

MUSP, Piacenza, 7 July 2006

Roundtable at MUSP laboratory



What is FATRONIK?

Who are we?

Fatronik is R&D centre dedicated to create and assimilate knowledge, to convert it into competitive industrial innovations, through **technological transfer** to established companies, or to support the set-up of new companies.

Our objective is to provide wealth and welfare to the society, to our customers and to the people of our organisations.

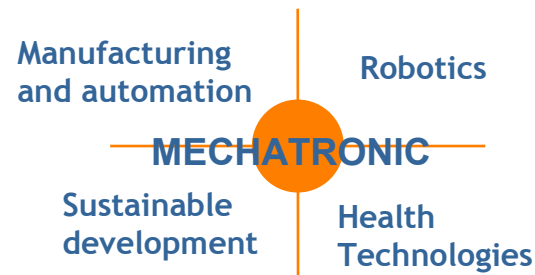


Two business areas

Industrial systems, increasing the competitiveness of companies of different sectors: machine-tool, aeronautics, capital goods, renewable energies and demanufacturing.

Health, bringing technology at people's service.

Four working fields



C ONCEPTION AND DEVELOPMENT OF MECHANICAL SYSTEMS

- PARALLEL KINEMATICS
- NEW SOLUTIONS FOR LIGHT CONSTRUCTION

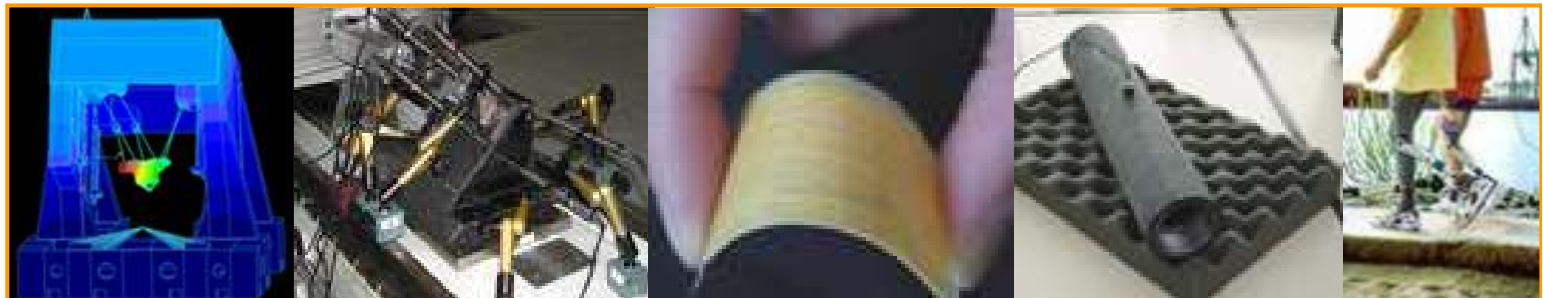
We make
mechatronic
systems

C ONCEPTION AND DEVELOPMENT OF DRIVES

T ECHNIQUES OF EXPERIMENTAL MECHANICS

A DAPTRONICS

B IOMECHANICS



ADVANCED CONTROL

DESIGN OF CONTROL ARCHITECTURES

ADVANCED “MOTION CONTROL”

DEVELOPMENT OF CONTROL SYSTEMS “AD-HOC”

