

Deliverable D4.1 Industry engagement WIKI guide for ELIXIR Nodes

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Partner(s) contributing to this deliverable:	ELIXIR Hub, ELIXIR-PT, ELIXIR-IT, ELIXIR-BE		
Authors: Despoina Sousoni (ELIXIR Hub), Katharina Lauer (ELIXIR Hub), Corinne Martin (ELIXIR Hub), Erin Haskell (ELIXIR Hub), Xenia Perez Sitja (ELIXIR Hub), Elaine Westwick (ELIXIR Hub), Zippy Tseng (ELIXIR Hub), Dana Cernoskova (ELIXIR Hub), Melissa Balzano (ELIXIR Hub), Ana Portugal Melo (ELIXIR-PT), Francesca de Leo (ELIXIR-IT), Kim de Ruyck (ELIXIR-BE), Andrew Smith (ELIXIR Hub)			
Contributors: Klaus Maisinger (Illumina; IAC-member)			
Acknowledgments (not grant participants): Klaus Maisinger (Illumina; IAC-member)			
Reviewers:	ELIXIR-CONVERGE Management Board (MB) members.		

Log of changes

DATE	Mvm	Who	Description
30/11/2021	0v1	Andrew Smith and Kathi Lauer (ELIXIR Hub)	Initial version
21/02/2022	0v2	Despoina Sousoni (ELIXIR Hub)	Updated version based on inputs from Innovation and Industry Focus Group, nodes and Hub (contributors: Katharina Lauer, Corinne Martin, Erin Haskell, Xenia Perez Sitja, Elaine Westwick, Zippy Tseng, Dana Cernoskova, Melissa Balzano, Ana Portugal Melo, Francesca de Leo, Kim de Ruyck, Klaus Maisinger, Andrew Smith)

23/05/2022	0v3	Despoina Sousoni (ELIXIR Hub)	Updated version based on comments received by the ELIXIR Industry Advisory Committee
22/06/2022	0v4	Despoina Sousoni (ELIXIR Hub)	Sent to PMO after incorporating internal WP feedback
22/06/2022	0v5	Nikki Coutts (ELIXIR Hub)	Circulated to the MB for final review before submission
12/07/2022	0v6	Despoina Sousoni (ELIXIR Hub)	MB comments addressed and published in the ELIXIR Innovation and Industry Focus Group webpage: https://elixir-europe.org/focus-groups/innovation-and-industry?destination=node/167950
12/07/2022	1v0	Nikki Coutts (ELIXIR Hub)	Final version to be uploaded into EC Portal

Table of contents

1.Executive Summary	1
2. Contribution toward project objectives	2
3. Introduction	3
4. Description of of work accomplished	
4.1 Description of the Wiki guide “How to...” engage with industry	
4.2 Description of the drafting process	4
5. Results	5
6. Conclusions	5
7. Impact	5
8. Next Steps	5
9. Deviation from Description of Action	5



1. Executive Summary

The guide "How to engage with industry" aims to encourage interaction with the private sector to increase the use and benefits of ELIXIR services in local bioeconomies. This document brings together key ways of building public-private partnerships and links documented resources that help Nodes establish and operate industry engagement activities as part of their scientific programs. The guide was developed by and for industry officers in ELIXIR Nodes with the contribution of several colleagues from the Hub.

2. Contribution toward project objectives

With this deliverable, the project has reached or the deliverable has contributed to the following objectives/key results:

Objective no. / Key Result no. Description	Contributed to:
Objective 1: Develop a sustainable and scalable operating model for transnational life-science data management support by leveraging national capabilities (WP1, WP5)	
Key Result 1.1: Established European expert network of data stewards that connect national data centres and similar infrastructures and drive the development of interoperable solutions following international best practice, including national interpretations of the General Data Protection Regulation (GDPR)	No
Key Result 1.2: Development of joint guidelines and common toolkit that are adopted into funder recommendations, with support available nationally and in local languages	No
Key Result 1.3: The catalogue of successful national business models incorporated into national strategies	No
Key Result 1.4: The developed "sustainable and scalable operating model for transnational life-science data management support" is adopted into national ELIXIR Node	No
Objective 2: Strengthen Europe's data management capacity through a comprehensive training programme delivered throughout the European Research Area (WP2, WP6)	
Key Result 2.1: A comprehensive ELIXIR Training and Capacity building programme in Data Management, directed at both data managers and ELIXIR users, and connected to the national training programmes in Data Management in the ELIXIR Nodes and prospective ELIXIR Member countries.	No
Key Result 2.2: Development of a collective group of trainers that support	No



