

Conto terzi e sviluppo compartecipato con l'industria

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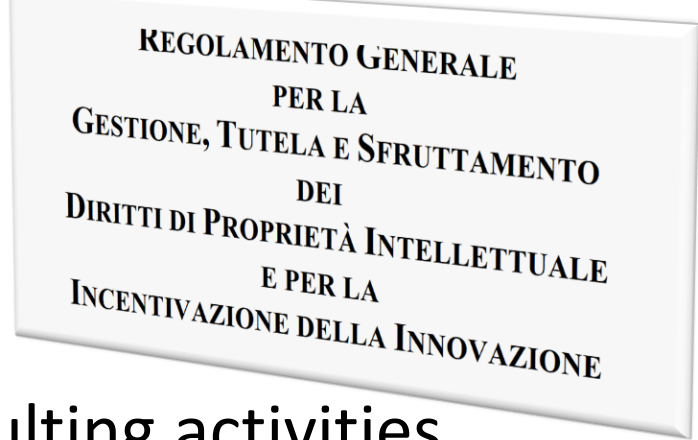
RSN5 - 2° Forum della Ricerca Sperimentale e Tecnologica in INAF

FRAMEWORK

- The competences, labs, technologies we have in INAF can be useful for industrial stakeholders and research institutes **not only in the astro field** to:
 - Develop new products;
 - Solve problems;
 - Design components;
 - Perform measurements.
- **Crucial for INAF to be visible** in order to be efficiently contacted by the entities not only in the «astro» field and;
- It's not mandatory to respond to these queries, but it could be important:
 - Extra money for our research;
 - Possibility to improve our facilities/laboratories;
 - Establish new industrial connections and collaborations useful for our business.



INAF: «Conto Terzi»



- “Conto terzi” refer to all research, teaching, and consulting activities carried out based on private agreements and contracts with external clients that fall outside institutional duties.

- We have this document :

http://www.inaf.it/it/documenti/Regolamento_IP_CDA.pdf

- TITOLO III – VALORIZZAZIONE DELLA PROPRIETA’ INTELLETTUALE

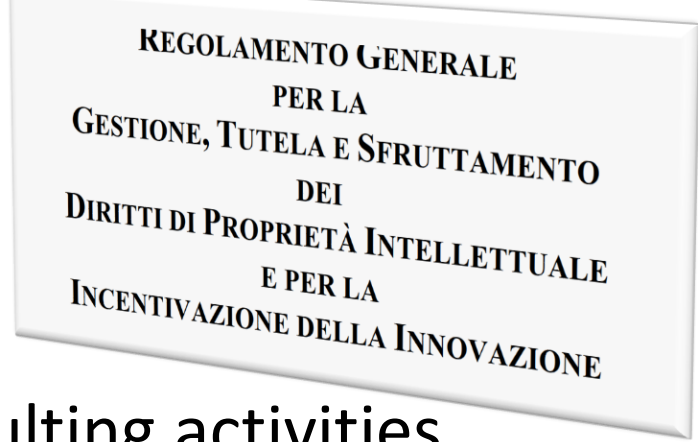
Art 29 – Attività di ricerca e consulenza per esclusivo interesse di terzi

1. L’I.N.A.F. può eseguire attività di ricerca e consulenza per conto di soggetti terzi, siano essi organismi pubblici o privati, nazionali o internazionali, e nel loro esclusivo interesse, purché non in conflitto con la missione istituzionale dell’Istituto, attraverso la stipula di un apposito contratto, ovvero:

Art 30 - Prestazioni a tariffario

1. L’I.N.A.F. può stipulare contratti per conto di terzi e nel loro esclusivo interesse, aventi per oggetto prestazioni a tariffario, ossia prestazioni, anche a carattere tecnico, incluse quelle che prevedono una certificazione ufficiale dei risultati, su richiesta di soggetti terzi ed a contenuto standardizzato, che consistono:

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- TITOLO III – VALORIZZAZIONE DELLA PROPRIETA’ INTELLETTUALE;

**NOT IMPLEMENTED HOW TO DISTRIBUTE THE MONEY...
THIS IS AN ISSUE.**

GlassUP



- We were contacted by GlassUP a startup from Modena that was developing Augmented Reality glasses;
- Tasks:
 - Design and manufacturing of the holographic lens;
 - Support the device optical design;
 - Organize the holo lens production laboratory.
- What are the steps to make this possible?



