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## I-PAN

### INNOVATIVE POPLAR LOW DENSITY STRUCTURAL PANEL

Project type: Collaborative Project

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#### D9.6 - IPR Management and Exploitation plan (Middle)

|                       |   |
|-----------------------|---|
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| Dissemination Level |   |   |
|---------------------|---|---|
| PU                  | Public  | X |
| PP                  | Restricted to other programme participants (including the Commission Services)        |   |
| RE                  | Restricted to a group specified by the consortium (including the Commission Services) |   |
| CO                  | Confidential, only for members of the consortium (including the Commission Services)  |   |

## Document information

### Abstract

This document describes the definition of the marketable results, background and foreground knowledge, and exploitation of the project results.

### Keywords

IPR, results, exploitation, foreground, background

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\* Abbreviations of editor/contributor name

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## LIST OF ABBREVIATIONS AND DEFINITIONS

|                |                                       |
|----------------|---------------------------------------|
| <b>CA</b>      | Consortium Agreement                  |
| <b>DM</b>      | Deliverable Manager                   |
| <b>DoW</b>     | Description of Work                   |
| <b>EC</b>      | European Commission                   |
| <b>EC-GA</b>   | European Commission – Grant Agreement |
| <b>EW</b>      | Engineered Wood                       |
| <b>IPR</b>     | Intellectual property Right           |
| <b>LCA</b>     | Life Cycle Analyses                   |
| <b>LSB</b>     | Lightweight Strand Board              |
| <b>OSB</b>     | Oriented Strand Board                 |
| <b>PM</b>      | Project Manager                       |
| <b>PMB</b>     | Project Management Board              |
| <b>PR</b>      | Peer reviewer                         |
| <b>QM</b>      | Quality Manager                       |
| <b>R&amp;D</b> | Research and Demonstration            |
| <b>TMB</b>     | Technical Management Board            |
| <b>WP</b>      | Work Package                          |

**Table 1- List of abbreviations and definitions**

## INTRODUCTION

The purpose of this deliverable is to produce, update, control and revise the exploitation strategies of the I-PAN consortium. In this document the way in which the I-PAN tools will be used and exploited by project partners are presented. The Exploitation Plan has been created through consultations with the entire consortium in order to develop a strategy that fully accounts for its needs and expected benefits.

In order to reach I-PAN remarkable results, exploitation campaigns have been considered fundamental by the I-PAN consortium. In this context I-PAN partners will be in a favourable position in exploiting the outcomes of the project activities and demonstration and they intend to extend their current partnership to future research activities.

The exploitation plan is an important factor for the success of the project and all Partners will be having a specific role according to their core businesses.

The exploitation strategy of each partner is defined regarding the following main points:

- ✓ How to use and receive commercial benefits by the final I-PAN working product, defining who can sell and use it, etc.
- ✓ How to manage the IPR generated in the project. E.g. how all partners could reuse part of the I-PAN results in new product or RTD projects.

The present document, meant to complement pre-existing instruments such as the Grant Agreement and the Consortium Agreement, shows the plan for exploitation of each single partner, the overall exploitation towards external (to the consortium) organizations, and the exploitation agreement among the partners and the management of the Intellectual Property Right.

## 1 EXPLOITATION STRATEGY

I-PAN innovative LSB will have a considerable impact on the EW industry and it will allow optimizing wood resources and waste allocated to the EW sector.

In order to reach I-PAN remarkable results, dissemination and exploitation campaigns have been considered fundamental by the I-PAN consortium. In this context I-PAN partners are in a favourable position in exploiting the outcomes of the project activities, dissemination and demonstration.

I-PAN exploitation strategy was described in the previous deliverable D9.5 and is based on the following two main pillars:

- ✓ **Exploitation Plan**, which defines how each partner is expecting to generate benefits by the project results (Individual Exploitation Plan) and the agreement among partners on commercial revenues by the selling of the I-PAN solution.
- ✓ **IPR Management**, which addresses the ownership of the IPR, and the management of the access rights to such IPR by the project partners;

These pillars are confirmed in this document. A mid-term assessment on the I-PAN research progress was held on 2014, May 12 at IMAL premises. I-PAN consortium discussed about scientific and technical aspect of the project. .

