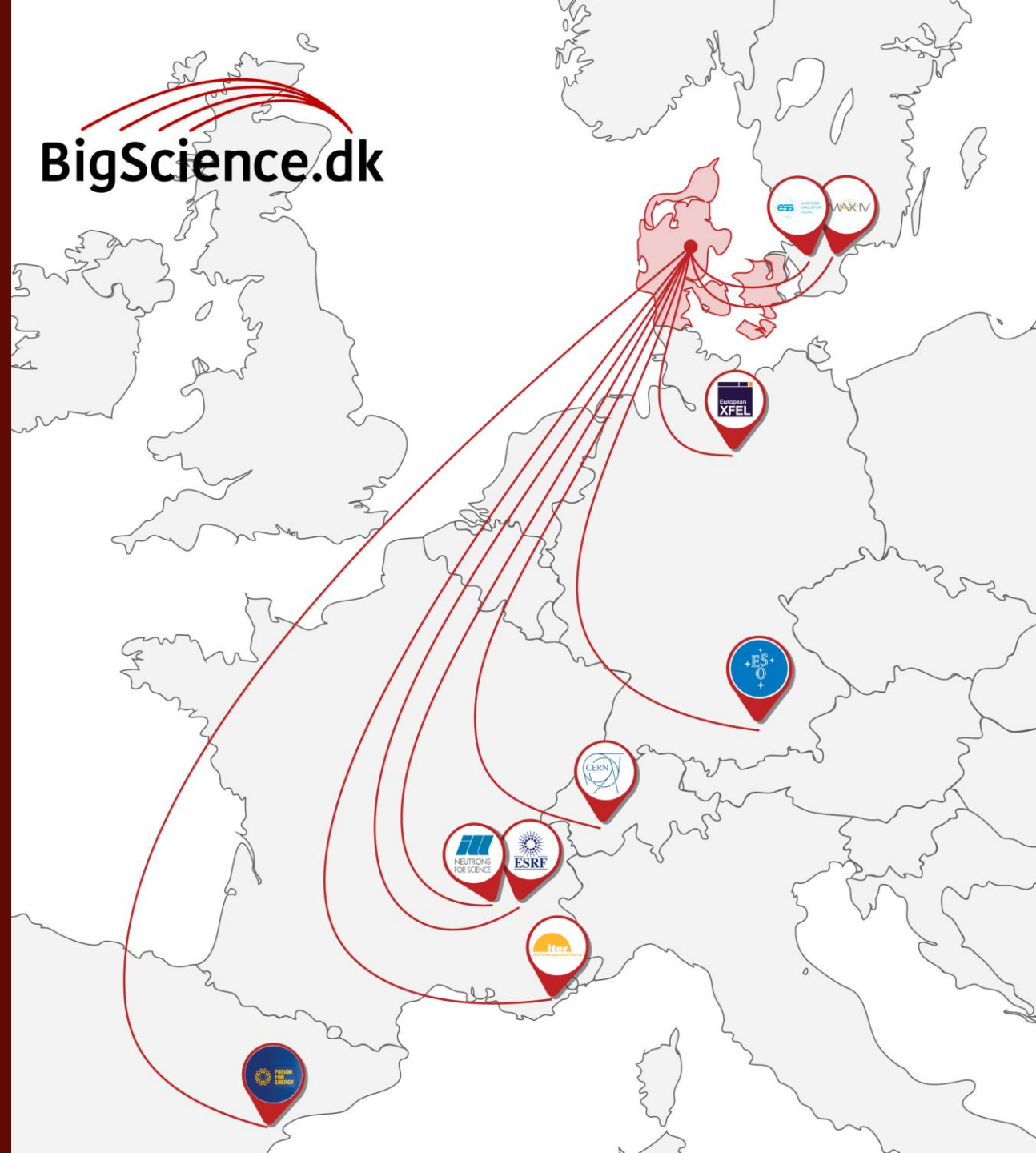


**DANISH
TECHNOLOGICAL
INSTITUTE**



Uddannelses- og
Forskningsministeriet

Styrelsen for Institutioner
og Uddannelsesstøtte



We are BigScience.dk



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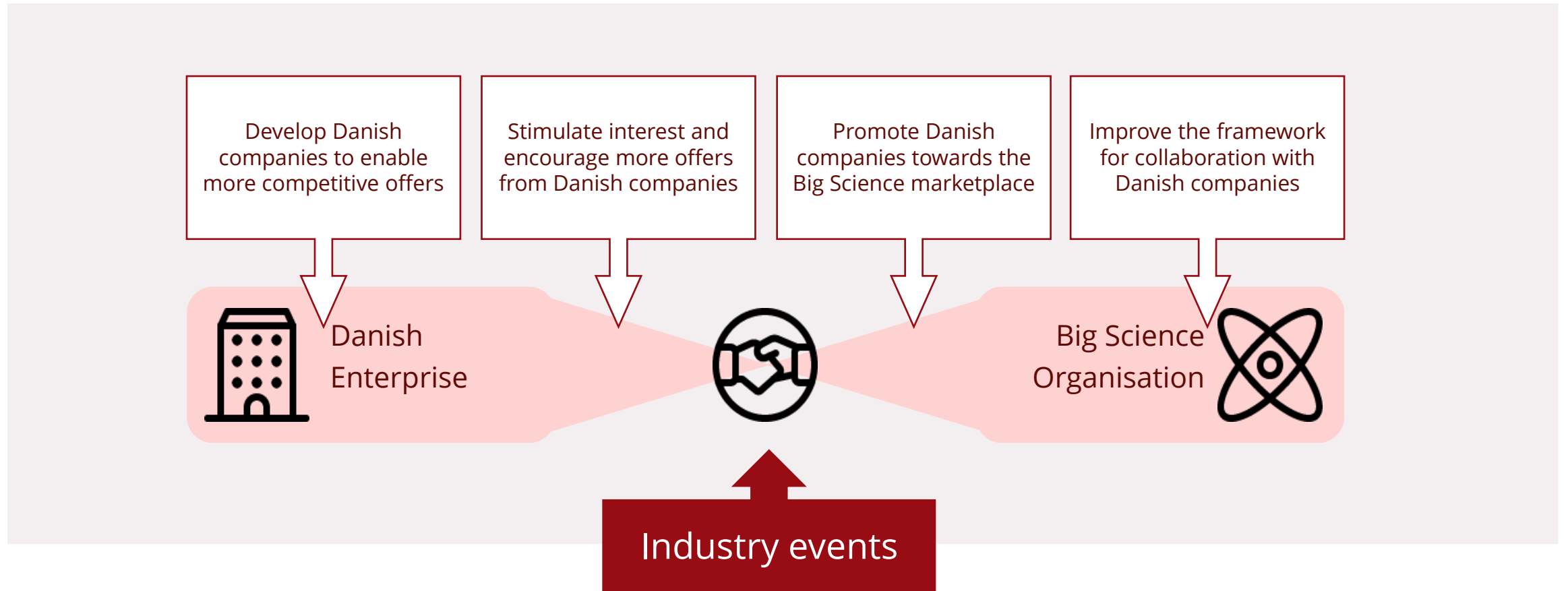


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How BigScience.dk help Danish companies



ENRIITC – tools for ILOs

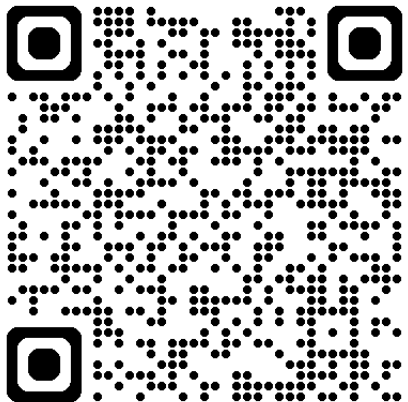
ENRIITC - European Network of Research Infrastructures & Industry for Collaboration (EU project, 2020-22)

Strategy/recommendations to Research Infrastructures for optimizing relationship with ILOs and industry