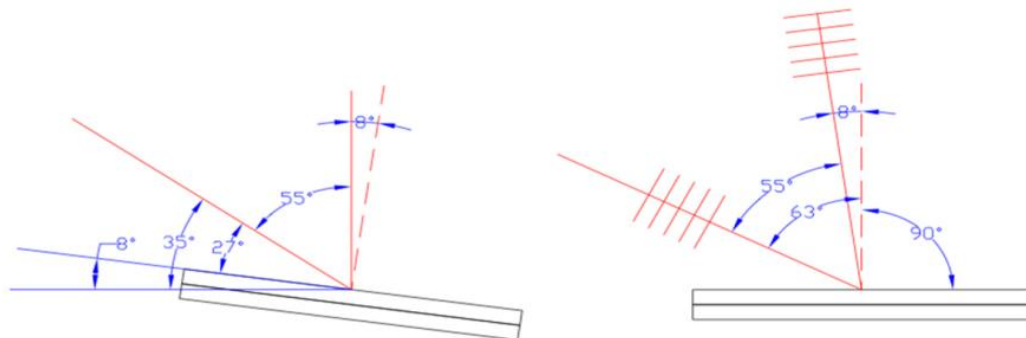
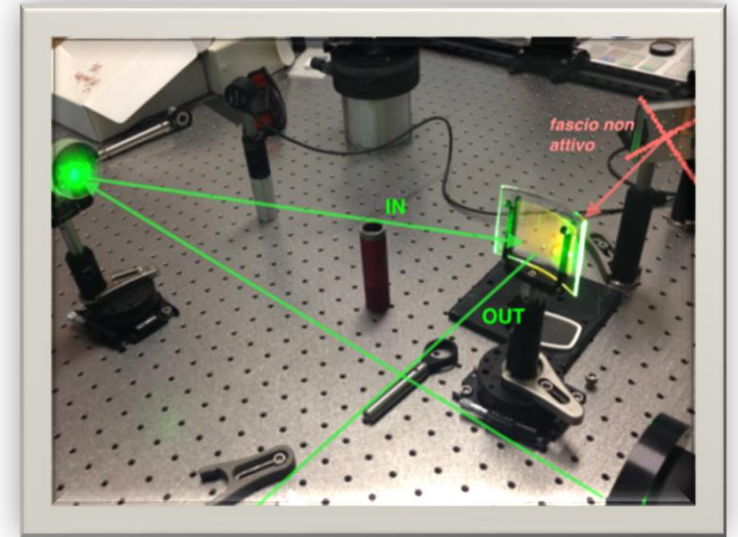


STEPS

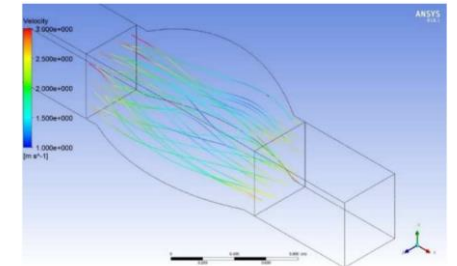
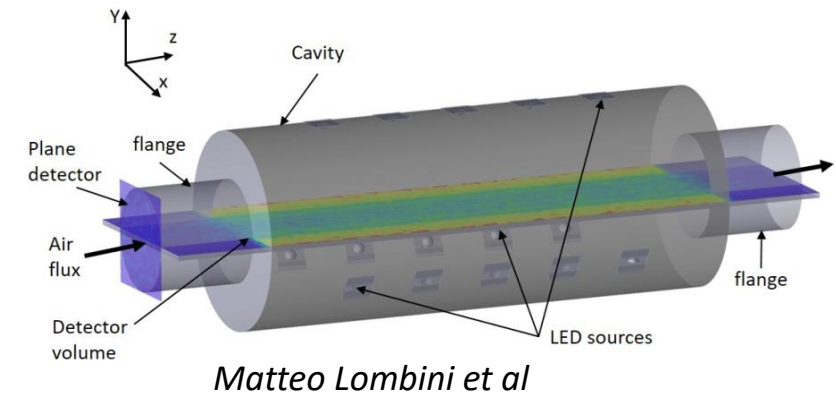
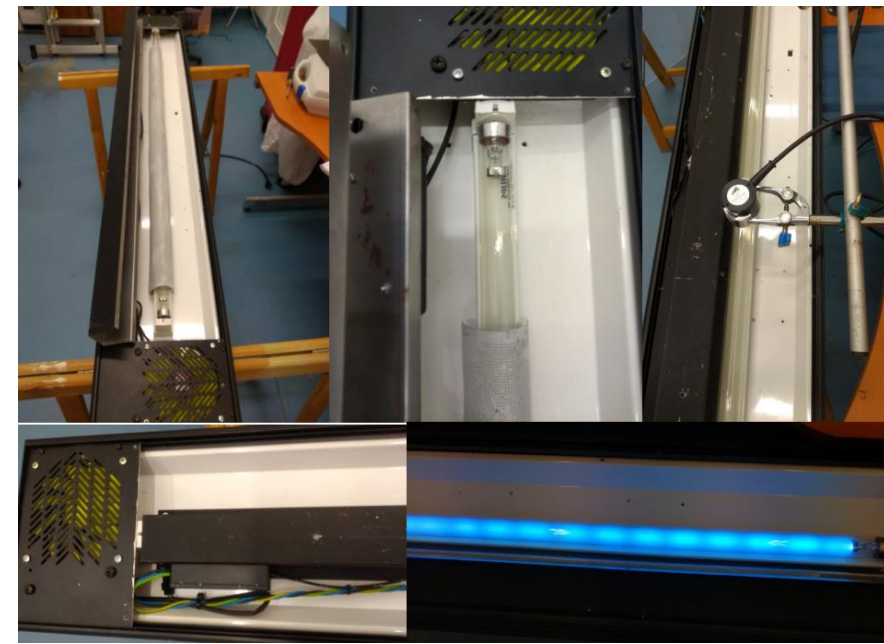
- **NDA (Non-disclosure agreement):** An NDA creates a confidential relationship between the parties, typically to protect any type of confidential and proprietary information or trade secrets;
- **Research contract governing:**
 - Technical activities (with milestones, deliverables, schedule);
 - Costs;
 - Background, foreground, sideground definition and managing;
 - Intellectual properties (patents);
 - Exploitation of the results (products, business).
- The **INAF institute issues the invoices.** Money in a dedicated F.O.