I-PAN industrial partners will exploit the project outcomes in terms of commercial use, while academic partners will exploit such results in terms of know-how in research activities (research project, educational activities, R&D on behalf of future industrial partners, SMEs in particular) and related intellectual properties.

At the end of the project, the final exploitation plan will elaborate the real exploitation, based on the achieved results. This final delivery will also incorporate and elaborate a strategy on how to best exploit the produced results with respect to the partners' practices.

## 2 OVERALL APPROACH TO CONSORTIUM EXPLOITATION PLAN

### 2.1 GENERAL APPROACH

Specific commercial and process benefits achievable by I-PAN project results at the level of the Exploitation Plan are regulated by:

- ✓ The definition of the **marketable results** and of the individual exploitation strategy;
- ✓ The definition of the **access rights** of the partners to the project background and foreground for the internal usage.
- ✓ How to manage the **IPR generated** in the project; this is mainly the definition on how to treat the foreground generated in the project. In this sense, the classical IPR approach of cooperative project will be applied (namely, the inventor of the IPR remains owner of the IPR generated, when a foreground is result of joint efforts, the partners contributing will be co-owners of the foreground created).

I-PAN partners have different background and core business, being different realities such as one university (UMIL), a research institute (ESCS), industrial manufacturing companies (IMAL, IBL), and SMEs (STELA, IDP, CHIMAR) among which an innovation management consultancy company (CTECH). Thus, the exploitation interests of each partner are different and complementary.

- ✓ **Industrial partners** will use their significant presence in relevant markets and networks to give weight and exposure to the I-PAN results relevant to exploitation activities, both to generate new customers, collaborations or networks and to reinforce existing links and commercial collaborations.
- ✓ The **academic partner** is interested in using newly gained foreground knowledge as input to further research, scientific publications and advanced teaching purposes as well as using the project results to initiate further research.
- ✓ The **research Institute** will also seek to increase its prestige and secure its position within the research community as cutting-edge technological provider. It can use the results to develop partnerships with existing or new contact networks.
- ✓ The **SME partners** will focus on network building, raising their profile and seeking opportunities for commercial linking and co-exploitation of project results or provision of innovative services in their current area of operation. They will be able to exploit the project activities to leverage company growth through an improved high-tech reputation for the company, new opportunities for collaboration and new service offers that can open new markets.

### 3 DEFINITION OF THE MARKETABLE RESULTS

In order to assess the exploitation potential of the results of the I-PAN project, it is interesting to outline the results of the project with highest relevance to future exploitation activities. Aside from the main results of the project which have the potential to be converted into products or services for the market, the I-PAN project will produce results that improve the competitive potential of the involved partners. These results are described in the table below.

| PARTNER      | MARKETABLE RESULTS  |
|--------------|---|
| <b>IMAL</b>  | <ul style="list-style-type: none"> <li>- The technological choices already introduced in I-PAN help IMAL to be able to use this as a showcase pilot plant just to prove the quality of the project in terms of performance and environmental savings and therefore cost. Parts of the plant can be offered to improve existing systems, thus creating a huge flying for business IMAL and partners. The realization of the project and of the innovations introduced in the management strand and the resin allowed offering similar facilities to I-PAN in the world with a lot of interest from potential customers.</li> </ul>   |
| <b>IBL</b>   | <ul style="list-style-type: none"> <li>- Income in a new product market that allows to fit IBL market niches production of light furnishings for caravans and special vehicles, production of component for the marine industry and create potential competition in the plywood. This type of product is not present in the market but the customer will feel the need. This new product shows a lower cost than its competitors, and this implies the same performance techniques, plus a high commercial</li> </ul>   |
| <b>CTECH</b> | <p>The I-PAN project represents a very valuable twofold opportunity for Ciaotech:</p> <ul style="list-style-type: none"> <li>- On one side the project will allow Ciaotech and its technicians to gain important and further expertise on LCA on wood processing technologies.</li> <li>- On the other side, the project will provide the opportunity for Ciaotech – during the dissemination activities and networking – to get in touch with interesting organizations to offer them its knowhow and services and stimulate and support innovation all over Europe. Among such services, Ciaotech comprises also support to access to EU public funding (and the timing is promising given the new 2014-2020 EC grant programme) and systematic innovation starting from companies’ technological needs in order to identify possible “solutions” that will increase industries’ competitive advantages on innovation.</li> </ul> |
| <b>STELA</b> | <ul style="list-style-type: none"> <li>- The technology of belt drying is not common yet in the OSB industry. I-PAN project has proved that special designed low temperature belt driers are suitable. This opens an immense market worldwide.</li> <li>- Most panel board and OSB manufacturers have low calorific energy available which is blown unused into the air. This energy is used in the new drying system and reduces not only the production costs immensely but also has the environmental aspect.</li> <li>- Due to the European reach of the project the awareness level is immensely extended for STELA.</li> <li>- Time-to-market for the future OSB panels drying segment can be vastly minimized due to more and more streamlined production processes</li> </ul>   |
| <b>IDP</b>   | <ul style="list-style-type: none"> <li>- Increase the IDP equipment solutions portfolio and mechanical</li> </ul>   |



