

NUFO 2015 Annual Meeting: Growing Your User Community, Focusing on Industry

Constance A. Vanni
Advanced Photon Source User Office

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The Advanced Photon Source

- Core Mission: “To serve and grow the scientific community that utilizes synchrotron x-rays by providing this critical and scientifically diverse user community with the x-ray science tools and techniques that they require, while maintaining a safe, diverse, and environmentally responsible workplace.”
- Industry user program has changed over time, originated in 2010
- Measurement Access Mode (MAM) was created
 - First MAM submitted in cycle 2011-1
 - MAMs are defined as 1-time access for “feasibility study” work
 - To date 22 MAMs submitted, 13 have been allocated time
- Industrial work comes in through many avenues: MAMs, General User Proposals, Partner User Proposals, Collaborative Access Team (CAT) staff and member proposals, Work for Others (now SSPs), CRADA, etc.

Industry Use of the APS by the Numbers

Measuring the industrial user community is tricky:

- FY14 General user proposals (GUPs), 81 GUPs out of 2172 submitted (3.7%)
- FY2014 General user home institutions (US only): 204 out of 4360 (4.7%)
- FY2014 General user source of support for research: 254 out of 5017 (5.1%)
- 336 Industrial User Agreements: 224 Non-proprietary, 112 Proprietary
- Several pharmaceutical companies operate their own MX Collaborative Access Teams (CAT) beamlines: IMCA-CAT is a partnership of AbbVie, Bristol-Meyers Squibb, Merck, Novartis, and Pfizer; LRL-CAT is operated by Lilly Research Laboratories.
- Other industrial CAT beamlines: DND-CAT (Dow and DuPont) and MR-CAT (UOP LLC)

Industry Successes and Challenges

- Successes
 - Industry contact questionnaire
 - Guest User Agreement
 - A nice stable of companies with User Agreements: Chevron, Bristol-Myers Squibb, 3M, BP Amoco Chemical Company, Bayer, Caterpillar, Pfizer, E.I. DuPont de Nemours & Co., Exxon, Ford Motor Co., GE Global Research Center, Amgen Inc., General Motors, Intel, Exxon Research & Engineering Co., Kraft Foods Technology Center, Monsanto, Packer Engineering, Texas Instruments, Westinghouse Electric, Dow Chemical Company, AbbVie Inc., Chevron Energy Technology Company, Hitachi, Novartis, Corning Incorporated, Toyota, GlaxoSmithKline, LLCand more!
- Challenges
 - Designated staffing—both scientific and administrative
 - Outreach efforts