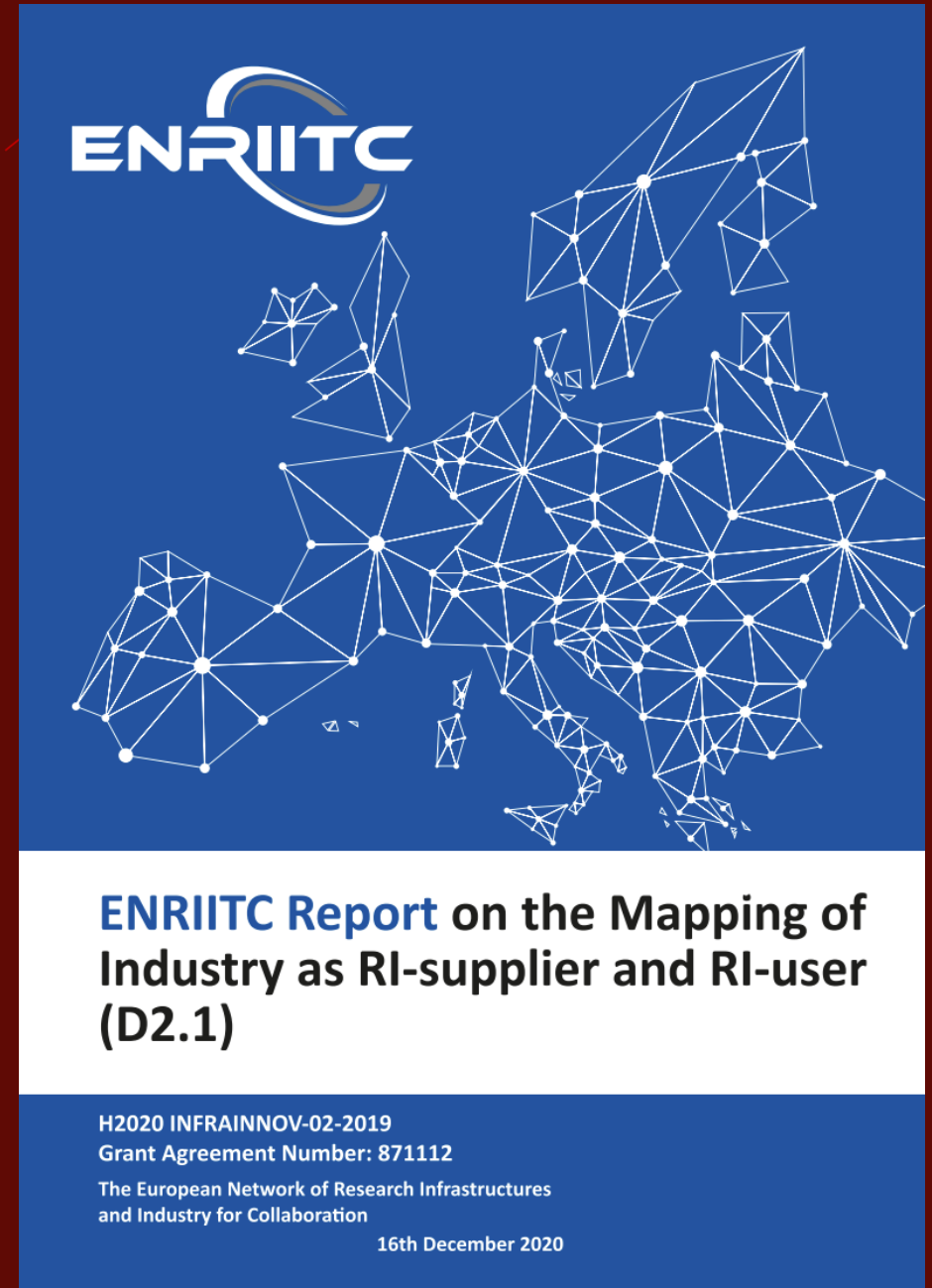
Mapping and description of ILO role, **skills and KPIs**

How to organize **industry events** (playbook)

Partners (selected): ESS (coordinator), ILO-organisations from DK, ES, SWE, NL, PL 