|               |  |
|---------------|--|
|               | <p>treatment processes particulates etc.</p> <ul style="list-style-type: none"> <li>- Use this knowledge in other applications related to obtaining products of mining and solid recovered fuels production.</li> <li>- Improve capabilities of differentiation and added value by incorporating cutting-edge technology as a result of collaboration with ECSC and UMIL.</li> <li>- Further use is possible but it is not defined to the date.</li> <li>- Our team specializes in "mechanical treatment" is preparing a paper on the market opportunities which evolve over the coming months.</li> </ul>   |
| <b>ECSC</b>   | <ul style="list-style-type: none"> <li>- The main result from the point of view of ECSC is the application of our knowledge in image analysis and pattern recognition, to a real industrial problem. Considering we are a research and education institution, this result will be marketed by different means:                     <ul style="list-style-type: none"> <li>- Through our educational activities (e.g., as part of our course "Soft Computing for Computer Vision").</li> <li>- It will also serve as a success case to be shown to potential clients in our industrial environment.</li> <li>- Finally, scientific publications (an important component of the production of a research center) will be generated.</li> <li>- Further use is possible but it is not defined to the date.</li> </ul> </li> </ul> |
| <b>UMIL</b>   | <p>UMIL's main result will be the development of innovative computer vision techniques that, using computational intelligence, will be able to analyze 2D and 3D data. Since UMIL is a public academic institution the results can be marketed in the following ways:</p> <ul style="list-style-type: none"> <li>- Through educational activities, including the acquired knowledge in BA, MS and PhD programs.</li> <li>- Through dissemination activities: publishing articles in international scientific journals and conferences; organizing tutorials and special sessions in scientific conferences; and editing special issues in scientific journals.</li> </ul> <p>Further use is possible but it is not defined to the date.</p>  |
| <b>CHIMAR</b> | <p>Technology for the production of new formaldehyde-based resin &amp; resin system suitable for bonding poplar &amp; recycled wood strands to form light weight OSB panels.</p>   |

**Table 2- I-PAN Marketable results**

## 4 SPECIFIC INDIVIDUAL EXPLOITATION

This paragraph contains the description of the first draft of the individual exploitation plan of each partner of the consortium.

### 4.1 IMAL

IMAL priority is the creation of an innovative process supported by cutting edge technologies that will positively impact also the internal R&D projects, aimed at developing new business lines of greener plants and machineries. The collaboration with the SMEs involved in the project will facilitate the exchange of expertise and competencies as well as industrial and commercial opportunities in different EU countries. Major expectations are on proprietary technologies enhancement, such as new technologies on nozzles, new blades characteristics, new managing software for blending and mat forming.

### 4.2 IBL

IBL will make use of the I-PAN outcomes to promote and extend the domain of use of the poplar wood, the I-214 clone in particular. Moreover it will play an active role in the constitution of the aforementioned product company start-up, as a joint-venture between IMAL, IBL and other R&D performing SMEs which will be based on the I-PAN results on the LSB product. As producer of OSBs, IBL will exploit the advantages derived from the process improvement in terms of energy consumption reduction, process timing and harmful emissions reduction.

