



Project Number: ECO/13/630452-ECUVal

Project Acronym: ECUVal

Project Full Name: ElectroChemical technique (EC) combined with UV irradiation for the treatment and reuse of dyeing textile wastewaters: Industrial marketing

DELIVERABLE 5.8

Exploitation Report



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EXECUTIVE SUMMARY

This deliverable summarise the agreements established between the project partners in order to achieve the optimal exploitation of the ECUVal technology; the outcomes are aligned with the Consortium Agreement signed in the beginning of the Project.

In first term are described the agreements of UPC, owner of the ECUVal know-how, with ICOMATEX, exploiter of technology in the textile sector. The different agreements signed with this purpose as well as the main points they include are presented in section 1 of this deliverable.

The role of the other project partners on the exploitation of ECUVal technology is defined subsequently in sections 2 and 3.

Finally, sections 4 and 5 include a brief explanation of the exploitation strategy planed for the upcoming years in order to achieve an effective introduction of the ECUVal system, mainly into the textile sector but also in other industrial sectors.



ECUVal system

1. Agreements UPC-ICOMATEX

As initially set in the Consortium Agreement, UPC licenced the ECUVal technology and related patents to ICOMATEX by means of three documents: licence term sheet, licence agreement and contract of services. The purpose of these documents is summarized below:



1.1. Licence term sheet

At the beginning of 2017, UPC proposed to ICOMATEX a “term sheet” that constituted the bases for the wording of the “licence contract”. The “term sheet” was developed with the support of the Innovation Management Service Office of UPC and included a summary of the main terms to be discussed between UPC and ICOMATEX. After several modifications, both parties approved the term sheet by October 2017. This document constituted the starting point for the negotiation of the exploitation agreement.

1.2. Licence contract

As indicated, the conditions established in the term sheet were the basis for the wording of a licence contract, which was developed by the Innovation Management Service Office of UPC. The negotiations for licencing of technology to ICOMATEX concluded in December 2017 with the signature of the “licence contract”. The licence agreement established, among others, the following terms:

- Confidentiality: The agreement will be treated as confidential information and will not be shared with third parties without the consent of UPC and ICOMATEX.
- Concession: The licensor will grant an exclusive right.
- The licensed technology is protected by the family of patents plus the respective know-how:
 - P201730750 “Batch procedure for continuous treatment of liquid effluents by electrochemical techniques for their purification”. Patent requested on 05/31/2017 as a result of the ECUVal project.
 - P201131159 “Process of treatment and reuse of textile effluents by electrochemical techniques”. Patent granted in Spain (2012).
 - P200400434 “Process of treatment and reuse of textile wastewater by electrochemical techniques”. Patent granted in Spain (2006).

- The license covers the exploitation of the technology in the global textile sector.
- The economic conditions were also detailed, both for the initial licence rights and also for the subsequent perks.

The full version of this document was already submitted to EASME as “Deliverable 5.4: Exploitation agreement”.

1.3. Contract of UPC support to ICOMATEX

The potential customers of ECUVal equipment, identified by ICOMATEX sales department, would require a wastewater study in order to establish if the technology is viable for this particular company. UPC acquires the compromise of developing these preliminary studies by means of its own electrochemical laboratory pilot. Together with the ECUVal licence agreement, a contract on UPC services to ICOMATEX was signed in order to facilitate the introduction into the market of the ECUVal technology. This contract includes:

- Analysis of the selected effluents to determine if they are efficiently decolourized by electrochemical techniques.
- Technical support to ICOMATEX on solving possible doubts or troubles related to the construction of the ECUVal commercial systems.

2. Agreement ICOMATEX-FITEX

FITEX, as a non-profit private foundation for the textile innovation, has the mission of encouraging internationally the research, development and innovation of the textile sector. Thus, its experience as textile companies’ promoter could constitute a very valuable support for the expansion of the ECUVal technology into the textile market.

For this reason, FITEX and ICOMATEX have negotiated a commercialization agreement related to the expansion of ECUVal business to support the commercial implementation of ECUVal technology, mainly to attract new customers. Therefore, FITEX will act as a promoter of the ECUVal system. As a result, FITEX will receive a percentage of those sales of ECUVal systems achieved thanks to its direct participation.

The particular terms of FITEX-ICOMATEX agreement are confidential and cannot be detailed in this deliverable.