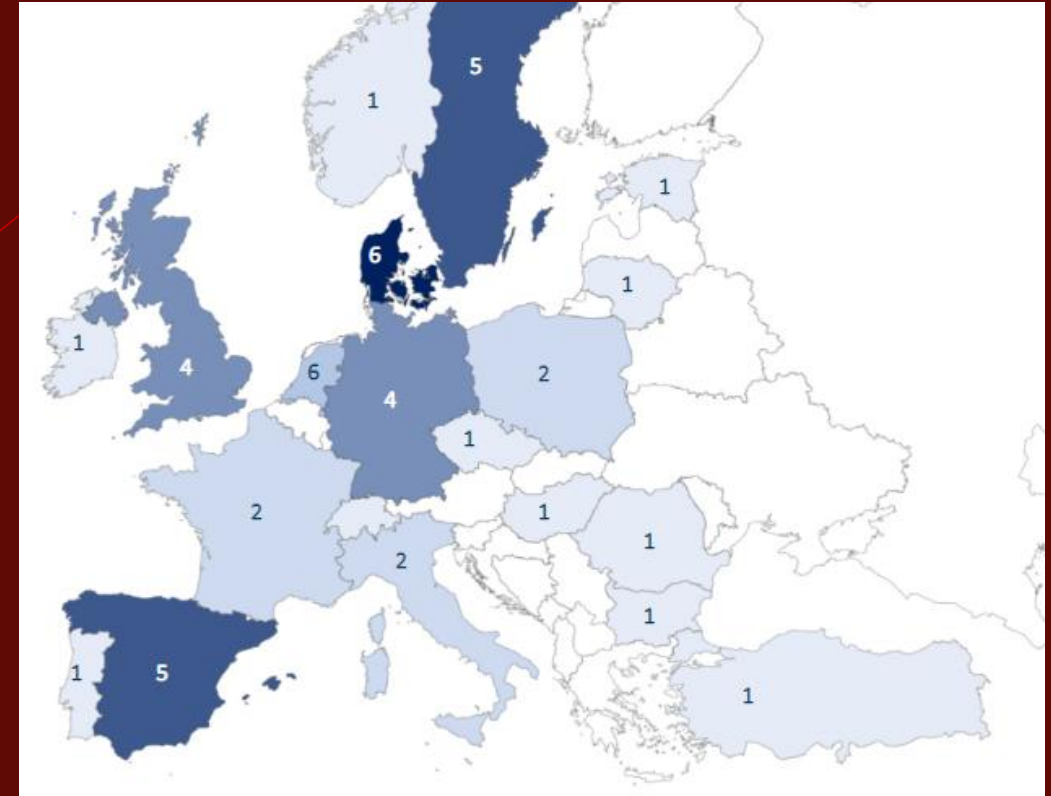


All relevant project deliverables may be downloaded from the PERIIA website (-> Resources)



