

Agenda – TMN Meeting #51

Meeting topic: **“Bridging the gap between R&D and widespread technology implementation”**

Date: 19th – 21st May 2021

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Previous meetings for context:

- 2018 – Managing the uptake of technology
- 2016 – Effective Technology Deployment
- 2015 – Bridging the gap between R&D results and technology implementation

Discussion topics to prepare on:

What are some of your success stories where this has worked really well? And what were the key success factors?

Conversely, what are the main reasons in your organisation for failure to cross the divide from R&D to commercialisation & implementation?

Based on some of the typical issues we come across and discussed in recent TMN meetings, please consider and address from your company's perspective. There are likely too many topics to cover them all, so please select the most important/ pertinent for your organisation.

- How do you make sure you work on the right projects that the business needs and wants? And that this stays current and relevant to the business throughout the project?
 - How to prioritise and then stop lower value projects
- How do you ensure commitment and buy-in from the business to carry through to implementation? How do you ensure it remains a priority for business unit personnel?
 - In respect to your engagement, how to manage failure through the valley of death
 - How do you use internal resources/ funding mechanisms to tackle conservatism from the business to adopt new technology?
- How do you use processes and tools to facilitate the right behaviour and ensure best practices are followed?
 - What is your internal 'Commercial Readiness Level' and how is it used within an approval/ stage-gate processes?
- How do you ensure that the right information is available, and skillsets are accessible, to researchers and technologists, as they consider implementation/ commercialisation options?
 - How do you educate researchers on marketing/ commercial capabilities?
- What other ways do you look at to keep strong communication between research/ technology divisions and groups, and the business?
- What are the best practices for supply chain engagement through the R&D phase into deployment and commercialisation?

Agenda

Day 1 - Wednesday, 19th May (07:30 – 11:00 (CST Houston) / 13:30 – 17:00 (BST UK) / 14:30 – 18:00 (CET Europe)			
1	Welcome, introductions and objectives/ agenda	OTM/ all	13.30
2	Round table sharing of successful practices/ case histories etc. related to meeting topic (see guidelines below)	All attendees	13.45
	Tea / coffee break		15.00
3	Round table sharing (continued)	All attendees	15.15
4	Intro to REMO and Test	All attendees	16.30
	End of day 1		17.00

Day 2 - Thursday, 20th May (07:30 – 11:00 (CST Houston) / 13:30 – 17:00 (BST UK) / 14:30 – 18:00 (CET Europe)			
1	Introduction to REMO, review of day 1	OTM/ all	13.30
2	Round table sharing of successful practices/ case histories etc. related to meeting topic (see guidelines below)	All attendees	13.35
	Tea / coffee break		15.00
3	Round table sharing (continued)	All attendees	15.15
4	Guest presentation	Tbc	15.45
5	Wrap-up discussion Day 2	All attendees	16.30
	End of day 2		17.00

Day 3 – Friday, 21st May (07:30 – 11.00 (CST Houston) / 13.30 – 17:00 (BST UK) / 14:30 – 18:00 (CET Europe)			
1	Welcome, introductions and objectives/ agenda, review of day 2		13.30
2	Further round table sharing of successful practices/ case histories etc. related to meeting topic	All attendees	13.35
	Tea / coffee		15.00
3	Round table sharing (continued)	All attendees	15.15
4	Plenary open discussion on topics raised	OTM/ All attendees	16.00
5	TMN future plans – meeting topics etc./ Any other business (Including TMN Benchmarking project)	OTM/ All attendees	16.30
	End of day 3		17.00