

## EXPLOITATION (WP9)

IDP

Gisela Soley


2<sup>nd</sup> global meeting

Espoo, September 2017





Decisions during 1<sup>st</sup> global meeting:

- Exploitation questionnaire to all partners  Material to start developing the Exploitation Agreement draft
- CENIT+IDP will list conferences and journals where the consortium could publish articles/papers [Conferences.xlsx](#)
- New loop for discussion on scientific conference/publications (VTT, ZNIK, CENIT)

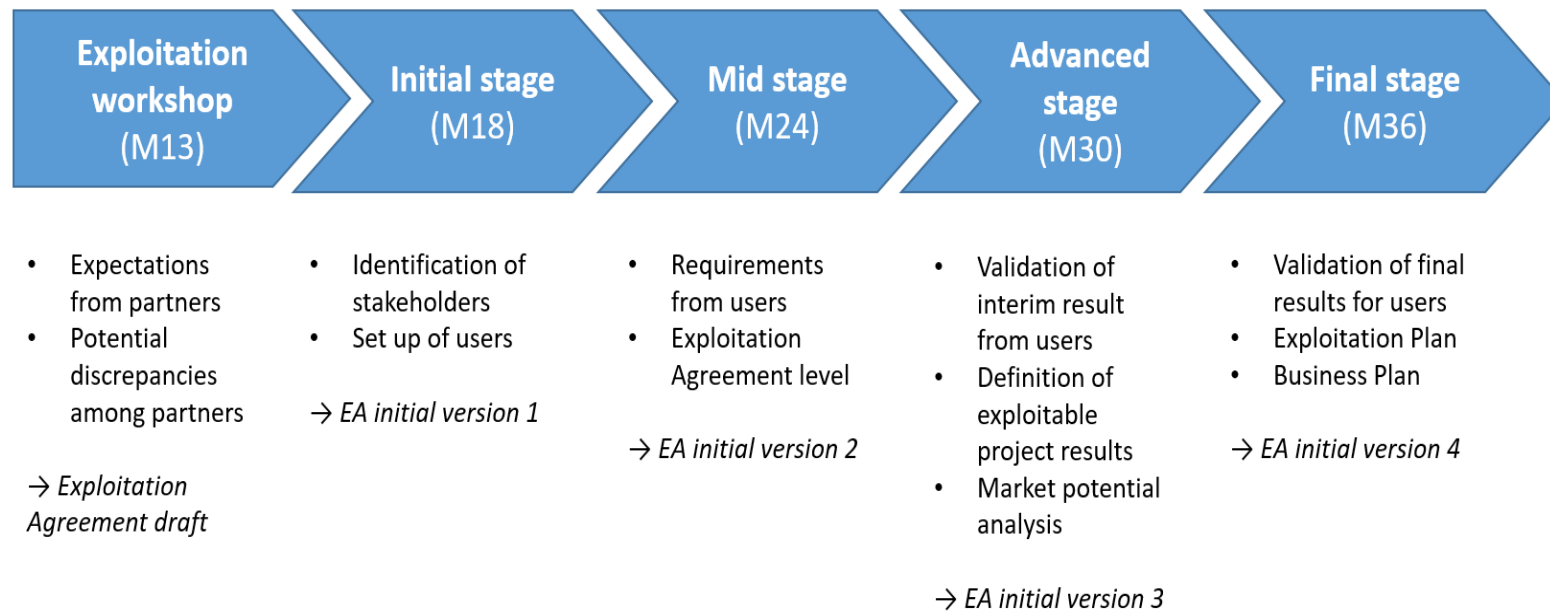


# DELIVERABLES

Deliverable Number	Deliverable Title	Type	Level	Due date
D9.8	Exploitation Agreement initial version 1	Report	Confidential	February 2018 (M18)
D9.9	Exploitation Agreement initial version 2	Report	Confidential	August 2018 (M24)
D9.10	Exploitation Agreement initial version 3	Report	Confidential	February 2019 (M30)
D9.11	Exploitation Agreement initial version 4	Report	Confidential	August 2019 (M36)



## Exploitation plan





## QUESTIONNAIRE ANSWERED BY ALL PARTNERS:

- What products / technologies / methods / tools do you expect from INTERMODEL project?
- Outlook of the technology/method/tool in terms of exploitation.
- What is expected to be achieved in terms of exploitation?
  - How will the technology get commercialized? (new product, part of an existing product, application in a use case, service - including academic ...)
  - Who will commercialize the technology?
  - How far will INTERMODEL bring the technology?
  - Are additional resources needed for commercialization or will INTERMODEL and own resources be sufficient?
  - What are the major milestones (just a few to get an impression on how quickly the commercialization process will evolve)?



Draft sent in September 2017.  
It gathers the information received by partners



Further discussion:

## Identified products:

**#1:** *Decision-making tool to assess the optimal layout for any greenfield/brownfield terminal*

**#2:** *Plugin to link transportation network simulation software with BIM technologies (BIM importer for Aimsun)*

**#3:** *Assessment methodology*

**#4:** *Integrative platform*

**#5:** *Service offered to engineering companies, investors, operators, etc. including a methodology for intermodal terminals assessment.*

OTHER...

**Partners involved?**



# EXPLOITATION

---

Further discussion:

**For each new product:**

**OUTLOOK FOR EXPLOITATION**

**EXPECTED TO BE ACHIEVED**

**EXPLOITATION**

**MAJOR MILESTONES**

**DISCUSSION**

**OTHERS: POTENTIAL OBSTACLES / ACADEMIC EXPLOITATION / EXPLOITATION STRATEGY / EXPLOITATION ROADMAP**



Gisela Soley  
IDP  
gsoley@idp.es

**THANKS!**