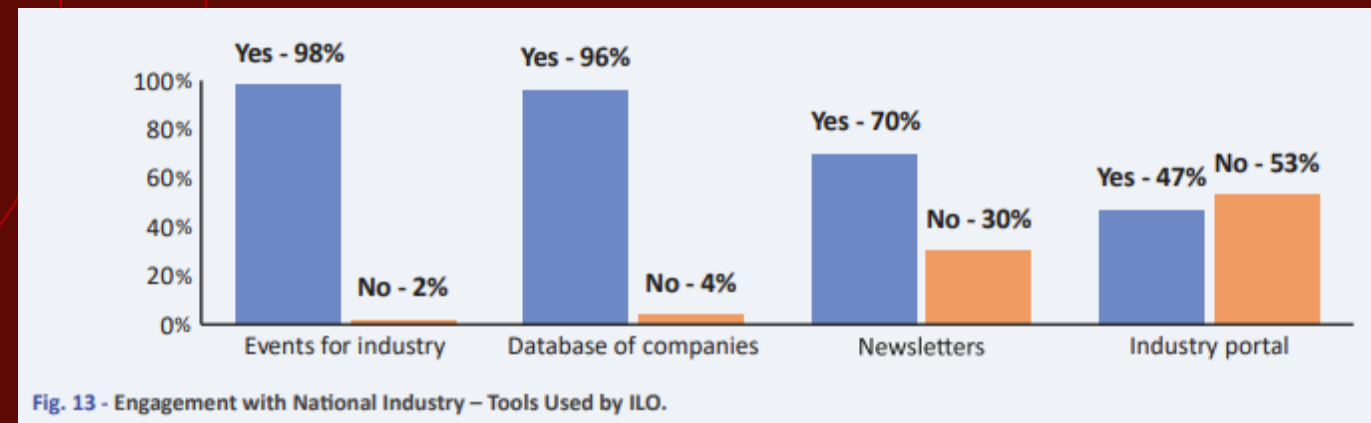
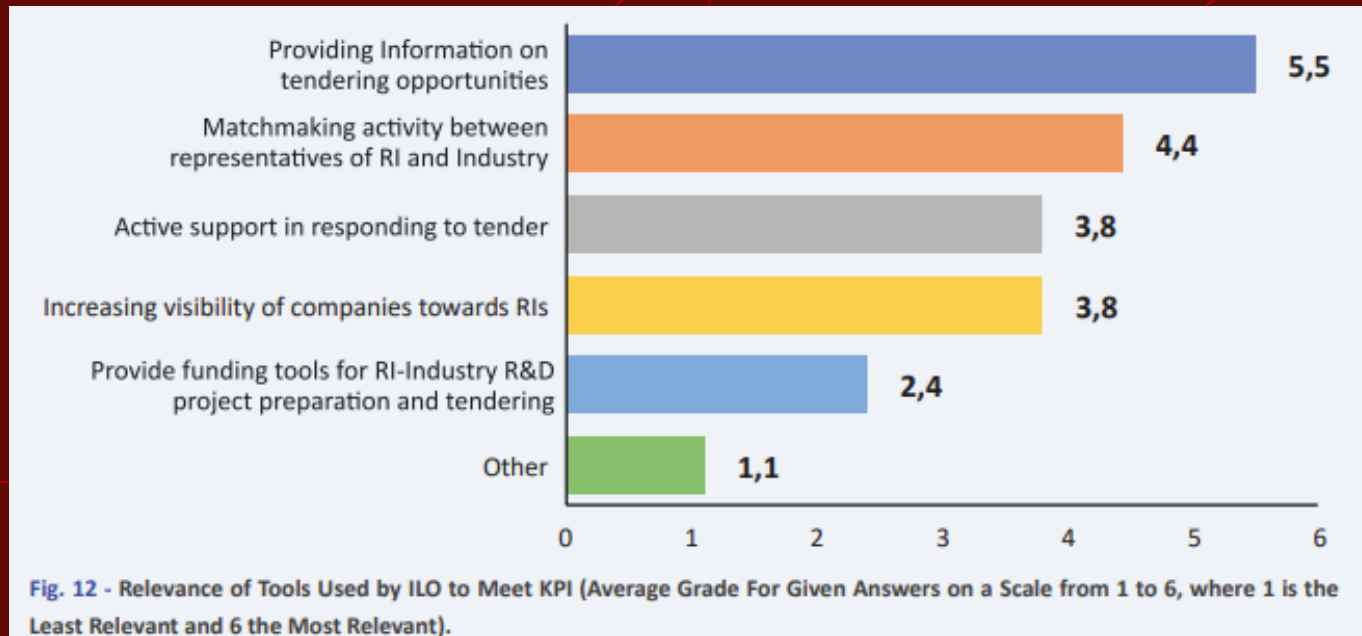
Survey: Who are ILOs?