### 4.3 CTECH

CTECH will make use of the know-how and expertise acquired during the I-PAN project, to establish and expand its network of contacts, in particular regarding SMEs, and in sectors like the wood industry. The activities carried out in LCA and the knowledge resulting by applying it in the EW manufacturing process, will allow CTECH to expand the current offer of environmental consulting services.

### 4.4 STELA

Due to the European reach of the project the awareness level was immensely extended for STELA.

In the following of the project STELA expects increased market share of biomass drying technology. The project has been visited by now of several large and mid-size manufacturing companies. They have been made aware of the potentials of the new technology. Words have spread out and step-by-step the technology is going to be appreciated.

First plans have started to implement the technology in more and more other sites worldwide.

STELA will make use of the project results to innovate driers technology involved in the panels manufacturing process. STELA expect this project will result in the production of still more efficient low-temperature belt driers, especially with regard to the environmental impact of the technology.

### 4.5 IDP

IDP will benefit from the I-PAN project by employing and proposing I-PAN technology in all sectors in which it is involved.

The main objectives of IDP focus on diversifying its industrial business area, with a clear focus on the research and development projects for a "Circular Economy" competitive through environmentally friendly technologies.

The feedback of knowledge and experience with materials such as wood and background in the world of waste, minerals, aggregates etc. represent a new production of equipment for a strategic sector for the company.

The exchange of experiences with new contacts in the EC, and the interesting experience of participating in a European project, are of considerable interest for IDP.

#### 4.6 ECSC

ECSC main objectives are the basic and applied research in the Soft Computing area as well as the technology transfer in industrial applications of intelligent systems design for the resolution of real problems. Therefore ECSC will exploit I-PAN solutions by focusing on the new lines of EW research identified in I-PAN and the technology transfer to EU companies. Also, ECSC aims to be a meeting point for worldwide experts.

The main result from the point of view of ECSC is the application of our knowledge in image analysis and pattern recognition, to a real industrial problem. The exploitation of this experience will have several components in the different areas of activity of the centre.

From the point of view of educational activities, the application will serve as a practical industrial example for courses as "Soft Computing for Computer Vision", being one of the courses of our Master in Soft Computing and Intelligent Data Analysis.

From a marketing point of view, the projects represents an example of computer vision in a complex industrial environment, representing a show case of our capabilities, and helping us to convince potential clients and enter into new markets.

Obviously, scientific publications are part of the production of any research institution, and are considered in the evaluation of our activity. So, the results will also be exploited through the production of conference and journal articles.

#### 4.7 UMIL

UMIL will exploit I-PAN outcomes to strengthen its research by publishing scientific papers, by pursuing research gaps identified during the project and by training new graduates and undergraduates. UMIL will present outcomes as case studies in BA, MS and PhD programs at UMIL and summer schools and theoretical advancements in PhD courses. UMIL will also publish achievements in international scientific journals and conference proceedings, especially in signal/image processing, vision, pattern analysis, computational intelligence, and industrial informatics, and adaptive systems. In this context, UMIL has already published scientific results in conference proceedings: R. Donida Labati, A. Genovese, V. Piuri, and F. Scotti, "A Virtual Environment for the Simulation of 3D Wood Strands in Multiple View Systems for the Particle Size Measurements", in *2013 IEEE International Conference on Computational Intelligence and Virtual Environments for Measurement Systems and Applications (CIVEMSA 2013)*, Milan, Italy, July 15 - 17, 2013.

Other dissemination activities will consist in the organization of tutorials in scientific conferences. Moreover UMIL will organize special sessions in conferences, workshops, and special issues in journals. UMIL will also organize the final workshop of the project.

#### **4.8 CHIMAR**

The participation of CHIMAR in I-PAN is in line with its R&D activities and objectives to develop new technology and products for the resin and wood-panel industries field.

It is expected that the new knowledge to be created through I-PAN activities will enhance CHIMAR's technology portfolio and level of services and it will strengthen and improve the company's market position and competitiveness.