Glass^{UP} RESULTS

- The project lasted three years;
- Important know-how development for us;
- Non-negligible impact on the other holo activities;
- Non negligible amount of money;
- Maybe better to hire new people.



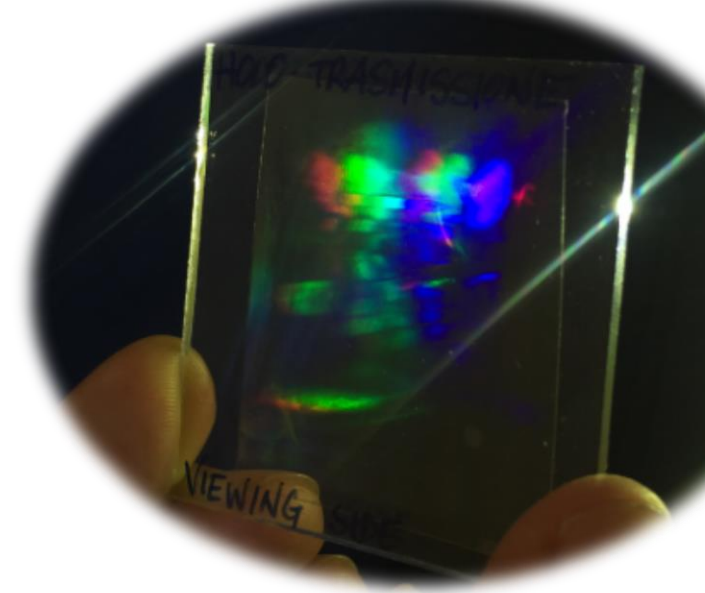
UV-C and COVID 19



- During the pandemic, INAF was strongly involved in research activities to use UV-C light to disinfect air and surfaces (**Giovanni Pareschi driven**);
- Different companies asked for a support in:
 - Design UV-C lamps;
 - Measure the irradiance of the lamps;
 - Installation of the devices (Tecnopolo Brescia).
- Quicker procedure: quotation (sometimes free of charge), activity, report, payment;
- Research Contracts;
- Different INAF institutes involved in these activities.

OTHER SIMILAR ACTIVITIES

- Transmission/reflection spectra of optical elements;
- Interferometric measurements of optical elements;
- Diffraction gratings for didactic spectrographs (Slovak company);
- Evaluate the application of holographic optical elements in automotive lighting.



CONCLUSIONS

- We consider «conto terzi» a good opportunity;
- Important to balance these activities with the main research lines, especially concerning the manpower;
- The best is when the developed know-how can be directly exploited in our research;
- Avoid, in general, to present our know-how to industries;
- Important to follow the correct steps: efficient INAF support is needed.