European Photonics Industry Consortium

306 members companies
www.epic-assoc.com/membership/epic-members
**Photonics involves the creation, use, and modification of light. (ie. Lasers, lenses, mirrors, LEDs, solar panels,...)**

With Photonics you can:

**Make things:**

**Sense things:**

**Communicate things:**

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**EPIC**

European Photonics Industry Consortium
Crucial activities of the Pilot Production:
- Equipment needed to develop new products (the pilot line)
- Market analysis
- Engineering to optimise the production process
- Technology dissemination

Pilot production is close-to-market R&D and industry driven

Pilot production serves multiple users:
- Shared facilities reduce the cost of the pilot production and provide technology, infrastructures and equipment, and highly skilled personnel, crucial for SMEs.
The tale of (Photonics) Company X

- They have IP for the development of *something in Photonics*
- This IP is based on knowledge acquired by EC-funded projects (FP7, H2020...)
- They want to go to the market, so they started (Photonics) Company X

<table>
<thead>
<tr>
<th>Happy Ending</th>
<th>Not so Happy Ending</th>
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<tbody>
<tr>
<td>Outcome 1: The company is rapidly acquired by US Company Y, or Chinese Company Z</td>
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<tr>
<td>Outcome 2: The company does not get acquired, but decides to go ‘fabless’</td>
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- **Outcome 2.1** They are part of a European ecosystem
- **Outcome 2.2** They subcontract manufacturing

- **Outcome 3:** The company raises enough funding to be able to set own manufacturing