CHIMAR will strive to license the innovative technology developed in the framework of I-PAN to interested resin and panel producers all around the world either by extending the existing CHIMAR licensing agreements or by concluding new ones and on the basis of principles laid in the project Consortium Agreement.



|               |   |
|---------------|---|
|               | <p>stations, drying tunnel , turning device, roof and fresh air cap, hot air generation, fans, wet cleaning device for the drier belt, dry cleaning device for the drier belt, exhaust air silencers (if required).</p> <p>General description of the process: Stela Laxhuber Drying System for Low-Temperature Belt Drying of Saw Dust.</p> <p>General drawings.</p> <p>Sensor list: Electronic parts - 9 Stk. PT 100 temperature sensors, moisture measurement, difference pressure control device dryer, speed control/limit switch, Electronic Vibration monitoring unit for exhaust air fans, Photoelectric sensors, inductive slot sensor .</p> |
| <b>IDP</b>    | <p>Knowledge of the state of art in dust conveying and mat forming.</p> <p>General principles of dust mat forming.</p> <p>Basic models and drawings of dust conveying for mat forming.</p>  |
| <b>ECSC</b>   | All background is included.   |
| <b>UMIL</b>   | All background is included.   |
| <b>CHIMAR</b> | Methods of application of resins and additives in the production of oriented strand boards.   |

**Table 3- Background included**

### 5.1.2 BACKGROUND EXCLUDED

| <b>Party short name</b> | <b>Background excluded</b>  |
|-------------------------|---|
| <b>IMAL</b>             | <p>Innovative wood flake silo extraction system for blender feed</p> <p>Built-in former to optimize the production process by bunker extraction system</p> <p>Innovative system for covering light OSB panels with a thin layer of sawdust by dynasteam</p> <p>Production of specific thickness flake so as to improve the wood panel performance</p> |
| <b>I.B.L.</b>           | n.a.  |
| <b>CTECH</b>            | None.   |
| <b>STELA</b>            | All information which is not included in the Attachment 1 “Background included” list.   |
| <b>IDP</b>              | <p>Systems for dosage wood dust.</p> <p>All the improvement on materials and mechanical configurations in dust forming system.</p> <p>Automation and control in the regulations of dosage in dust forming system.</p>   |

|               |   |
|---------------|---|
| <b>ECSC</b>   | Knowledge on state of the art and ECSC's code for soft computing and computer vision, particularly image segmentation and registration methods, and qualitative image description methods, will be made available without royalties to the consortium when needed and only for use in the I-PAN project (IP will remain at ECSC). |
| <b>UMIL</b>   | Knowledge on state of the art and UMIL's module design for computational intelligence components and artificial vision will be made available without royalties to the consortium only for use in the I-PAN project (IP will remain at UMIL).   |
| <b>CHIMAR</b> | Methods of preparation/synthesis of resins, syrups and additives dedicated for use in the production of wood-based panels, composite wood panels/products, engineered wood products/panels and impregnated papers.<br><br>All patents/patent applications/know-how/trade-secrets owned by CHIMAR.                                 |

**Table 4- Background excluded**

## 5.2 FOREGROUND:

Knowledge arising from work carried out under I-PAN project shall be the property of the participant carrying out the work leading to that. If, during the activities required by I-PAN project, two or more participants have jointly carried out work generating invention, design or knowledge, and if the features of such joint work are such that their respective share of the work cannot be ascertained, the concerned participants agree that they may jointly apply to obtain and/or maintain the relevant rights and shall strive to set up amongst themselves appropriate agreements in order to do so. As long as any such rights are in force, such participants shall be entitled to use, without owing any financial compensation to or requiring the consent of the other participants, and to license such rights in accordance with the set up agreements.

All Foregrounds developed before the accession of the new Party shall be considered to be Background with regard to said new Party.

Access Rights granted to a Defaulting partner and such Party's right to request Access Rights shall cease immediately upon receipt by the Defaulting Party of the formal notice of the decision of the PMB to terminate its participation in the Consortium. A non-defaulting Party leaving voluntarily and with the other Parties' consent shall have Access Rights to the Foreground developed until the date of the termination of its participation. Any Party leaving the Project shall continue to grant Access Rights pursuant to the EC-GA and this Consortium Agreement as if it had remained a Party for the whole duration of the Project.

Where no joint ownership agreement has yet been concluded:

- ✓ each of the joint owners shall be entitled to Use their jointly owned Foreground on a royalty-free basis, and without requiring the prior consent of the other joint owner(s), and
- ✓ each of the joint owners shall be entitled to grant non-exclusive licenses to third parties, without any right to sub-license, subject to the following conditions:
  - at least 45 days prior notice must be given to the other joint owner(s); and
  - fair and Reasonable compensation must be provided to the other joint owner(s).

