



Industry-academia collaboration in electrification - a Kalmar perspective

Lasse Eriksson, Head of Green Technologies, Kalmar

Kalmar at a glance

Kalmar is part of Cargotec.

Personnel of ~5,500
Sales 1.94B€
Operations in 30 countries

Widest range

of cargo handling solutions to ports, terminals, distribution centres and to heavy industry.

Global service network

with over 1,500 service and support professionals in 120 countries.

Industry leader

in eco-efficient cargo and material handling.

A fully

ELECTRIC

Portfolio.



Drivers of industry-academia collaboration

- Nobody can manage the full scope of development alone - partnerships should help speed up the **time-to-market**
- Quicker **learning** of upcoming trends and their impacts
- **Competence** development and harvesting
- To **explore** visions, preferences and beliefs of different stakeholders and decision makers
- To design **novel concepts** and technical solutions
- Selecting **best solution** out of several potential ones with help of prototyping and testing in laboratory and with machines
- Understand and impact the upcoming **safety rules, regulations, policies, and standardization**



Success factors for collaboration

- Relevance
 - Research topics
 - Consortium
 - Motifs of participants
- Atmosphere of openness and trust
- Common vision and goals, but clearly distinct roles and responsibilities
- Clear path from research to development to commercialization
 - Align expectations
 - Understand what is needed to take it “all the way through”
- Don't kill innovation with bureaucracy!





The time is now to go electric. So what are you waiting for?

