



Innovative Facility for Isotope GENERation with Efficient Ion Accelerator

T5.1 Management of Key Exploitable Results (KERs)

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Kick-off meeting

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Thessaloniki, Greece



T5.1 Management of Key Exploitable Results (KERs)

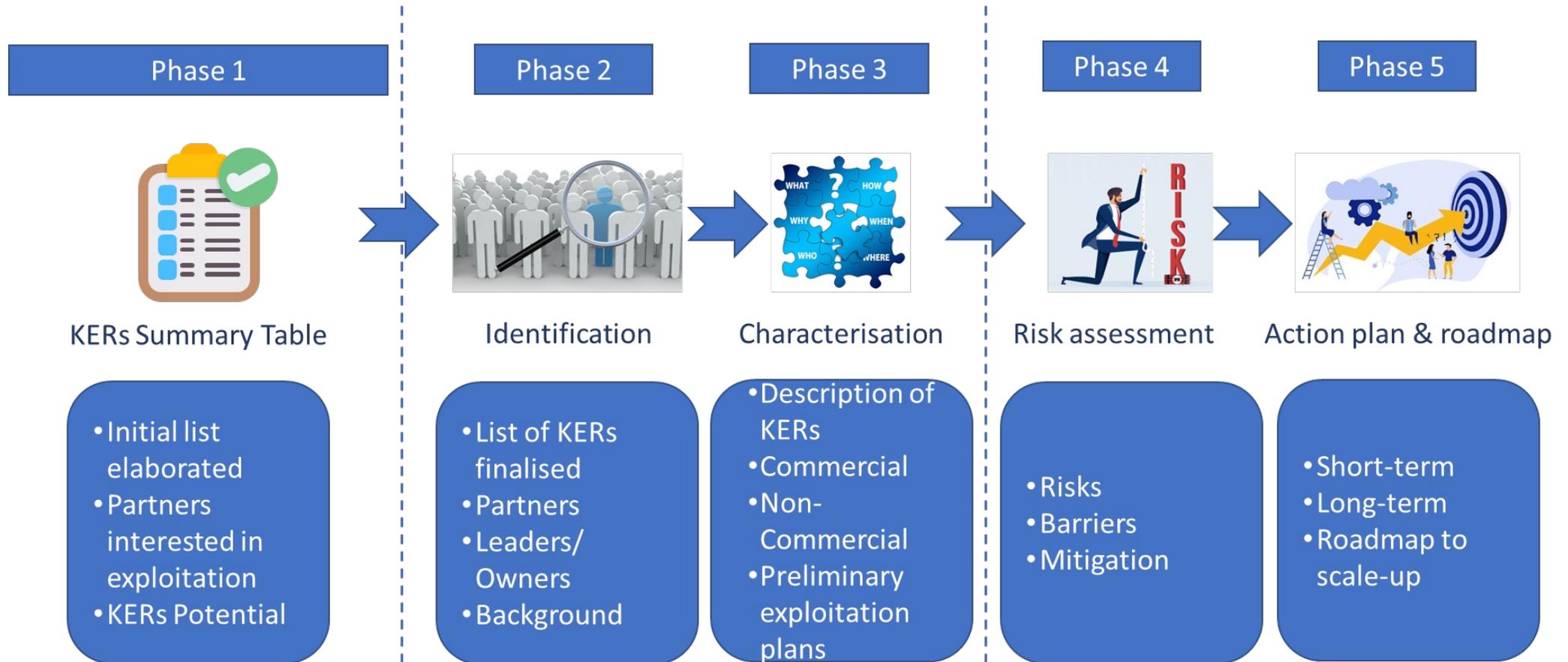
- Identify and characterize Key Exploitable Results (KERs) in the project
- Examining each KER, describing its unique value proposition, potential adopters, and market. Include legal analysis and Intellectual Property Rights (IPR) assessment if required.
- Risk assessment and mitigation strategies will be developed to address technological maturity and market readiness.
- Partners will refine exploitation strategies across commercial avenues, standards creation, and scientific advancement.
- Stakeholders and target markets will be defined to create tailored Go-to-Market strategies.
- Business models will be crafted by employing the Business Canvas tool to develop roadmaps for combining KERs into specific business cases, potentially leading to joint ventures or spin-offs.