The following table provides an overview of the expected foreground to be generated in the project, the ownership and access rights:

| Party short name | Foreground  |
|------------------|---|
| <b>IMAL</b>      | <p>Expepected foreground</p> <p>Ability to perform field tests on a medium-sized facility and to use this information to develop machines suitable for various types of production of panels (OSB, MDF and TRC).</p> <p>Ownership</p> <p>The realization of machines resulting from the project I-PAN modified in relation to the type of product to manage allow IMAL promote innovative machine on the market of its design and then to operate directly in the channel distributive B2B</p> <p>Access right</p> <p>In relation to the technical choices and the results obtained to manage these issues by enabling European patents and disseminate the knowledge gained between partners</p>   |
| <b>I.B.L.</b>    | <p>Expepected foreground</p> <p>Marketing a product of market niches currently no accommodation</p> <p>Ownership</p> <p>Creation of a unique product in Italy and in the world</p> <p>Access right</p> <p>no one</p>  |
| <b>CTECH</b>     | <p>The 2 main foreground results for Ciaotech will be:</p> <ul style="list-style-type: none"> <li>- deeper insights about LCA related to wood processing technologies</li> <li>- wider network in Europe in the I-PAN domain</li> </ul> <p>While for the latter no particular access rights can be foreseen, for the former it is worth saying that after the project end and related to the technologies developed during the I-PAN project, Ciaotech will have priority to be consulted by the project partners: Ciaotech will have the priority right to deliver LCA analyses services to any contractor with regards to the I-PAN project technologies. In case Ciaotech decides to not exercise such right, any other organization will be entitled to perform LCA analyses.</p> |
| <b>STELA</b>     | <p>Due to the European reach of the project the awareness level was immensely extended for STELA.</p> <p>In the following of the project STELA expects increased market share of biomass drying technology. The project has been visited by</p>   |



|               |  |
|---------------|--|
|               | <p>now of several large and mid-size manufacturing companies. They have been made aware of the potentials of the new technology. Words have spread out and step-by-step the technology is going to be appreciated.</p> <p>First plans have started to implement the technology in more and more other sites worldwide.</p>   |
| <b>IDP</b>    | <p>Yields and behavioural capabilities of the materials on equipment designed remain the property settings, detail engineering construction, materials used and all those levels of efficiency achieved involving the key competitive final product.</p>   |
| <b>ECSC</b>   | <p>ECSC will work on innovative image analysis systems based on computational intelligence techniques. These systems will be latter tailored to adapt for other industrial applications once I-PAN project was completed.</p> <p>Results obtained by ECSC on innovative techniques in the field of image analysis will be made available without royalties to the consortium only for use in the I-PAN project (IPR will remain at ECSC).</p>  |
| <b>UMIL</b>   | <p>UMIL will study and design innovative computer vision systems based on computational intelligence techniques, two-dimensional and three-dimensional data. These systems should permits to monitor and perform better quality control in the production of wood panels. In particular, the main focus will be on the blending and mat forming steps of the productive process.</p> <p>Results obtained by UMIL on innovative techniques in the fields of computational intelligence and artificial vision will be made available without royalties to the consortium only for use in the I-PAN project (IP will remain at UMIL).</p> |
| <b>CHIMAR</b> | <p>Technology for the production of new formaldehyde-based resin &amp; resin system suitable for bonding poplar &amp; recycled wood strands to form light weight OSB panels, to be owned by CHIMAR.</p> <p>According to the I-PAN Consortium Agreement Access Rights to Foreground if Needed for Use of a Party's own Foreground shall be granted on Fair and Reasonable conditions.</p>   |

**Table 5- Foreground**

### 5.3 CONFIDENTIALITY FOR DISSEMINATION OF PROJECT RESULTS

Specific Non-Disclosure Agreement has been undertaken at the beginning of the project among partners (including University) on the confidentiality of the results. This particularly concerns the dissemination phase from the viewpoint of publication (see the section 8 of the Consortium Agreement): specific agreement guarantee on the one hand the right scientific dissemination (and visibility acquisition), in particular for the academic partner; on the other hand that sensitive information are maintained confidential within the consortium.

