

Relationship between CTBE and the industry

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One of CTBE's purpose is to extract the most from sugarcane and other energy sources, in order to generate several products and co-products, such as: biofuels, polymers, chemical building blocks, etc.

For this reason, CTBE's intellectual production has commercial value to many industries, being not limited to those directly linked to the productive sugarcane/ethanol chain. For example, cosmetic, pharmaceutical, food, chemical, petrochemical, automotive, as well as equipment suppliers, engineering and technology companies, will also be users of the solutions created by CTBE, besides the sugarcane and alcohol mills.

To bring such technologies to these industries successfully, CTBE, early, has prepared itself to provide Freedom to Operate (FTO) to its partners. To achieve this, the Laboratory created several procedures that give appropriate treatment to intellectual property, confidentiality, exclusive commercial licenses and other essential items in its relationship with industry. Thus, the Laboratory believes it can meet the interests of both parties and achieve win-win and long term relationships.

This presentation will show how CTBE relates with the industry, addressing, more specifically: governance, confidentiality, intellectual property sharing, benefit sharing, staff training and cooperation opportunities offered to the industry.

As a result of CTBE's effort, a document containing the rules of its relationship with the industry was created. Also, in spite of being a young institution, the Laboratory has already formalized important partnerships with the industry.

The conclusion of this work is that in order to achieve good business, the interests of all parts involved must be achieved.

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