INPROCAP

Supplying Innovation to Big Science

A guide for small and medium-sized enterprises & start-ups

Key message

Big Science Organisations need innovative solutions to tackle complex global challenges. Small and medium-sized enterprises and start-ups can play a vital role. By understanding needs, preparing early and communicating your capabilities clearly, you can become a trusted innovation partner and grow with Big Science.

Your journey to work with Big Science

1. **Discover opportunities:** Monitor calls, events and industry portals.
2. **Understand the need:** Study challenges and expected outcomes.
3. **Engage early:** Contact Industrial Liaison Officers and attend dialogues.
4. **Demonstrate your capability:** Show relevant experience and innovation potential.
5. **Collaborate and co-develop:** Work with partners to refine solutions.
6. **Compete and deliver:** Submit strong proposals and deliver with excellence.

Tips for success

- Build relationships with Industrial Liaison Officers and Big Science Organisations.
- Communicate clearly and professionally.
- Understand procurement rules, IPR and confidentiality.
- Be patient-innovation takes time.
- Think big-global challenges need global solutions.

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