

Technology Transfer Success from a National Laboratory to Industry

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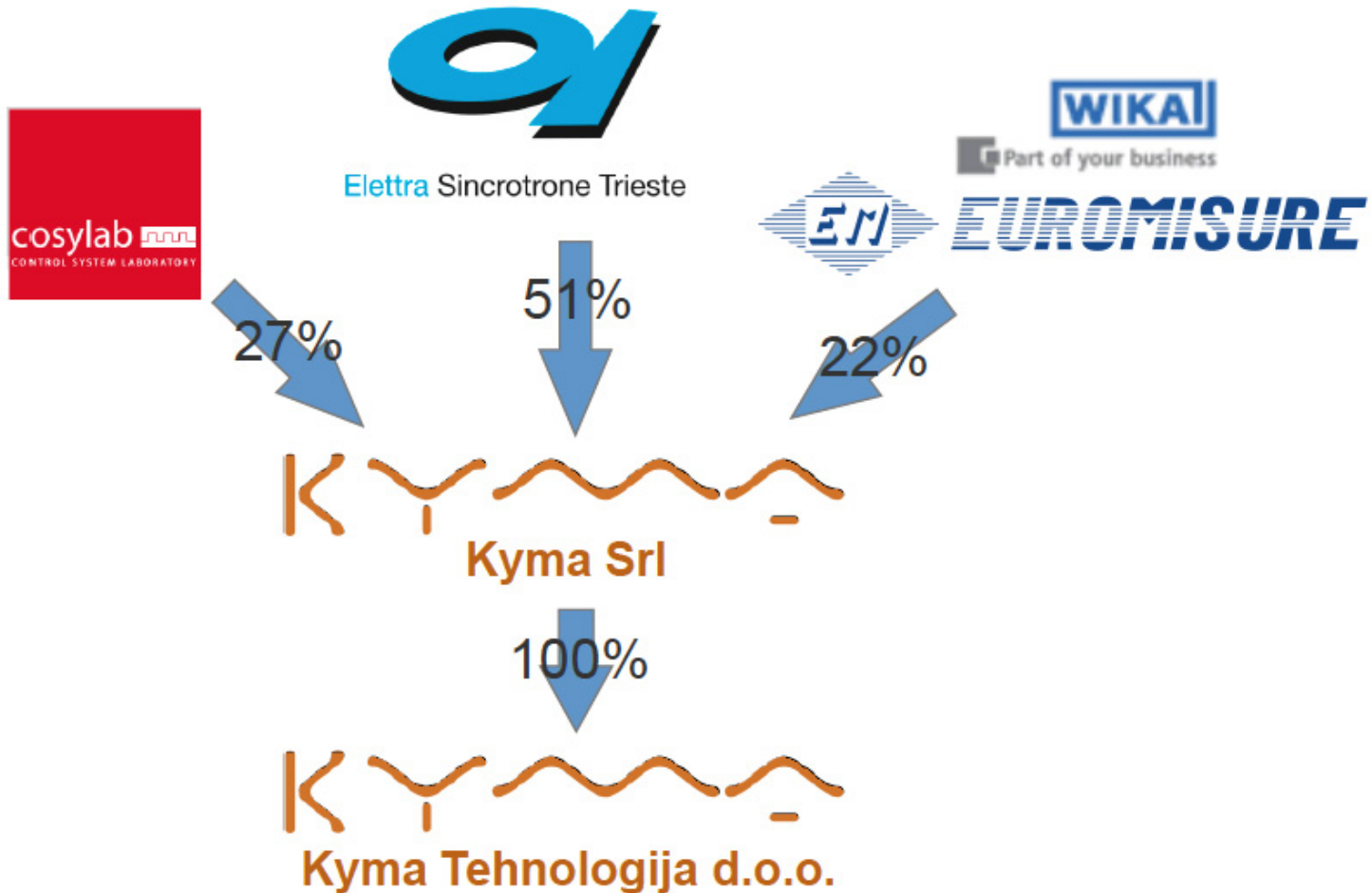


Hot start

- Kyma Srl was established in 2007 as a spin-off of Elettra - Sincrotrone Trieste to design, realize and install all the 18 undulators of FERMI@Elettra project.
- An open European tender issued by end 2006 with the purpose to find potential partners for realizing the undulators.
 - ◆ Potential partners were required to set up a new company to that purpose, together with Elettra.
 - ◆ The capital of the company was formed by 51% of shares as intangible assets supplied by Elettra - Sincrotrone Trieste and 49% of liquid capital supplied by the partners.
 - ◆ Elettra had to contribute transferring to the NewCo its know-how on undulators. **Knowledge Transfer monetarily evaluated.**



