

Business case

Intellectual property supplier

Service Robot Technology

- Complex topic better suitable for a consortium
 - Several subject areas: Mechatronic, engineering, electronics, computer science
 - Special knowledge: image processing, pattern recognition
 - Use knowledge of the industry: Photovoltaic, Cleaning
- Large investments in R&D (1.4 million EUR), long term (5 years)
- Multiple licenses to a network of partner
- Customer benefit:
 - Simpler, faster use by manufacturer (1 month)
 - Cheaper use by manufacturer (below 0.2 million EUR)
- Our own benefit:
 - Licence revenues to recover costs
 - Leaving royalties as profits, focus on customer success