



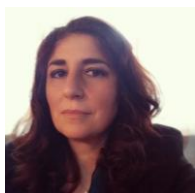
Virtual Brokerage Event @ Innovation Village 2026

Maria Valenti





Collaborative Research- Industry Projects: From First Meeting to a Shared Project



Maria Valenti
Head of Smart Grid and Energy
Network Laboratory



Basic and Applied Research

- Research is not only about fundamental scientific investigation (**Basic Research**).
- **Applied research** focuses on transforming knowledge into innovative technologies, products, and processes, advancing them to higher Technology Readiness Levels (TRLs).

TRL 9 Technology ready for deployment

TRL 8 Complete, qualified system

TRL 7 Demonstration of the prototype-scale system in an operational environment

TRL 6 Demonstration of a prototype in a representative environment

TRL 5 Validation of technological components in a representative environment

TRL 4 Technology validation in the lab

TRL 3 Experimental proof of concept

TRL 2 Technological concept formulation

TRL 1 Observing the basic principle

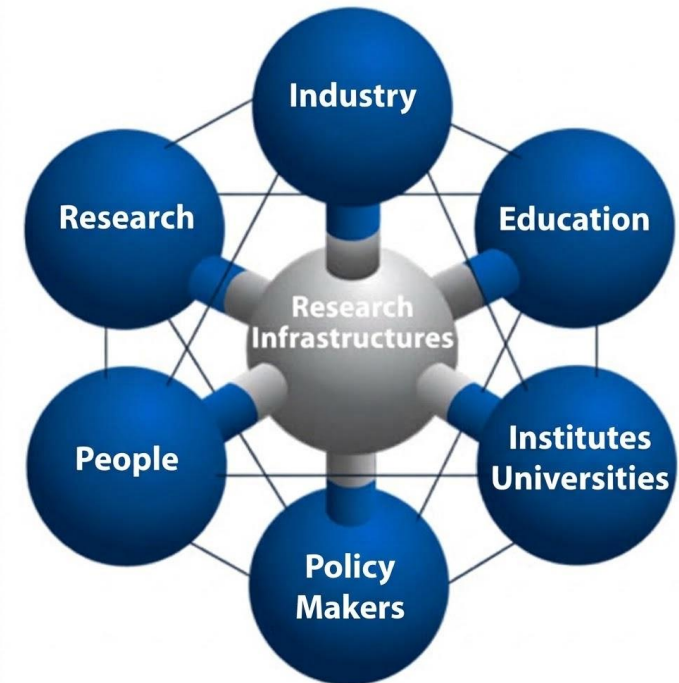
Derisking Innovation

- Leverage public funding to support early-stage R&D.
- Reduce **financial exposure** and operational risk.
- **Share innovation risk** with research partners and funding bodies.
- Accelerate technology deployment and **time-to-market**.



Leveraging “already available” Research Infrastructure

- Partnerships with research organizations provide access to Advanced Research Infrastructure
- Access to existing advanced infrastructure accelerates innovation and reduces risk by enabling faster, more cost-effective testing and prototyping.



Leveraging Multidisciplinary Expertise

- Research projects are increasingly cross-disciplinary.
- **Industrial know-how** provides market orientation, scalability, and manufacturing expertise.
- **Scientific expertise** contributes multidisciplinary knowledge in physics, artificial intelligence, and materials science.
- The **integration** of diverse capabilities creates a unique collaborative ecosystem. This ecosystem supports the effective resolution of complex problems.



Combining Assets for Innovation

Company–research collaboration brings together complementary tangible and intangible assets

- ✓ **Companies:** market vision
- ✓ **Research organisations:** scientific know-how and advanced experimental infrastructure
- ✓ **Funded programmes** (when available): financial resources



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From Need Identification to Proposal Submission