Partner fully committed





Virtual Organization

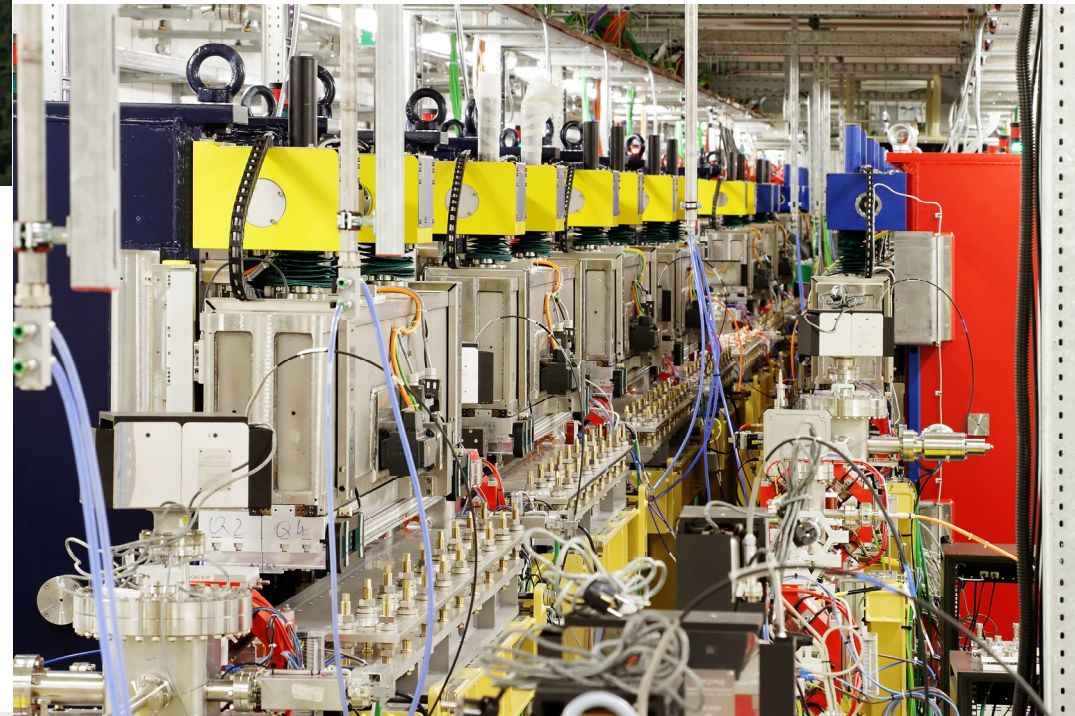
Kyma is organized in the form of a “Virtual Company” (VO). A virtual company is an Extended Organization (EO), which directly controls an interrelated set of co-ordinated processes carried out at different locations, by different legal subjects (independent companies).

lean, extended, adaptive

FERMI @ Elettra



Elettra Sincrotrone Trieste

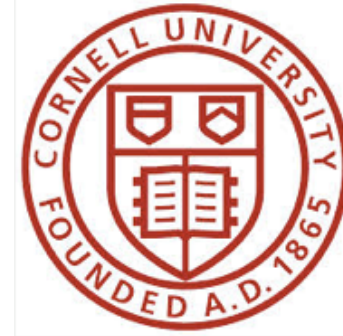
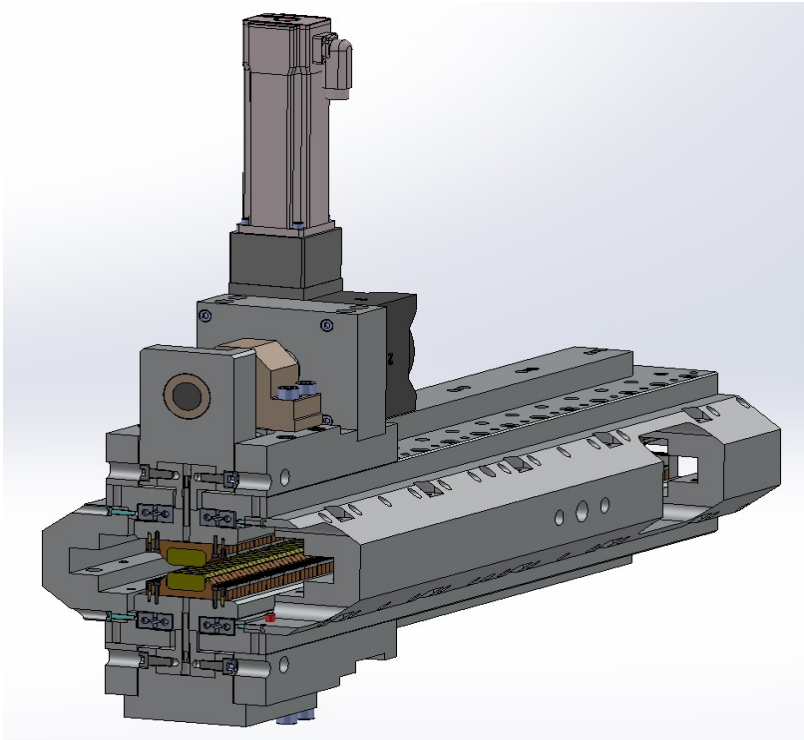


ID projects

- Elettra - Sincrotrone Trieste, Italy
- Canadian Light Source, Saskatoon
- Raja Ramanna Centre for Advanced Technology, Indore, India
- ENEA, Frascati, Italy
- Pohang Accelerator Laboratory, Pohang
- University of Aarhus, ISA, Denmark - ASTROID
- Uppsala University, Sweden
- Brookhaven National Laboratory, Upton, N.Y.
- European XFEL, Hamburg, Germany
- Pohang Accelerator Laboratory, Pohang
- Huazhong University of Science and Technology
- Cornell University, Ithaca, N.Y.
- Jagellonian University, Krakow - SOLARIS

45 IDs
and 60 Phase Shifters
in 6 Years!

Compact Undulator (CCUs) – Cornell University



Adjustable Phase Device

- Fixed gap device
- Tuning achieved by shifting one magnetic array
- Developed for CESR upgrade
- Linearly polarized undulator
- Small and light device
- In vacuum

Patented soldering process (magnet-holder)

The keys for a lasting success of TT

- ✓ Hot start with an important contract granted
- ✓ Partners fully committed to the development of the business (not on short-term profit)
- ✓ Full Customer-oriented approach
- ✓ Virtual organization (lean, extended, adaptive)
- ✓ Extreme focus on project and process management
- ✓ Clear positioning at the invention/innovation boundary
- ✓ Very close relationship both with the pure industrial and pure research environments
- ✓ Operative partnerships (scientific & industrial)
- ✓ Continual improvement of products and processes

**THANK YOU
FOR
YOUR ATTENTION**