COSYLAB – Control System Laboratory

Strategies for Teaming with Labs

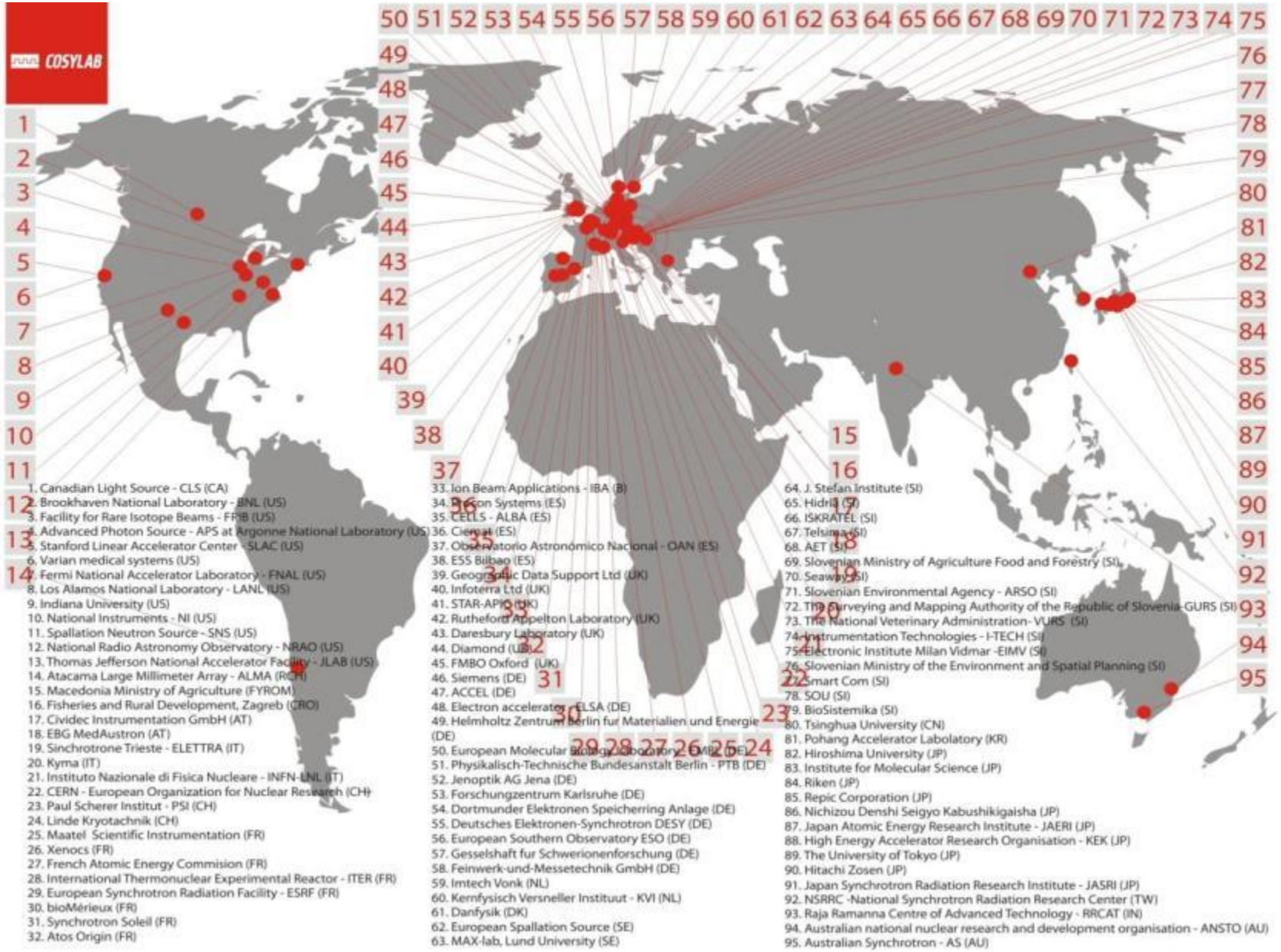
Mark Plesko, Cosylab

Your TRUSTED Control System Partner

COSYLAB

COSYLAB: 100 employees, 7 locations worldwide

COSYLAB



Teaming with

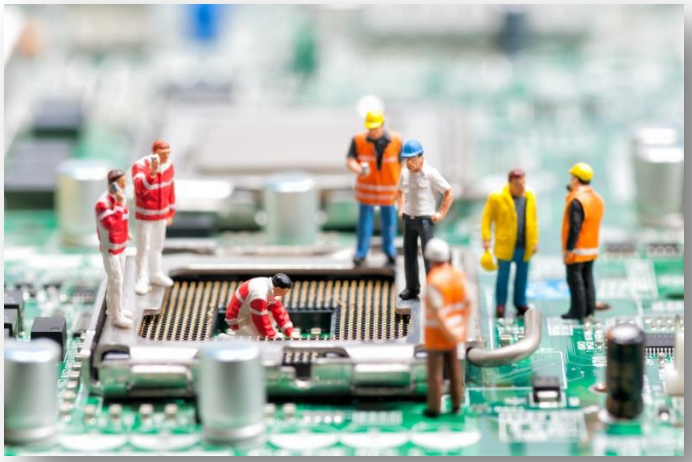
COSYLAB

- Labs:
  - Sincrotrone Trieste
  - SINAP, Shanghai
  - MedAustron, Austria
  - CERN (under discussion)

- Universities
  - Ljubljana, Slovenia
  - Lund, Sweden
  - Hangzhou, Ningbo China
  - Hiroshima, Japan
  - UC Davis and Santa Cruz

LABS & INDUSTRY
Goals, Interests and Expertise are COMPLEMENTARY

Average lab member has estimated experience from
2.67 machines/large projects*



Industry Partners have averege experience of
56.63 projects*

* Estiimates based on internet research . Data available on request

GOALS AND INTERESTS ARE *COMPLEMENTARY*

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LABS

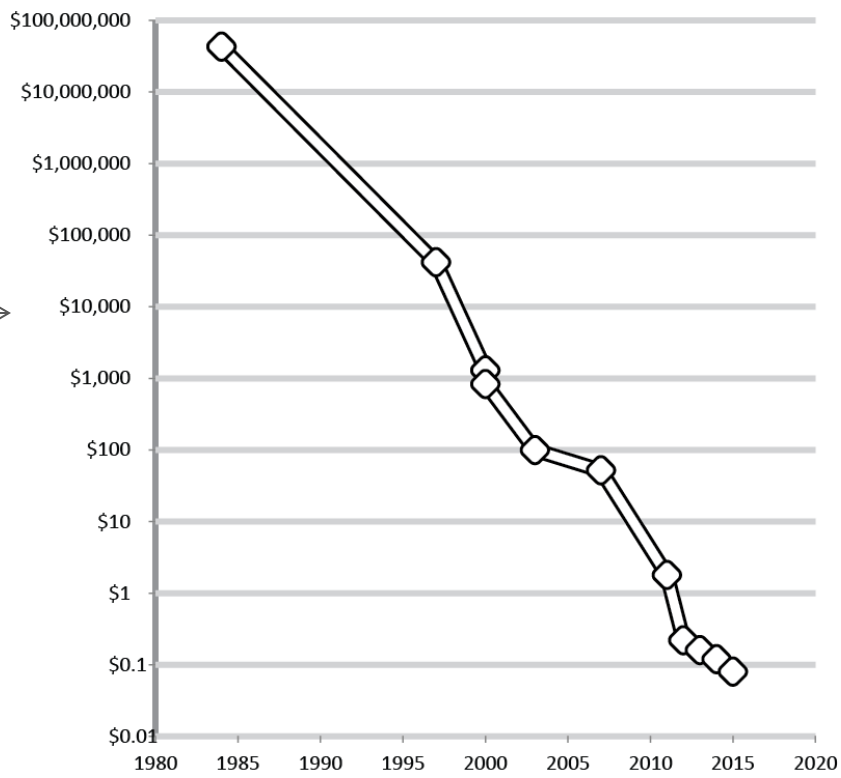
- Research labs realize a unique set of technical challanges, once
- Research Teams (need to) find a way to get it done, and will, somehow
- Research Teams love making NEW mistakes, the world learns from them

INDUSTRY

- Industry Partners specialize in one economic, profitable & repeatable service
- Industry Partners (can) decline assignments that do not fit, for those that fit better
- Industry partners hate repeating OLD mistakes, they already learned

COOPERATION is profitable

- In principle the whole machine could be one off prototype, but:
- It is costly, using standard components saves cost
- Standardisation implies reusing system designs
- Reused designs lead to further standardization opportunities (by industry)
- → Win-Win
- → Self feeding loop



price per GFLOP, last years with standard consumer CPU's

Managing cost of new people by teaming with industry

COSYLAB

1. Get Experts
2. Keep Trained People
3. Outsource to industry for peak loads