- ILOs may be employed several different places.
- 50% of ILOs engage with 100-1000 companies.
- Raising national georeturn is (by far) the primary performance KPI for ILOs.



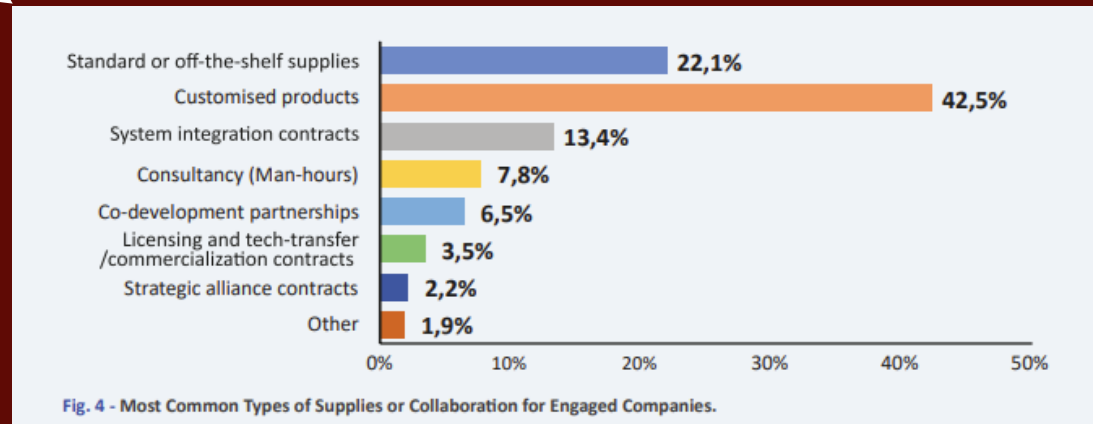
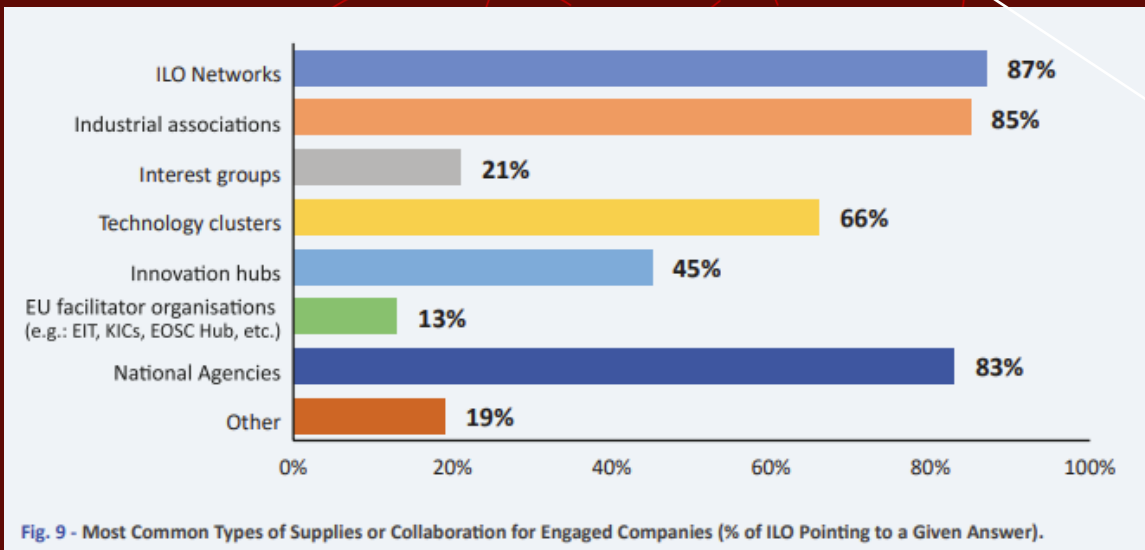
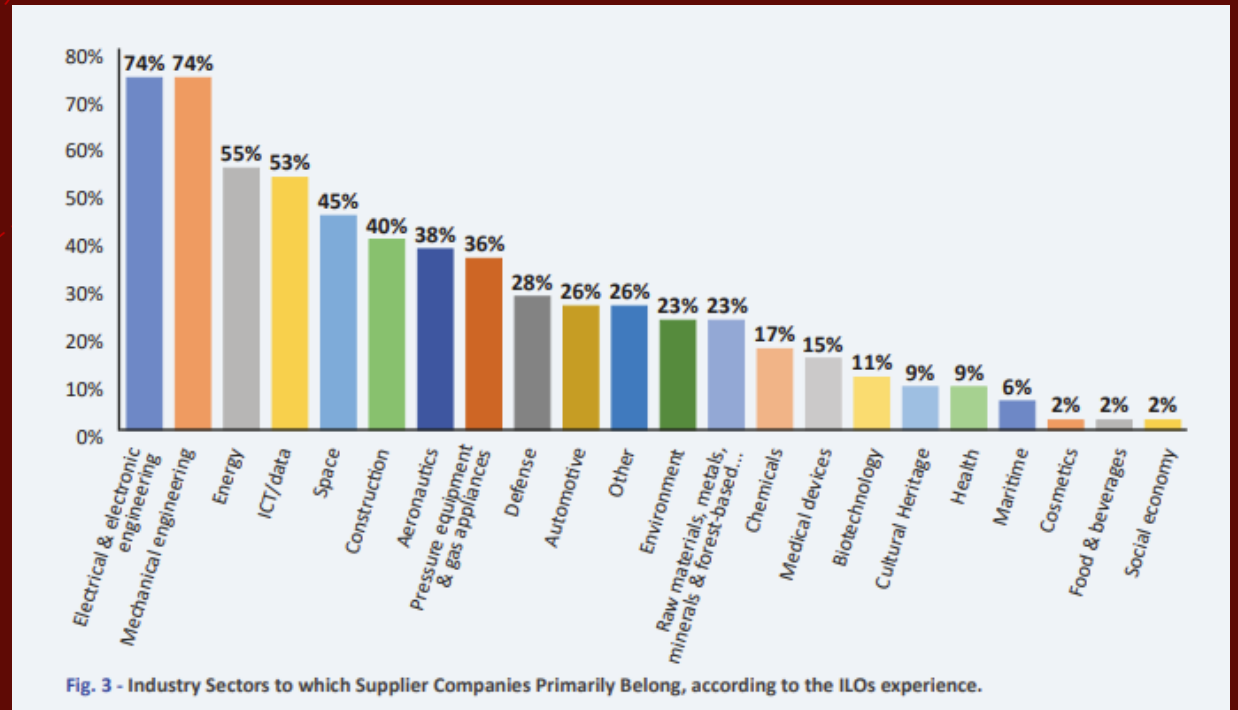
Answer Choices	Responses	Ratio
Governmental Agency	18	38.3%
Public Research Organisation	18	38.3%
Research Infrastructures	3	6.4%
Private Commercial Institution	2	4.3%
Private Not-for-profit Association	9	19.1%