3. Agreement ICOMATEX-GRAUSA

During the 2 public and 2 private demonstrations carried out in GRAUSA facilities at the end of ECUVal project, Alex Grau played an important role. As a final user of the technology, the owner of GRAUSA explained to the attendants the advantages that the ECUVal system has for its company. The positive experience of an end-user is always a very good reason to convince new customers.

For this reason, it has been stated that the ECUVal system will be installed in GRAU at least 5 years after the end of the project. During this period, GRAUSA will be the responsible for its maintenance. ICOMATEX is allowed, previous authorization of GRAU, to bring potential customers to the GRAU facilities in order show and/or demonstrate the ECUVal system in situ.

Moreover, GRAUSA is a supplier of the most important cloth manufacture companies such as Inditex, Mango, etc. In the next years, the positive experience of GRAUSA in treating and reusing dye effluents can motivate these companies to promote the use of ECUVal system among the rest of their suppliers.



4. Exploitation strategy in the textile market

One of the key points of the exploitation strategy is the dissemination of the ECUVal technology. With this purpose, during the execution of the ECUVal project, different dissemination activities were carried out. These activities can be consulted in deliverables D6.7, D6.8 and D6.14. Dissemination materials such as leaflets, video and the layman's report (D6.10) were also prepared. In addition, the webpage of the ECUVal project has been periodically updated and this activity will be continued once the project is finished.

In order to achieve the introduction of the ECUVal system into the textile market, ICOMATEX, the exploiter of the technology, has scheduled for the next two years the placement of stands in the following textile fairs:

Fair	Place	Date	LOGO
COLOMBIATEX	Colombia	23-25 January 2018	ENERO 23 - 25 DE 2018 COLOMBIATEX DE LAS AMÉRICAS 2018 inexmoda 
DTG	Bangladesh	8-11 February 2018	DTG The 15 th Dhaka Int'l Textile & Garment Machinery Exhibition 8-11 February, 2018 BICC Dhaka, Bangladesh
Inlegmash	Russia	20-23 March 2018	
SIMATEX	Argentina	10-14 April 2018	simatex
EXPOTEXTIL	Ecuador	18-20 April 2018	
FEBRATEX	Brazil	21-24 August 2018	FE BRA TEX
EXPOTEXTIL	Peru	24-27 October 2018	expotextil 
ITMA	Spain	20-26 June 2019	 ITMA 2019 www.itma.com

During the fairs, the commercial team of ICOMATEX will provide oral information, leaflets, etc. to the visitors.

In addition, UPC has planned the publication of the ECUVal project results in specialized journals as well as the presentation in congresses. It is worth mentioning the organization of a

press conference that will held on February 26th at the GRAU facilities. Also, the promotion of ECUVal in a special monographic program in the local TV (Vallès Visión) has been scheduled for the upcoming months.

Consequently, the exploitation strategy of the ECUVal system will be based mainly on the dissemination of the technology and on the continuous training of the ICOMATEX commercial team. With this strategy, it is expected to have installed 38 ECUVal systems in textile companies by the end of 2022 (trend scenario considered in the business plan D5.5b).

5. Exploitation strategy in other markets

As indicated in section 1, ICOMATEX has the exclusive right for the exploitation of the ECUVal system in the textile market. But, the technology can be also expanded to other different sectors detailed in deliverables D5.5, D5.6 and D5.7, whose exploitation is not foreseen to be licenced in exclusive to an only company.



In fact, UPC has already an agreement (non exclusive) with the Spanish company “Bio-fil” (Biología y Filtración) whose business is the wastewater treatment. Bio-fil has listed the ECUVal system in its web page as one of its products. The company also will promote the technology in the upcoming wastewater treatment fairs indicated in the following table by placing in its stand an ECUVal roll-up, leaflets, etc. The attendance of UPC staff to these fairs to facilitate the promotion of the technology is also foreseen.

Fair	Place	Date	LOGO
IFAT	Germany	14-18 May 2018	
Aquatech	Netherlands	5-8 November 2019	

To explore new markets for the ECUVal system and to improve its competitiveness by reducing the electrical consumption are the challenges for the UPC team in the next three years. UPC will carry out this task through the regional project ELDE, financed by the Catalan Agency of Research AGAUR.