

Recommendation to partner engaged in research and development in the field of industrial waste.

Recommendation to stakeholder engaged in research and development in the field of industrial waste processing so that they can be reused and able to replace raw inputs.

Keywords: intellectual property protection, Non-disclosure Agreement (NDA), waste management, REACH, establishing cooperation among companies in ecoinnovation
Partnership guidance

Aims of this recommendation

The purpose of this publication is to identify issues that have led to unsuccessful technology implementation with the stakeholder's business partner and suggestions on how to remove them.

The aim is the Identification of problems in the implementation of innovative technology in waste management.

Target group of this recommendation package

- Small and medium sized enterprises (SMEs)
- Companies
- Research and development (R&D) institutions
- Ecolnnovators

Background to this recommendation package

The company based in Slovakia was addressed to provide consultations that would lead to the identification of

Quick read

- Identification of business problems that prevent innovative ideas from being put into practice
- In establishing cooperation to other entities it is utmost important for a company with a unique technological solution to use different written contracts in the course of business negotiations. The first treaty is the Non-disclosure Agreement (NDA).
- Advertising technology online and with dedicated space and educate the client - professional and comprehensive information on issues related to a field closely related to your technology (without losing your know-how or the unique nature of your technology!)

business problems that prevent innovative ideas from being put into practice and suggestions / recommendations that would lead to their removal.

This recommendation package is intended for small and medium-sized enterprises, research and development centres with innovative ideas and solutions that encounter problems in their implementation.

The company deals with research and development in the field of industrial waste processing so that they can be reused and able to replace raw inputs. The company is a member of the research and development centre for raw materials extraction and processing at Slovakian university and member of National Technology Platform for Production, Development and Innovation of Raw Materials, where he collaborates on the "Recycling and Substitution" platform.

Eco-solutions provided by the company:

- 1.) Agglomeration of products or waste for re-use as a substitute for purchased raw materials. This is the palletisation of dusts, respectively dust briquetting, sawdust with the possibility of incorporating waste replacing waste aggregates and as well as waste replacing used fuel both dry and wet.
- 2.) Unwinding / resistance to dust. These are mainly waste and, semi-finished products from metallurgical iron and non-ferrous metals. (Steel and blast-furnace sludge and dust, iron ore dust, oily ores arising from the production of pig iron and steel, powders from electric arc furnaces, old waste dumps, shaft mines in the production of non-ferrous metals, etc.)
- 3.) Search for the use of landfilled products, by-products and waste generated during production. Producers are trying to get rid of them and eliminate it, but it's not always possible. Hence, industrial waste dumps of large dimensions are created. But with the appropriate chemical composition, respectively its modification and adjusted granulometry to the required parameter, it is possible to reuse it with another producer as a replacement for purchased inputs.

Summary description

THE COMPANY has been operating in the field of waste management research and development since 1997. In the long run, it has been exclusively devoted to the research and development society. In the field of industrial waste treatment, it examines appropriate technological processes that enable the waste to be processed so that it can be reused in the production. The company has several successful collaborations with industrial waste producers on its account. However, significant cooperation has been achieved not only to save the partner's financial resources but also to improve the protection of the environment. At present, with developed processes and technologies, approximately 2,000 tonnes of waste is processed per month, which is low compared to the original processing plan of 15,000-30,000 tonnes of waste per month. The results of the research are carried out at the producer of waste with the assistance of our partners.

On the other hand, it is the waste producer, producers who have replaced their expensive raw inputs with cheaply purchased and processed waste into the desired form of great savings.

Plan of the company was based on European legislation for iron and steel producers from the Commission's Implementing Decision of 28 February 2012, published in accordance with Directive 2010/75 / EU on Industrial Emissions Leadings for Best Available Techniques (BAT) for Iron and Steel Production 08.03.2012 in the Official Journal of the European Union 2012/135 / EU. The relevant EU document sets out the necessary steps and investments to modernize the production of iron and steel. Our development as well as our own investment, in cooperation with our investment partners and banks, will help iron and steel producers meet the BAT 8 and / BAT 9 (Management of residues from processes such as by-products and waste) as well as BAT 31 (Residues from production).