Survey: What are the tasks of ILOs?



Understanding the companies and ecosystem

- Industry sectors
- Products
- Ecosystem



Designing a good industry day

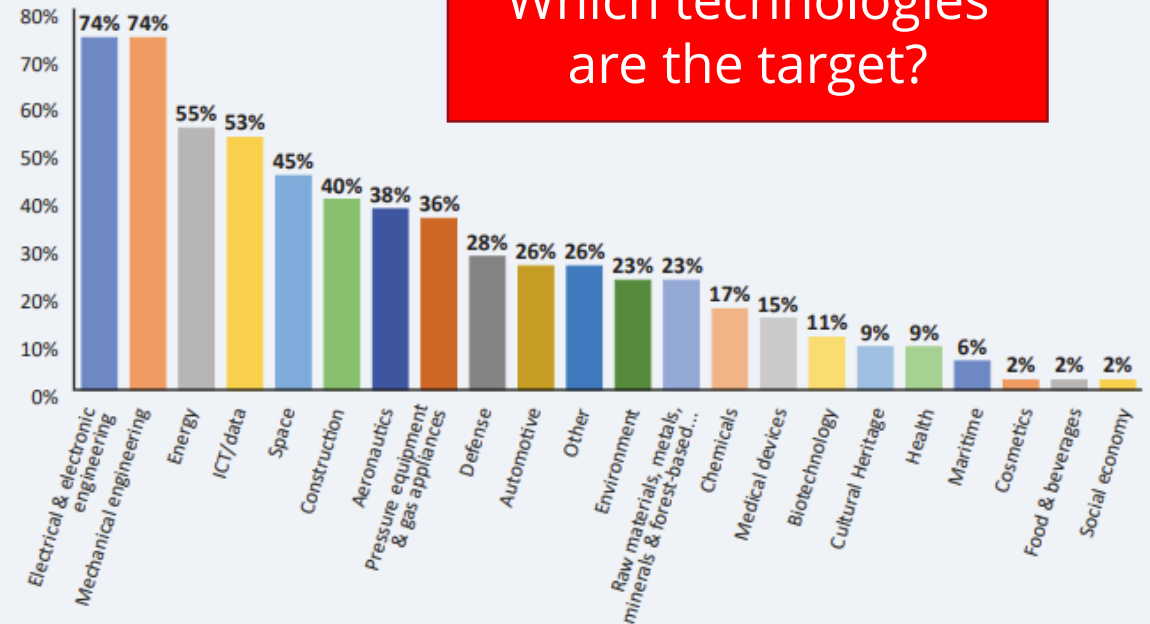
Big Science Business Forum 2026

MAASTRICHT
27-30 OCTOBER 2026



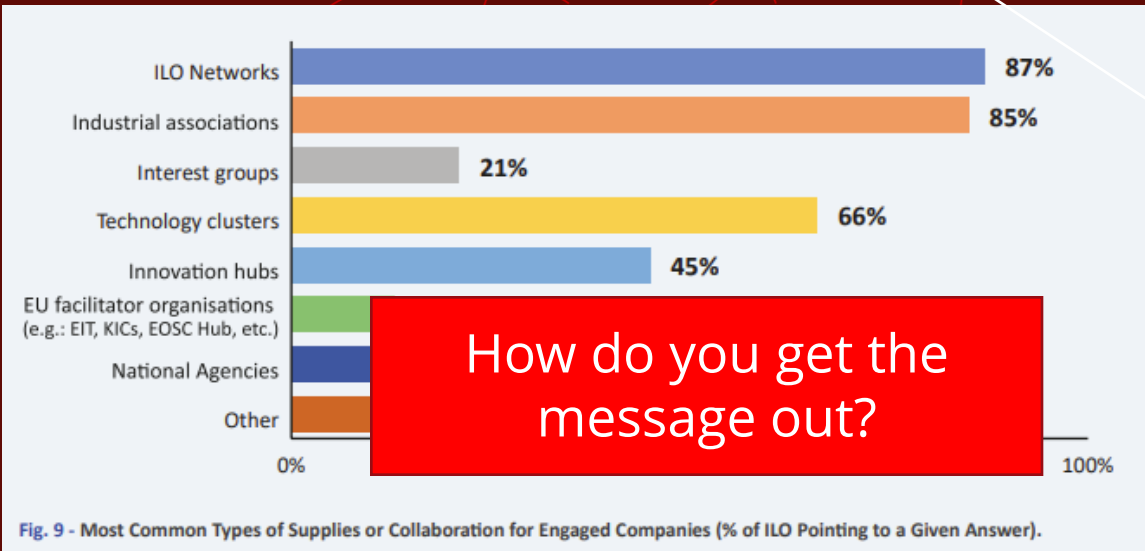
Understanding the companies and ecosystem

- Industry sectors →
- Products ↘
- Ecosystem ↘



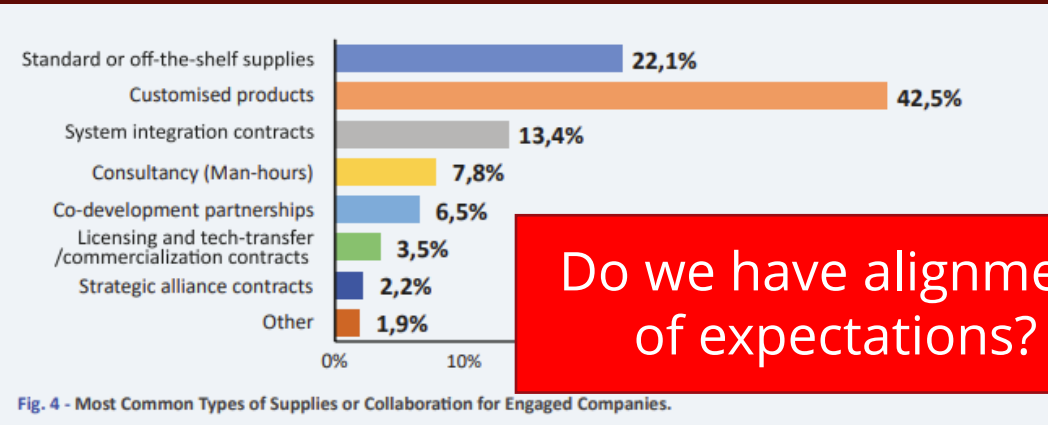
Which technologies are the target?