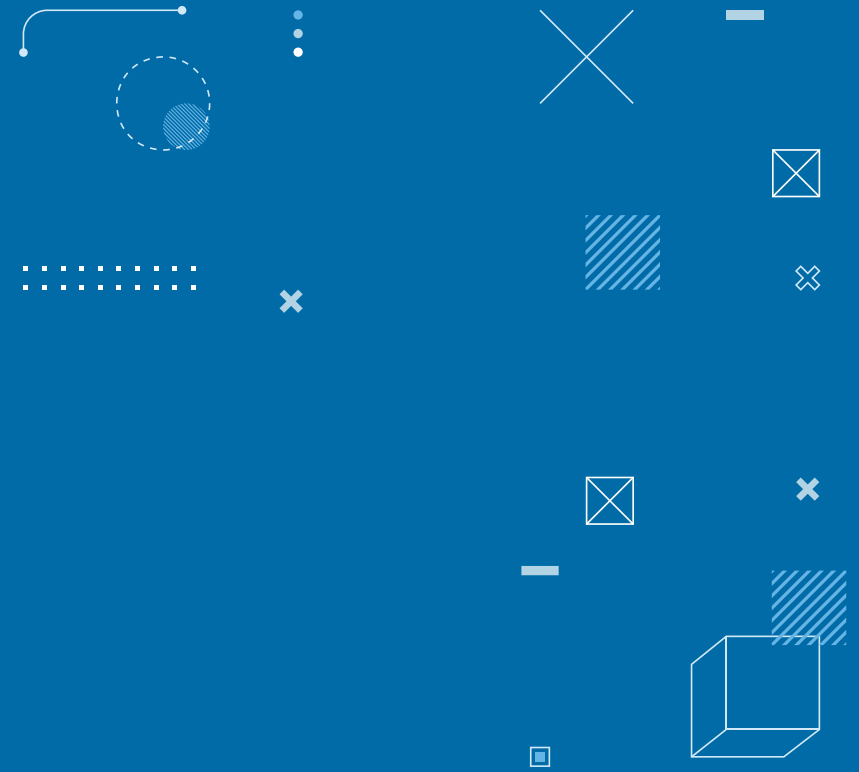
Beyond Funded Projects: Alternative Collaboration Models

- **Direct Contract Research:** Privately funded R&D tailored to specific business needs.
- **Tech Licensing & IP:** Direct acquisition or licensing of patents and technologies.
- **Industrial PhDs & Talent:** Co-funded research positions to develop and recruit top talent.
- **Consultancy & Advisory:** On-demand expert guidance, testing, and feasibility studies.
- **Open Access Infrastructure:** Access to advanced labs and high-tech equipment.



#EENCanHelp

Thank you

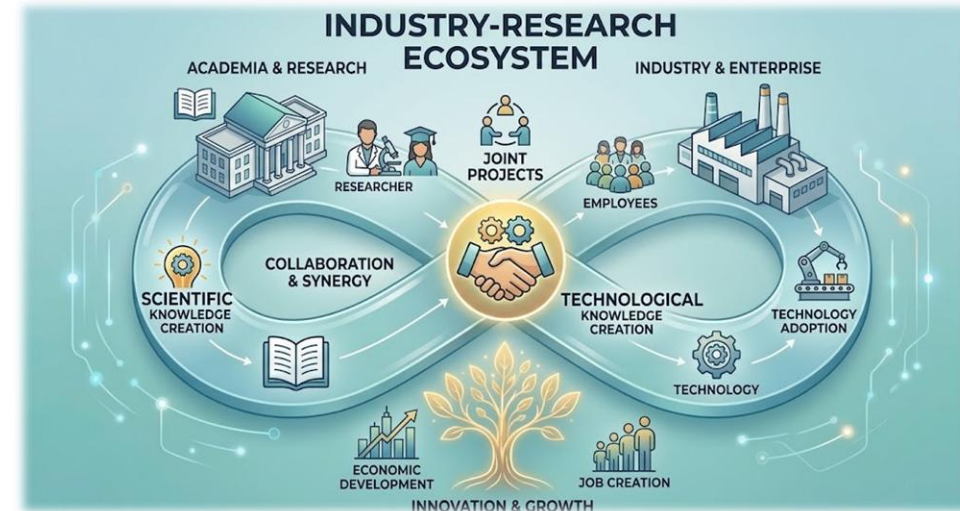


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