About the Ecolnn Danube project

The objective of the Ecolnn Danube project is to increase the cooperation of innovation actors in the field of eco-innovations with special emphasis on development and application of eco-technologies in the Danube Region.

Summary of eco-knowledge, eco-solution or eco-technology featured in recommendation package

At our research-development base in Slovakia we have handling equipment (VZV, UNC loader, pallet trucks ...) 6 m long rotary kiln (maximum temperature up to 1,300 °C), 5 m long rotary dryer (max. 600 °C), integrated heating unit (ITA, max. Temperature up to 600 °C suitable both for heating and cooling), electric stack with max. temperature up to 1400 °C, pelletizing plate, weighing machine, magnetic separator, pellet, crushers, conveyors, feeders, 250l mixer, sieves as well as other tools that we modify on a particular customer, respectively we test the supplied samples. Every customer, although using the raw materials inputs from different vendors from the same industry, and so its waste is different. Therefore, for each potential customer, we handle a series of experiments with its waste. We try to process all or most of its waste. Based on the annual occurrence of waste, we try to incorporate all waste into the tested recipes in a proportionate manner.

Summary of status of knowledge transfer

We routinely negotiate with different companies and find appropriate economic solutions for processing different products (whether from their production or third party production). In many big companies, the unpublished law is a plan and its fulfilling. Unfortunately, many people in the decision-making positions perceive this as something superfluous, which will not help him to fulfil the plan and take the necessary time to solve everyday problems in production. Another problem is to agree on a contract. Most of these companies have foreign owners, who are in charge of sending executives from abroad from their other operations or from their headquarters. They are motivated by and pushing only for a profit, and they often negotiate arrogantly out of power. In their positions they rotate and

stay in Europe respectively in Slovakia for max. 2-3 years. With such partners, we quickly end up even potentially interesting and win-win cooperation. Unfortunately, their attitude is sometimes difficult to understand.

After successful trials, we offer our partners a build-up facility at the waste producer's location and the waste producer, based on a lease of the technology line, is renting its capacity. The same applies if the manufacturer decides to purchase waste from third parties to replace the raw materials inputs processed by the waste so far used and purchased. The producer of waste does not have to look for investment funds that are not planned and thus the implementation of the project is considerably simplified and accelerating. Since waste treatment is a decision to build a new technological waste treatment line, it is time-consuming to obtain the necessary approvals of the state administration and the municipality. (EIA, Integrated Permit, etc.)

Summary of recommendation(s)

The EU, its member countries and especially Slovakia must put more pressure on the producers of waste but also control them whether they are doing what they should do. It is not a waste disposal solution to register as REACH material and continue to treat it as waste, that is, the REACH registered material is landfilled in the landfill. The waste producer is responsible for classifying the waste into the EWC. How is it possible that the same waste is grouped into two different groups by two different producers? One is the other waste and the other is hazardous waste.

The increase in charges under the EU waste landfill directive, which has been in existence for many years, will finally lead to a life of economic pressure on producers of waste who, under this economic pressure and sanctions, will be actively addressing their waste.

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Recommendation packages relate to specific eco-solutions, specific problems or specific areas within technology transfer.

Partnership guidance recommendations aim to aid successful interaction between 2 or more specific demand and supply side stakeholders.

Pitch recommendations aim to aid successful knowledge transfer and/or commercialisation for a type of stakeholder.

Events, consultations and interactions recommendations aim to aid successful eco-knowledge transfer by focusing on a given issue, area or topic related to knowledge transfer.

Note: Current landfilling fees in Slovakia are among the lowest in the EU.

In-depth details / explanations of recommendations

Discussion on steps that could lead to new negotiations:

Consider the use of occasional communication (Issues communications), which is mainly used to introduce new products and technologies to the market. The target group must first be revived, and then implement support activities.

Tools that can be used for this purpose: press briefing, making statements, providing information to the media.

Recommendations and Marketing Ideas:

The basis is to develop a simple and functional communication plan, prepared solutions, a support material - a communication manual.

Expert consultations outside the Eco-Inn Partner Competence:

Possibility to get a professional consultant for occasional communication.

