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**CONVERGING**

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DELIVERABLE

D8.6 – Exploitation, IP management and Standardization activities periodical report – M18

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Executive Summary

The present document D8.6 is the second iteration on M18 (out of four “Exploitation, IPR and Standardisation” deliverables in total during the project). During the period M6-M18, the activities foreseen in the initial plan submitted in M6, within D8.5, have been completed, and slightly enhanced as follows.

We present here the results of actions and achievements, on the following topics:

- 1) The progress of Standardisation activities which have officially begun in M13, and include taxonomy of stakeholders, research of standards, advanced topics in the sectors of interest for CONVERGING and the next steps according to the plan.
- 2) The updated tables of Exploitable Assets, as they have been revised by the technical work agreed by all partners, with slight changes in comparison with the previous deliverable of M6. Updates also include the tables of taxonomy and the mappings of pilots and technologies to the assets produced.
- 3) Substantial work has been completed in terms of IPR, where the progress is twofold. First, partners have all agreed on the initial version of the IPR claims tables as per IPRHelpdesk.eu guidelines, to depict claims of contribution per asset, foreground, background, and exploitation opportunity envisioned, hence stated intention to exploit further.
- 4) Likewise, IPR has proceeded in the first revision of the table concerning intentions to proceed with licensing, protection instruments, restriction measures, and also to examine the possibility of open license, opensource or similar for each asset.

Notably, A key tool employed is the **dedicated online exploitation survey** which has been the basis for organized gathering and statistical analysis of input of each partner. The full survey can be found in the Annex, and its results in the relevant chapter.

- 5) We present cumulative results of the business modelling questions of the online survey for overview of the partner intentions and as a first step towards our exploitation plans. Individual -per partner- results are also recorded by the survey online engine, have already been statistically analyzed and will formulate the basis of the business models and canvases that will be analyzed in the upcoming next iteration of the exploitation deliverable of M30.
- 6) We showcase notable results, both cumulative and also individually in some cases for key results such as:
 - a. Exploitation Pathways, Exploitation output types envisioned and Assets to be employed for exploitation
 - b. Type of wider customer – adopter envisioned within our preliminary market analysis
 - c. Estimating the market maturity level, size and growth
 - d. Competition and Alternatives Identification, commonality and maturity
 - e. Engaging pre-existing networks of partners as exploitation targets from the real market with 103 initial entries to be further expanded
 - f. Sustainability Needs for Route-to-Maturity, based on the official CEB Innovation Radar Questionnaire, but with 35 expanded categories.
 - g. First approach to exploitation idea description per partner, as well as benefit, innovation and preliminary value statement of the exploitation idea
 - h. Setup of the further business canvases to be used in the upcoming exploitation workshops and to be reported in M30.