

## **CANEUS 2006 Format**

### **Workshop objectives**

The Workshop should achieve the following goals:

1. Define customer needs and technical specifications.
2. Define markets addressed by the Pilot Projects, look for spin-off applications when realistic.
3. Assure financial capacity to execute the Projects.
4. Define the project goals that are in agreement with financial and IP boundary conditions.
5. Define technical approaches to satisfy technical requirements, find adequate partners to achieve the project goals.
6. Define the procedures to evaluate the projects, negotiate the project work plan and monitor achievements vs. objectives.
7. Define dissemination procedures to diffuse project results to the market
8. Consider mechanisms necessary in the industrialization phase between the project completion and production process.
9. Define mechanisms to help introduction of the project products to customers.

The following items will help to evaluate each of the workshop concept topics:

- Addressable Market
- List of competitors
- Barrier to Entry by Competition
- Business/Revenue Model
- Pro Forma 3-year P&L
- IP position of the company
- Resumes of Management Team

Workshop organization:

Each of the Workshop sessions will have 1 coordinator, 4 or 5 panelists and 1 rapporteur.

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Time	Thursday, August 31, 2006						
	<b>Focused Topical Workshops</b>						
8:30 to 9:00	Keynote Speaker 7						
9:00 to 10:30	<b>MNT - Concept Topic Introduction</b>						
<b>Workshop Session 1</b>	In this common session short introductory presentations will be given by Developers/ Workshop Coordinators to inform the audience on: <ul style="list-style-type: none"> <li>• Objectives</li> <li>• Proposed Technical solutions</li> <li>• Product Development, Schedule, and Teaming</li> <li>• Major milestones</li> </ul>						
10:30 to 11:00	Coffee Break						
11:00 to 12:30	<b>End User Requirement</b>						
<b>Workshop Session 2</b>	End users and customers will present their requirements and the respective market potential. <ul style="list-style-type: none"> <li>• Market Information</li> </ul>						
	<b>WP1 Materials</b>	<b>WP2 Harsh Environment Sensors</b>	<b>WP3 Nano-Pico-Satellites</b>	<b>WP4 Reliability of MNT Systems</b>	<b>WP5 Micro-Energetic</b>	<b>WP6 Aircraft / Spacecraft Structural Monitoring</b>	<b>WP7 Astronaut Health Monitoring</b>
12:30 to 14:00	Lunch+ Keynote Speaker 8						
14:00 to 15:30	<b>Technology and Teaming</b>						
<b>Workshop Session 3</b>	The technology development plan for each topic is presented and discussed. <ul style="list-style-type: none"> <li>• Technology Development Details</li> <li>• Description of technologies in use</li> <li>• Teaming</li> <li>• Schedule</li> <li>• Milestones</li> </ul>						
	<b>WP1 Materials</b>	<b>WP2 Harsh Environment Sensors</b>	<b>WP3 Nano-Pico-Satellites</b>	<b>WP4 Reliability of MNT Systems</b>	<b>WP5 Micro-Energetic</b>	<b>WP6 Aircraft / Spacecraft Structural Monitoring</b>	<b>WP7 Astronaut Health Monitoring</b>
15:30 to 15:45	Coffee Break						
15:45 to 19:00	Site Visits to Airbus and Alcatel						

Time	Friday, September 1, 2006						
8:30 to 9:00	Keynote Speaker 9						
9:00 to 10:30 <b>Workshop Session 4</b>	<b>CANEUS MNT Development Framework</b>						
	This common session will provide information on the CANEUS guidelines and expectations for each Pilot Project. <ul style="list-style-type: none"> <li>• Financial support, IP Issues, business plan format</li> <li>• Evaluation process</li> <li>• Government and private investment sources</li> </ul>						
10:30 to 11:00	Coffee Break						
11:00 to 12:30 <b>Workshop Session 5</b>	<b>Business Aspects</b>						
	Discussion on potential markets and strategies for addressing them. <ul style="list-style-type: none"> <li>• Dedicated international collaborations</li> <li>• Dedicated financial support</li> <li>• Opening towards other markets (if applicable)</li> </ul>						
	<b>WP1 Materials</b>	<b>WP2 Harsh Environment Sensors</b>	<b>WP3 Nano-Pico-Satellites</b>	<b>WP4 Reliability of MNT Systems</b>	<b>WP5 Micro-Energetic</b>	<b>WP6 Aircraft / Spacecraft Structural Monitoring</b>	<b>WP7 Astronaut Health Monitoring</b>
12:30 to 14:00	Lunch + Keynote Speaker 10 (Closing Remarks)						
14:00 to 15:30 <b>Workshop Session 6</b>	<b>Project Implementation Plan</b>						
	Discussion on Pilot Project implementation plans and the roadmap to developing system level prototypes within 3 years. <ul style="list-style-type: none"> <li>• Budget estimates</li> <li>• IP Management</li> <li>• Teaming Relationships</li> <li>• Schedule</li> <li>• Milestones</li> </ul>						
	<b>WP1 Materials</b>	<b>WP2 Harsh Environment Sensors</b>	<b>WP3 Nano-Pico-Satellites</b>	<b>WP4 Reliability of MNT Systems</b>	<b>WP5 Micro-Energetic</b>	<b>WP6 Aircraft / Spacecraft Structural Monitoring</b>	<b>WP7 Astronaut Health Monitoring</b>
15:30 to 15:45	Coffee Break						
15:45 to 17:00 <b>Workshop Session 7</b>	<b>Process Workshop Summary</b>						
	In this common session Developers/ Workshop Coordinators will present short summaries on the outcomes of these workshops and the proposed implementation plans for the Pilot Projects.						