



ESN - Industry Network Partnerships

The European Sensory Network (ESN) (www.esn-network.com) operates “in partnership” with industrial companies for the purpose of networking and collaborating in the research and development of methods and approaches in sensory and consumer sciences. In forming the networking partnerships, the general understanding between industry partners and ESN members is as follows:

1. ESN-Industry Network Partnerships are entirely voluntary and constitutes an agreement between a named company (the industry partner) and the European Sensory Network (defined by Constitution). This partnership may be in addition to any other agreements or partnerships that currently exist, or will exist in the future, and which has been entered into by the same company with individual member institutes of the European Sensory Network. The ESN-Industry Network Partnerships operate entirely separately from such arrangements or agreements.
2. ESN-Industry Network Partnerships are open to all interested companies whose scope of activity is in line with the objectives of ESN. The ESN will establish ESN-Industry Network Partnerships across a broad spectrum of food and non-food industries. The interface between ESN members and ESN-Industry Network Partners will be facilitated by the ESN Advisors.
3. ESN-Industry Network Partnerships are primarily for the purpose of allowing industrial companies and ESN member institutes access to increased networking opportunities. They are a means to initiate and support **collaborative** research projects with leaders in the field and to explore new sensory and consumer methods and techniques.
4. ESN-Industry Network Partnerships are based on the following understanding:
 - Any qualified company is potentially eligible as an ESN-Industry Network Partner. The ESN will not restrict the formation of such partnerships on grounds of commercial competition between industry partners since the networking and common research activity will be at a pre-competitive level

- Rules for ESN-Industry Network Partnership -

- An annual network participation fee is payable to ESN by each industry partner which is equivalent to the fee paid by ESN members (currently 4500 Euro/ year (or part year) due 1st January).
- ESN-Industry Network Partnerships will include, as a minimum, two formal networking meetings per year of ESN members and ESN-Industry Network partners and one funded **Partner Research** project as part of the **Partner Research** programme of ESN (see below). Informal networking opportunities will also be encouraged. ESN-Industry Network partners are required to pay their own expenses when participating in ESN meetings and activities.
- ESN-Industry Network Partnerships are established for an indefinite period and remain in place as long as both parties consider mutual benefits accrue from the arrangement. Termination of the partnership is by mutual agreement, or by either party giving the other party 1 year notice of the intention to terminate the partnership. It is expected that both parties entering into a new ESN-Industry Network Partnership will commit to the partnership for a minimum period of three years.
- The company is the partner in this agreement, not the individual representatives of the company. The company is free to choose one or more representatives (up to 3) for the purpose of networking with ESN, but will nominate one individual as the key contact. In the case of multi-national companies with many subsidiaries, common sense will prevail when deciding whether subsidiary companies should enter into separate ESN-Industry Network partnerships with ESN.
- Both parties are expected to be active participants in the partnership and to actively seek opportunities for formal and informal collaboration
- To facilitate the networking opportunities and to further the aims of the ESN, the ESN and ESN-Industry Network partners will establish an active programme of collaborative research – the **Partner Research** Programme. The **Partner Research** programme will be funded by a minimum of 85% of the combined annual income from ESN-Industry Network partner participation fees plus a minimum of 20% of the combined annual income from ESN membership fees. Partner Research projects will be pre-competitive pilot/ exploratory projects which may be carried out by two or more ESN member institutes. The results of **Partner Research** projects are open and available to all ESN members and all ESN-Industry Network partners. The number of **Partner Research** projects funded each year will depend on the size of the budget (related to the number of ESN members and ESN-Industry Network partners) and the nature of the project, but a minimum of one new Partner Research project will be funded each year. The publishing and other rights of **Partner**

Research projects reside with the ESN, however the ESN undertakes to delay the external publication of results of **Partner Research** for 12 months after completion of the research project. Administration of the **Partner Research** programme will be the responsibility of the ESN according to the schedule below (Section 5)

- ESN members and ESN-Industry Network partners will be encouraged to use the networking opportunities of the partnership to develop further collaborative research projects. These may consist of:
 - a) collaborative **Group Research** projects involving 2 or more ESN members and 2 or more industry partners, with the results restricted to the **Group Research** project partners
 - b) collaborative **Private Research** projects involving 2 or more ESN members and 1 industry partner, with the results restricted to the **Private Research** project partners

Group and **Private** research projects will be administered directly by the participants and not by ESN. Funding of **Group** and **Private** Research projects will be agreed between the participants with no additional funding available from ESN. The dissemination, publishing and other rights of collaborative **Group Research** and **Private Research** projects will also be determined and agreed by the participants in the projects on a case-by-case basis.

5. The **Partner Research** programme will operate to the following rolling annual timetable:

Research definition and prioritisation

- October-February: Open call for research ideas. ESN members or ESN-Industry partners will submit research ideas in the approved format to the leader of the ESN Research Task Group.
- March-April: Meeting of ESN members and ESN-Industry Network Partners to review research ideas, to discuss and refine ideas and to decide which ideas should be developed into full research proposals.
- April-August: Project leaders develop selected research ideas into research plans and costed research proposals (Guidelines: project proposals to include 2 or more ESN participants, up to 1 year duration, budget 30-50,000 Euro).
- September-October: Meeting of ESN members and ESN-Industry Network Partners to review potential research projects and to vote on which projects have priority for funding (one company or institute-one vote). Elected members of The ESN Research Task Group and ESN-Industry Network Partners (a 'research committee')

will rationalize the results of the priority voting with the available funding to determine the **Partner Research** programme for the following year.

- 1st January: New projects commence

Research reporting and feedback

- 1st January: Start date and end date for "partner" research projects
 - March-April: Meeting of ESN members and ESN-Industry Network Partners to receive update on projects started 1st January, and to receive full report on projects completed 1st January.
 - September-October: Meeting of ESN members and ESN-Industry Network Partners to receive progress reports on projects started 1st January, and to approve publishing plans for projects completed 1st January.
6. There is no specific annual timetable for definition of **Group Research** and **Private Research** projects, which may be set up at any time. Project proposals not selected or not funded during the definition phase of the **Partner Research** programme may be suitable as **Group Research** funded projects.
 7. Formal networking between ESN members and ESN-Industry Network Partners will be at meetings organized twice a year (March/April and September/October). These meetings will normally be held at different locations within Europe, usually with one ESN member acting as host. To minimize time and travel costs, these meetings will be held to coincide with other appropriate sensory events (e.g. sensory conferences) whenever possible.

January 2008