SOFTWARE AND COMMUNICATIONS

SOFTWARE TECHNOLOGIES

COMMUNICATION SYSTEMS

SENSORIZATION



OPTIMIZATION OF MANUFACTURING PROCESSES

We improve
the
processes
and work on
new ones

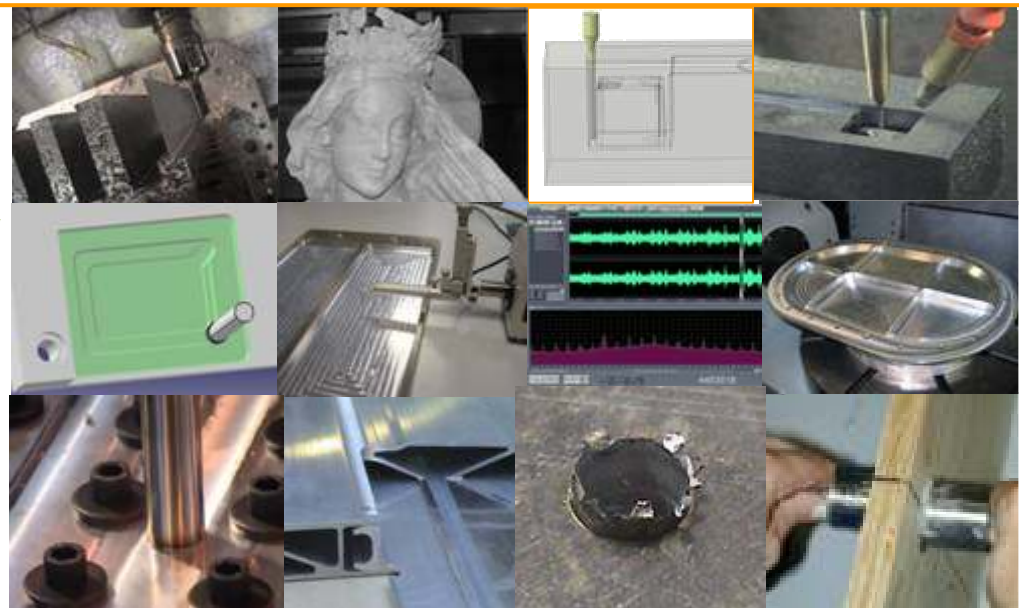
DEFINITION OF MACHINE SPECIFICATIONS ACCORDING TO THE
PROCESS

PROCESS MONITORING SYSTEMS

STUDY OF NEW PROCESSES

EXAMPLES OF ANALYZED
PROCESSES:

- High speed machining of moulds and dies
- Machining of aeronautic parts of reduced rigidity
- Drilling of aeronautic materials
- Friction stir welding
- Dieless forming
- Machining of non conventional materials



A) TECHNOLOGICAL PARTNER- Long term agreements.

As technological experts, our compromise with the client **GOES FURTHER** than a simple provider.

Our objective is to become **THEIR TECHNOLOGICAL PARTNER**, getting involved in their projects with a participation and complicity behaviour in order to make a **JOINT WORK** with the maximum contribution of value, looking for opportunities and making them possible.



B) SPECIFIC COLLABORATIONS:

1 UNDER CONTRACT PROJECTS

- Development under customer's requirements.
- Customer's property.

2 SHARED RISKS PROJECTS

- Shared development costs.
- Shared profits.

3 SALE OF LICENCES

- Fatronik's property.
- Possible operation on the part of the company according negotiation.

successful cooperations between Industry and Research

- Through long term agreements: Mtorres, CorreaAnayak, Ibarria, Zayer...
- Through successful projects that may lead to further cooperation: diverse machine-tool builders and builders of other types of machines -leather cutting, manipulation/automation systems...-
- Through the creation of new companies: FTK System, Fatek, Goitek, Siadis...

difficulties of the cooperation

- Lack of trust at the beginning: Researchers must demonstrate their value proposition
- Difficult to share research on core aspects among companies
- Different rythm (the time constraint) between industry needs and usual public funding of research
- Short term view of the industry (lack of strategy?), faced to long term of researchers (far from reality?)

advantages of the cooperation

- Technological advancement for the companies
- Access to qualified technical staff, without compromising own resources beyond the project
- Launching of new entrepreneurial / industrial initiatives
- Access to research and technology networks in Europe, to customers and competitors through projects in cooperation
- Clear goals and higher motivation for the researchers
- Achievement of the mission of the research organisations: transfer of knowledge

Eskarrik asko !

¡ Gracias !

Thank you !

Grazie!

FATRONIK

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