Website with description of regulations and environmental recommendations:

Building a good name takes place on several levels. Of course, its growth is helped by clients and their good references, but it is necessary to get clients first. But how do you get involved in a lot of competition? One of the options is to present in the online world via a website and social networks. In addition to the products and services offered, it is possible to dedicate space and to educate the client - professional and comprehensive information on issues related to a field closely related to your technology (without losing your know-how or the unique nature of your technology!) The potential client gets the conviction that what you are doing you fully understand. Of course, it is important that it really is. An educated client may ask questions that will help him distinguish between quality and quantity in big competition. Educated clients are those who,

on the basis of their satisfaction, can make good references to attract other clients. However, for a business is necessary to have its brand - in addition to the business name, some graphic form that the client associates with it, and on the basis of which it will differentiate it from the competition. In addition to the name itself, the brand is often associated with products or services - if you would get trademark registration for these labels, the value of your business would increase.

Case study - if you produce different wastes, we can do wide range of raw materials, do not focus just on a specific business:

The development of unique technology, in addition to the amount of time invested, also requires the amount of money invested. Therefore, apart from the primary technology goal, it is good to reflect even before the development (or soon after the start of development) on the possible simple departures of technology that bring an extended portfolio of services or resulting products. Such thinking can bring you a wider portfolio of clients and thus a more efficient and faster return on investment.

Patents:

For a licensee to use a new technology or purchase of a tailor-made device that includes a new technology, it is important to know that the technology deployed does not infringe the rights of third parties. This can be declared, for example, by the fact that the provider is the owner of the patent (or utility model) to the technology offered.

The patent is a document that provides its owner with a guarantee that the patented technology (invention) can only be used by and licensed to it (paid) or even an unlimited number of licenses, which represents multiple financial revenues in an unlimited number. At the same time, the patent gives the owner a considerable competitive advantage in the given field, which gives the opportunity to take a lead in business for a long time. A competitive advantage of this type can also bring to the owner an opportunity to buy a technology patent or an exclusive license, either a higher one-time buy-out or a higher regular



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financial income. In particular, however, it is important that the patent provides certainty to both the patent proprietor and the licensee that the use of the patent technology is without prejudice to the rights of third parties and does not threaten any financial or other legal problems. Violation of the rights of third parties to an existing patent may have only a liquidating effect for the company.

Contract for Future Contract, NDA:

For a company that develops a unique technology, it is important to be sure that the money invested in research returns it, ideally to evaluate and not to "go down the drain" for a well-guessed, but not too wise, oral deal with the other party. At present, it is necessary to use different written contracts in the course of business negotiations.

The first treaty is the Non-disclosure Agreement (NDA). It is advisable to conclude this before the first meeting, in which you are going to tell the potential candidate the specifics of your developed technology, which are a competitive advantage and could be misused. Abroad, these treaties are quite common, they decide not to justify the suspicion of the other party, but on the contrary they are concluded to prove good faith and honesty.

Before entering into the cooperation with the other party (whether the development of technology or the additional development of existing custom-made technology), it is essential that such cooperation be underpinned by contract. The terms of the agreement shall be agreed in advance with all the conditions under which the development will take place: time horizons, personal responsibility, location of development, as well as prototype testing, financial performance, maturity dates, etc. Whatever is important for both parties is to be mentioned in the contract. It is good to think about the possible problems that may arise in the future as well as the solution to the contract, which may save some future amendments to the treaty.

Conclusions of recommendations

- Use of occasional communication (Issues communications) such as press briefing, making statements, providing information to the media
- Communication plan, prepared solutions, a support material - a communication manual
- Hire a professional consultant for occasional communication
- Website with description of regulations and environmental recommendations
- Case study
- Patents
- Contract for Future Contract, NDA

List of useful links

List of documents supporting the recommendation.

<https://www.smartsheet.com/communications-strategy-how-to-templates>

<https://www.projectmanager.com/templates/communications-plan-template>

Non-disclosure agreement template free download available on <https://seqlegal.com/free-legal-documents/non-disclosure-agreement>

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Author

Slovak Centre of Scientific and Technical Information, Slovakia

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