The rules explained in the above paragraphs shall not apply for disclosure or use of Confidential Information, if and in so far as the Recipient can show that:

- ✓ the Confidential Information becomes publicly available by means other than a breach of the Recipient's confidentiality obligations;
- ✓ the Disclosing Party subsequently informs the Recipient that the Confidential Information is no longer confidential;
- ✓ the Confidential Information is communicated to the Recipient without any obligation of confidence by a third party who is in lawful possession thereof and under no obligation of confidence to the Disclosing Party;
- ✓ the disclosure or communication of the Confidential Information is foreseen by provisions of the EC-GA;
- ✓ the Confidential Information, at any time, was developed by the Recipient completely independently of any such disclosure by the Disclosing Party; or
- ✓ the Confidential Information was already known to the Recipient prior to disclosure or
- ✓ the Recipient is required to disclose the Confidential Information in order to comply with applicable laws or regulations or with a court or administrative order.

## 6 FUTURE COMMERCIAL EXPLOITATION OF IPR

I-Pan exploitation strategy described in D9.5 is confirmed in this deliverable. The consortium could discuss about exploitation and marketable results during the Mid-Term Meeting held on 2014, May 12 at IMAL premises. Moreover partners aligned their scientific and technical activities according to the first achieved results and little deviations from the DOW. This document is the base for a future commercial exploitation plan of IPR which will be drafted by asking partners to provide feedback about their foreseen exploitation activities. An individual questionnaire (see Annex VII) was prepared and attached in this document. It was distributed among partners: results will be analysed and published in the final exploitation plan (D9.7 – IPR Management and Exploitation Plan).

## 7 ANNEXES

Project co-funded by the European Commission within the FP7 (2007–2013)

Grant agreement no.: 308630

### **I-PAN**

INNOVATIVE POPLAR LOW DENSITY STRUCTURAL PANEL

Project type: Collaborative Project

Start date of project: 1<sup>st</sup> October 2012      Duration: 36 months

## **PARTNERS INDIVIDUAL EXPLOITATION QUESTIONNAIRE**

### **SUMMARY**

The Exploitation questionnaires are composed from two parts. The first part, "Basic Data" aims to provide an overview of all partners involved in I-PAN project.

Such part answers to the following questions:

- Who are you?
- Why I-PAN?
- Who will you be? What are your general plans after I-PAN?

The second part, "Outcomes of I-PAN", aims to understand which are the expected outcomes from I-PAN or which could be one, and how they could be exploited. Such part suggests to partners the most important possible results obtainable through I-PAN on which partners describe their opinion about also their possible exploitation. In order to identify the possible I-PAN outcomes, also to possible interests of partners are been considered.

The last part, "Business plan for commercial exploitation", aims to shortly describe target group, competitors and the commercialization strategy of each single partner.

## 1. Overview of project partner institution and its involvement in I-PAN

Partner Organisation: \_\_\_\_\_

What is the main reason why you are in the I-PAN project?

\_\_\_\_\_

Summarize the future strategy of your company/institution in the field of wood panel

\_\_\_\_\_

Licensing rights and royalties

\_\_\_\_\_

## 2. Exploitation of outcomes of I-PAN project

Please give Details of what is to be exploited by your organization/institution:

- describe concisely: What is the product/service/result to be exploited for your organization?
- Relevance within I-PAN: What have we achieved in I-PAN with respect to current similar products, with reference to your organization mission?

List the main Strengths of the I-PAN with regards to I-PAN and also specifically referred to your organization core business

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

List the main Weaknesses of the I-PAN with regards to I-PAN and also specifically referred to your organization core business

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Which elements of I-PAN need strengthening in order to become more exploitable with regards to I-PAN and also specifically referred to your organization core business?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_





**Indirect Exploitation activities**

How else will the product/service be exploited?

Where will the project be promoted – e.g. EU fairs, networks, etc.

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**IPR Management and exploitation**

- **Are you planning / do you wish to file a patent on any of the project results you are working on?** In case you do, please specify.
- Alternatively/Independently of the issue of patents, we need you to confirm or let us know if any changes need to be applied to the individual partner exploitation strategy defined in the DoW.

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