scalable deployment of Data Management training across ELIXIR Nodes.	
Key Result 2.3: A substantial cohort of data managers, Node coordinators and researchers with specific data management skills, business planning and knowledge of transnational operations across the ELIXIR Nodes	No
Objective 3: Align national data management standards and services through a sustainable, scalable and cost-effective data management toolkit (WP2, WP3, WP5)	
Key Result 3.1: Assemble a full-stack harmonised common toolkit comprising all aspects of data management: from data capture, annotation, and sharing; to integration with analysis platforms and making the data publicly available according to international standards.	No
Key Result 3.2: Provide exemplar toolkit configurations for prioritised demonstrators to serve as templates for future use.	No
Key Result 3.3: Establish national capacity in using as well as updating, extending and sustaining the toolkit across the ERA.	No
Key Result 3.4: Enable 'FAIR at source' practice for data generation, and analytical process pipeline implementation by flexible deployment of the toolkit in national operations	No
Objective 4: Align national investments to drive local impact and global influence of ELIXIR (WP4,WP6)	
Key Result 4.1: Development of a Node Impact Assessment Toolkit based on RI-PATHS methodology.	No
Key Result 4.2: Adoption of Impact assessment in ELIXIR Nodes, supported by Node coordinators network and feedback on applicability from dialogues with national funders.	No
Key Result 4.3: Creation of national public-private partnerships and industry outreach where open life-science data and services stimulate local bioeconomy	Yes
Key Result 4.4: Growth in reach, impact and engagement of stakeholder communication assessed by established ELIXIR Communications metrics	No
Key Result 4.5: Initiating and advancing discussions on Membership (EU and international) or strategic partnerships (international countries) following ELIXIR-CONVERGE workshops.	No

3. Introduction

Building collaboration between industry and ELIXIR Nodes has been at the heart of ELIXIR's strategy. ELIXIR's Industry strategy is to support the creation of an open innovation ecosystem in the life sciences at the national and European levels. The ELIXIR Nodes are encouraged to Europe's bioeconomy and knowledge-intensive industries and act as a bridge between the public and private sector, facilitating technology transfer and the use of open data resources for innovative research and discoveries through the ELIXIR Innovation and SME programme.

This guide aims to support ELIXIR Nodes in engaging effectively with the private sector, as part of a broad effort to ensure the long-term sustainability of the research infrastructure.

The deliverable has been drafted by the ELIXIR External Relations team and was discussed by the ELIXIR Innovation and Industry Focus Group (internal group for ELIXIR members) and the ELIXIR Industry Advisory Committee.

4. Description of work accomplished

4.1 Description of the Guide “How to...” engage with industry

The guide is built as follows:

- Target audience
- What's in it for you?
 - Why should you consider engaging in a collaboration with industry?
 - What's in it for the industry partner?
 - Who are key partners in the bioinformatics ecosystem
 - Things you should consider when planning engagement activities towards industry
 - Suggested engagement actions
- Focus areas:
 - Understanding your local ecosystem through stakeholder mapping
 - Developing an efficient industry strategy
 - Building collaborations and licensing agreements
 - Ensuring good communication to industry
 - Engagement by hosting events
 - Looking at industry engagement through the impact lens

4.2 Description of the drafting process



The guide is drafted based on the ELIXIR experience regarding Industry engagement activities over the years, and it links numerous documented resources covering a wide range of cases on different topics. These resources provide the theoretical knowledge needed to build practical experience.

The first draft was shared with the ELIXIR Nodes' industry officers for comments, and it was populated with inputs by the industry, impact, communication, and events officers of the ELIXIR Hub. The industry officer updated the draft based on the feedback received by the ELIXIR Innovation and Industry Focus Group in February and the ELIXIR Industry Advisory Committee in May. The ELIXIR Innovation and Industry Focus Group meets every three months, and it is an internal group for ELIXIR members focusing on exchanging experiences on the engagement with external stakeholders (such as the private sector) and building local industry and innovation programmes in the Nodes. The ELIXIR Industry Advisory Committee meets three times per year and provides high-level strategic advice on industry needs and opportunities within the ELIXIR programme to promote open innovation and public-private research partnerships. Both groups contributed with essential inputs, covering different perspectives of the guide.

5. Results

The result of this deliverable is the Guide:

<https://elixir-europe.org/sites/default/files/documents/how-engage-industry.pdf>

And it is published in the Innovation and Industry Focus Group Webpage:

<https://elixir-europe.org/focus-groups/innovation-and-industry?destination=node/167950>

6. Conclusions

At the time of submission, this deliverable covers a variety of topics of great interest for the ELIXIR Nodes considering ways to initiate Industry engagement activities or improve existing ones.

7. Impact

This deliverable provides the basis for initiating, and strengthening the current Industry engagement practices of the Nodes.

8. Next Steps

This deliverable is published on the ELIXIR Innovation and Industry Focus Group webpage, and it will be used in the upcoming Innovation and Industry Focus Group meetings to evaluate the current capacity, understand gaps and build short and long-term strategic actions. The main sessions of the guide will also serve as a backbone for presenting the

Nodes' achievements and progress to external partners and potentially to the ELIXIR Industry Advisory Committee.

9. Deviation from Description of Action

The original action for this deliverable was to create a wiki page on the ELIXIR Innovation and Industry webpage; this is converted into an electronic guide due to the length and diversity of topics covered as it would be easier to read and share. The guide is published on the Innovation and Industry Focus Group webpage.

The delay in submitting this deliverable was caused by ELIXIR staff changes and the handover of tasks.

