

DAY 2 – Friday, May 18th, 2012

Objectives:

1. Illustrate business models as the key tool in maintaining an applied, commercial focus to the research for both Industry and RPOs.
2. Highlight the two-fold benefits in running business models in parallel to research:
 - Shortening of lead time to commercialisation when technical research is complete.
 - Business models can influence decisions during the research phase resulting in outputs with increased probability of commercialisation impact.

TIME	DESCRIPTION	SPEAKER
08:15 to 08:45	Coffee	
08:45 to 09:00	Recap Day 1, Outline Day 2	Chair, Michael S. Kelleher – Bord Gáis Energy
09:00 to 09:45	Day 2 Keynote Speaker	Jessica Strömbäck – VaasaETT, Finland
09:45 to 10:00	Business Models Workshop – Introduction	
10:00 to 10:05	Business Models Introduction – UCC BIS	Tom Butler – UCC
10:05 to 10:10	Case Study 1 – Commercial Buildings	Tom Butler – UCC
10:10 to 10:15	Case Study 2 – Home Area Networks (HAN)	Jeremy Hayes – UCC
10:15 to 10:20	Case Study 3 – Factories of the Future	Philip O'Reilly – UCC
10:20 to 10:45	Coffee Break & Move to Breakout Rooms	
10:45 to 11:40	Group Workshop Breakout	
	Commercial Buildings	Home Area Networks
	Industry Leads – John Mullaney, HSG Zander – Sarah O'Connell, UTRC	Industry Leads – Ian Kilgallon, Bord Gáis Networks – Domhnaill Herson, Alcatel Lucent
	Research Leads – Gregory Provan, UCC – Dominic O'Sullivan, UCC – Mick McKeever, DIT	Research Leads – Greg O'Hare, UCD – Cian O'Mathúna, Tyndall
	Business Model Facilitator – Tom Butler, UCC BIS	Business Model Facilitator – Jeremy Hayes, UCC BIS
		Factories of the Future
		Industry Leads – Alex Ingle, IBM – Barry Kennedy, Intel/I2E2 – Donal Óg Cusack, DePuy
		Research Leads – Niall Aughney, Intel/I2E2 – John Cosgrove, LIT
		Business Model Facilitator – Philip O'Reilly, UCC BIS
11:40 to 11:45	Return to Conference Room	
	Feedback from Breakout Groups	
11:45 to 11:55	Commercial Building Group Findings	John Mullaney, HSG Zander
11:55 to 12:05	HAN Group Findings	Ian Kilgallon – Bord Gáis Networks
12:05 to 12:15	Factories of the Future Group Findings	Barry Kennedy – I2E2
12:15 to 12:45	Q&A Session: Business Models for Energy R&D	Chair
12:45 to 13:00	Conference Review Key Industry & RPO Recommendations	Jim Fritz – UTRC
13:00 to 14:00	Lunch	

For more information please contact us at:

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