T5.1 Management of Key Exploitable Results (KERs)

Start Date:	M1	Task Leader:	TALOS
End Date:	M18	Task Contributors:	All Partners

Del.	Deliverable Title	Lead Partner	Diss. Level	Due On
D5.1	KERs Exploitation Map/Plan	TALOS	SEN - Sensitive	M18

Mx	Milestone Title	Lead Partner	Mean of verification	Due On



- Per KER title
 - Commercial/Non-Commercial Exploitation
 - Owner of KER
 - Partners Interested in Commercial Exploitation
 - Partners Interested in Non-Commercial Exploitation
- Results are owned by the Beneficiary that generates them
- However according to GA, results are owned by multiple Beneficiaries when:
 - They have been jointly generated
 - It is difficult to establish respective contributions of beneficiaries involved
 - Separation will endanger application for obtaining and/or maintaining protection

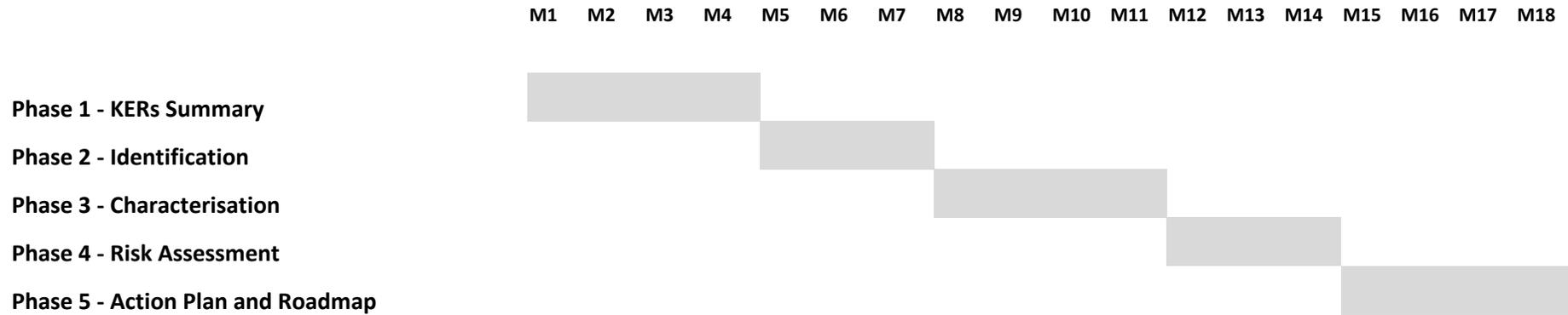
T5.1 Methodology – Phases 2 & 3 (Commercial)

- Identification
 - Problem solved by KER => Potential customers: people, companies, industries
 - Alternative solutions => How potential customers have solved the problem so far
 - Description of KER => Expanded description of the KER
 - IPR management => background and foreground (type / partner) and conditions of usage, patent search, freedom to operate.
- Characterisation
 - Unique Value Proposition => Competitive advantage, innovation aspects
 - Target Market => Which market segments
 - Early Adopters => Firstcomers
 - Competitors => Strengths and Weaknesses
 - Go-to-Market => How the market will be reached? What product/service?
 - Tech and Market Readiness => TRL 8-9 and TTM (Time to Market)
 - Short and Long-Term plans => Actions within 1 year after the end of IFIGENEIA and Actions from Y1-Y4 beyond the IFIGENEIA

T5.1 Methodology – Phases 3 & 4

- Risk Assessment
 - Preliminary Risk Analysis per KER
 - Using Boston Risk Matrix and Framework
 - Risks
 - Partnership
 - Technological maturity
 - Market Readiness
 - Legal and IPRs
 - Regulatory
 - Safety
 - Financial
 - Management
- Action Plan & Roadmap for KERs, Partners and Main Outputs
 - Actions for short and long-term
 - Partners roles
 - Milestones and KPIs
 - Resources required for implementing the actions
 - Preliminary Cost and Benefit
 - Societal Impact
 - Environmental Impact

T5.1 Timetable - Resources



Estimated Resources for TALOS:
9 - 10 PMs



- KER 1 - New radiopharmaceuticals based on novel radioisotopes produced by a state-of-the-art LINAC
- KER 3 - Compact Linear Accelerator (LINAC) Technology
- KER 4 - Innovative Radioisotope Techniques
- For KERs 1, 3 and 4:
 - T3.1 to T3.6 => LINAC Design, Engineering
 - T4.1 to T4.5 => Radiopharmaceuticals Design, Product Development
- KER 2 - VR Radioisotope production unit
 - T6.3 => Implementation of a Virtual Interactive Radiolotope production unit
- KER 5 - Capacity Building and Knowledge Transfer Initiatives
 - T1.4 => Capacity Building
 - T6.1 => Accelerator School