



Alliance for IoT
and Edge Computing
Innovation

24-25 Sep
BRUSSELS

A I O T I
DAYS 2024

How to find a path to exploitation for a RTD company

Building solutions for the edge of the future – from use cases to business cases

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 PERSONAS 270	314 PATENTES
 INGRESOS ANUALES 25,6 M€	4,5 M€ HEH2020 CAPTACIÓN MEDIA ANUAL



Inteligencia Artificial en la industria



Driver: Inteligencia a partir de datos y experiencia

+ 20 módulos de software que facilitan el despliegue de soluciones

30 profesionales en equipo multidisciplinar que trabaja en 4 ámbitos, incluyendo una apuesta especial por la calidad

+ 30 clientes se benefician en la actualidad de nuestras soluciones (Datos 2019-2022)

3 palancas para facilitar la transferencia de resultados

Several IT exploitation sources

SOURCE

RESULT

EXPLOITATION ROUTE



AI-PROFICIENT
(ICT38 2020-2023)

Extrusion process optimization

Industrial project



Data quality

Open source



(2020-2023)

Quality Fingerprint

Additional Service at
Tekniker **SmartF** platform

Tekniker
Smart Factory Hub



(2019-2023)

Tribo-connector – IoT
platform interop.

Licensed to Austrian
GmbH spin-off



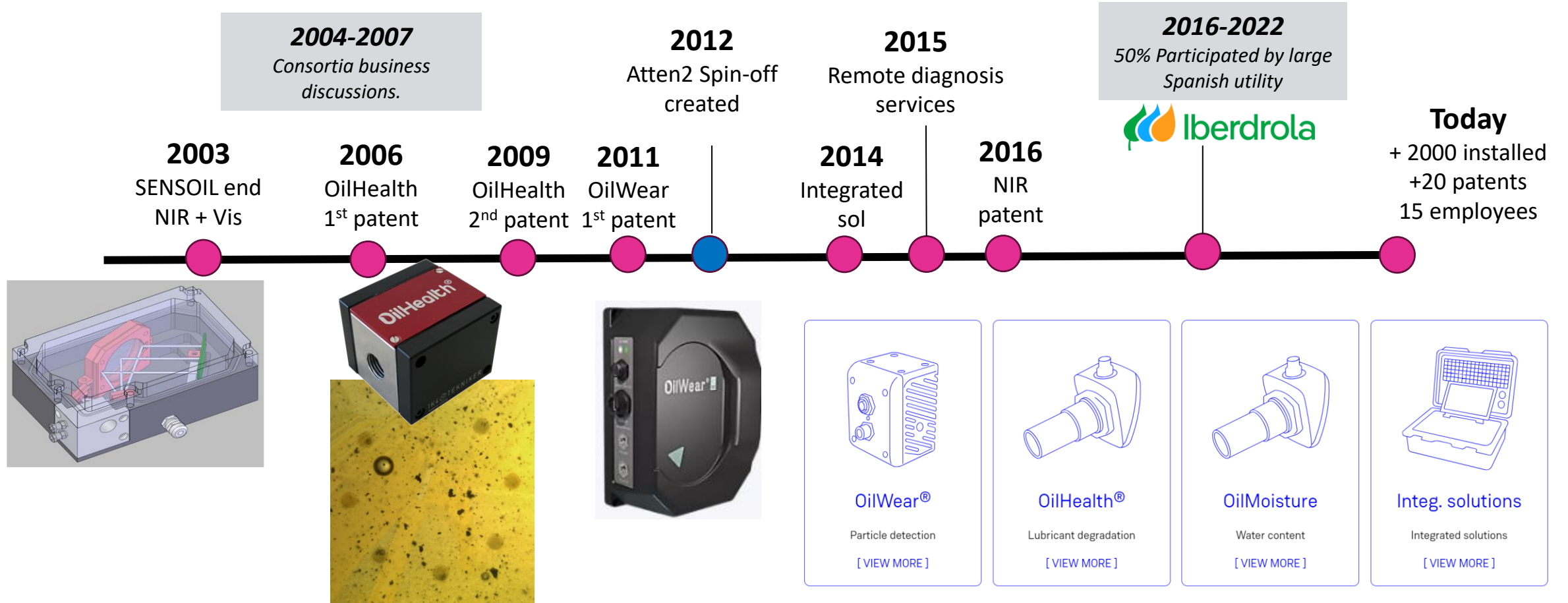
SENSOIL
(2000-2003)

VIS-NIR Spectrometer

Developed into
Spanish Spin-off



From SENSOIL to ATTEN2



Conclusions / Ideas

- Main routes of results exploitation at Tekniker
 - 1- Asset licensing as part of new projects – 1 to 5 years
 - 2- Asset as a new product or business case – 3 to 10 years
- Tekniker as RTD company: Many times economic support extracted from internal resources.
 - Difficult to find (and to get) the right external support for at the right time
 - Some potential funding mechanisms a-posteriori
 - All in all – many opportunities that can be double checked – e.g. open calls,
- Spin-offs: Difficult business consensus after project ending – 2 partners max.
- Most of Tekniker IT industrial portfolio at Basque DIH - <https://bdih.spri.eus/es/>