Fig. 3 - Industry Sectors to which Supplier Companies Primarily Belong, according to the ILOs experience.



How do you get the message out?

Fig. 9 - Most Common Types of Supplies or Collaboration for Engaged Companies (% of ILO Pointing to a Given Answer).



Do we have alignment of expectations?

Fig. 4 - Most Common Types of Supplies or Collaboration for Engaged Companies.

Designing a good industry day

- Gauge the interest for organizing an industry event from the Big Science organisations (buyers) and companies (suppliers):

Buyers / Big Science Organisations

- Is there a budget?
- Openness to meet new suppliers
- Willingness to take on risk reg. innovation

Suppliers / companies

- Interest for engaging with BSOs
- Interest in investing time for innovation process
- Capacity for innovation

- Be in good time
 - Any company event participation is a prioritization exercise
- Give opportunity for both buyers to present their needs and suppliers their capabilities

Designing a good industry day ...with innovation

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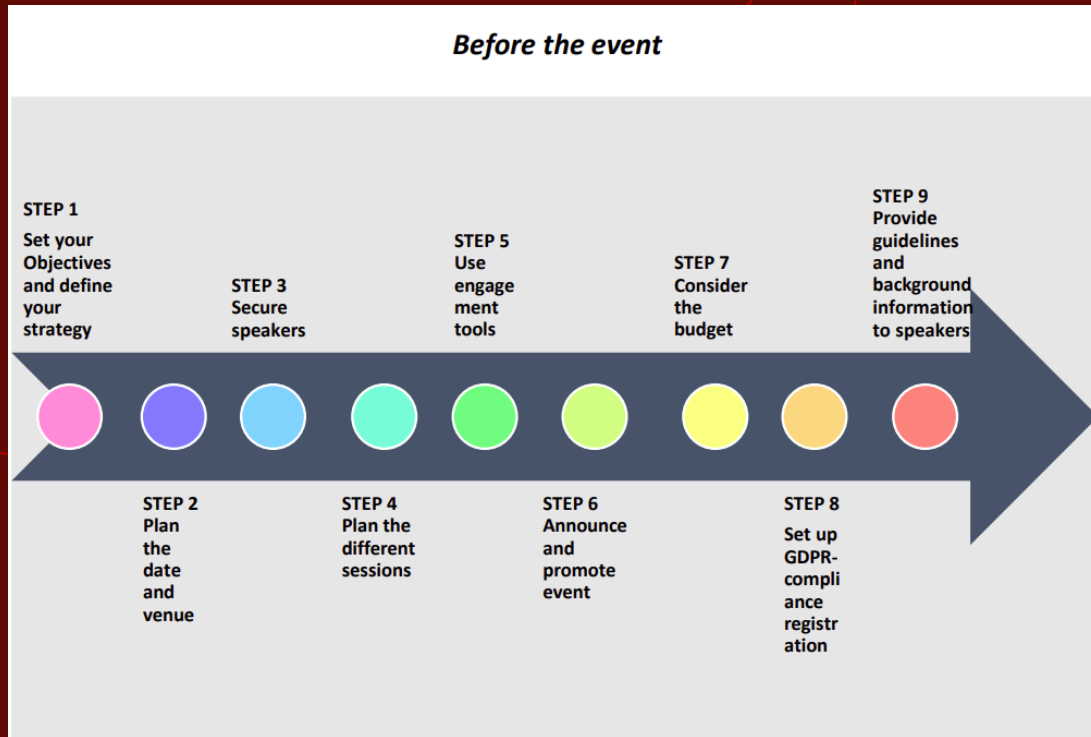
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 - Any company event participation is a prioritization exercise
- Give opportunity for both buyers to present their needs and suppliers their capabilities
- Communicate potential gains from innovation
 - The more time the companies need to invest, the better they need to understand their potential gain

Designing a good industry day ...with innovation and collaboration

- Spot the technology & competence match
- Be transparent about the risk taken on both sides – and respect limits to openness
- Help develop the win-win scenario for customer and supplier – make it a partnership
- Keep an eye on the human chemistry
- ... but also: be open and fair about competitiveness

Industry Days – see ENRIITC D3.4



PRACTICAL STEP-BY-STEP GUIDE FOR ILOS AND ICOS TO ORGANISE BROKERAGE EVENTS

H2020 INFRA INNOV-02-2019
GRANT AGREEMENT NUMBER: 871112

DELIVERABLE REPORT: 3.4

ENRIITC



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Thank you!