



EXCornsEED

Enjoy reading
the EXCornsEED
newsletter!

EXPLOITATION ACTIVITIES AND WORKSHOP

Enjoy reading EXCornsEED 8th project newsletter!

The 8th EXCornsEED newsletter focuses on the exploitation activities, the latest workshop and a general overview of the latest Dissemination and Communication actions implemented in order to raise awareness on our activities!

This issue provides mainly information about:

- the work led by CTA, focused on European Union (UE) regulation and standards to be considered in the frame of the project;
- the Stakeholder mapping and Market Analysis made by Innovation Engineering to discover the key stakeholder and market trends useful for EXCornsEED;
- The internal exploitation workshop organized by CTA and ENIVRAL

Moreover, information about the participation in the International Conference on Renewable Resources & Biorefineries are also given, as well as the collaboration in discussion with the BBI Project BIOBESTicide and MODEL2BIO.

Stay updated with our progresses by following the project on [LinkedIn](#) and [Twitter](#) and [subscribe](#) to the EXCornsEED newsletter!



REPORT ON REGULATION AND STANDARD ISSUES

CTA has focused its latest work on the European Union regulation and standards to be considered in the frame of the EXCornsEED project, especially towards a fruitful commercial exploitation of the project outcomes. This work, summarized in deliverable D5.3 (Report on regulation and standard issues), will help the consortium in creating a roadmap on the relevant regulation and standards, identifying gaps that could hinder project results market swift penetration and shaping strategies and/or approaches to address those gaps.

STAKEHOLDER MAPPING AND MARKET ANALYSIS

Innovation Engineering (in cooperation with Ciaotech - PNO Group) has delivered the "Stakeholder mapping and Market analysis" of EXCornsEED. The study provides a comprehensive overview on all the most relevant stakeholders, clustered accordingly with the project value chain, and market trends.

The identification of the stakeholders and market trends has been made by taking advantage of the big data analytics technology of Wheesbee, the platform developed by Innovation Engineering which allowed to search for information among 140 million patents, 120 million scientific papers, more than 1 million funded projects available in structured databases.

As a result of this research, more than 200 stakeholders which could bring benefits to EXCornsEED have been identified and listed following a well-structured methodology and the market trends relevant to the project have been described, reporting also potential clients, competitors and barriers, which will serve to complete the business strategy of the project. A wide range of markets have been analyzed, including ingredients such as proteins, peptides, and amino acids, Omega 3 and structured lipids, phytochemicals and plant extracts, carotenoids and antioxidants, specialty chemicals and other relevant bioactive ingredients.

[Contact us](#) to know more about the results of our reports!

EXCORNSEED INTERNAL EXPLOITATION WORKSHOP



EXCornsEED partners CTA and ENVIRAL organized an internal workshop in April 2021 to review the key concepts and ideas for the exploitation of the project results and to discuss how to achieve impact with long term sustainability. The preliminary list of Key Exploitable Results (KERs) was presented and discussed among the consortium to respond to specific needs and demand of well-defined group of

customers/users as well as to define individual exploitation paths and to determine what impact will be created after successfully implementing EXCornsEED project results. The timeline for the next set of activities devoted to ensuring resources and sustainability of use and to successfully end the process with the adoption of the PEDR. Business plans were presented and discussed as well.

EXCORNSEED JOINED THE INTERNATIONAL CONFERENCE ON RENEWABLE RESOURCES & BIOREFINERIES

EXCornsEED was presented in the [International Conference on Renewable Resources & Biorefineries](#), held in Portugal from September 6th to 8th 2021. ENVIRAL, who joined the event, highlighted the project results and progress during the presentation 'Biorefinery side streams valorization, scenario of traditional biorefinery transformation into the integrated highly sustainable biorefinery', which took place on September 7th. ENVIRAL has raised awareness of the universities, research centres and industries involved in the EXCornsEED utilization routes, protein extraction processes and new approaches to valorise industrial side-streams.



EXCORNSEED SHOWCASED AT THE LIFE SCIENCE BALTICS 2021 EVENT

EXCornsEED was presented in the [Life Science Baltics 2021](#), the only international forum in the Baltics for world-class biotechnology, pharmaceutical and medical devices experts from all around the world. The event, which took place from 20th to 24th September 2021, provided a unique opportunity to explore new horizons of partnerships, exchange ideas and seek progress through networking.

[Dr.Lauranne](#) joined the forum and in its virtual booth showcased the EXCornsEED project, its aim and objectives in front of key players of the biotechnology and pharmaceutical sectors. Cosmetics companies, as well as startups and companies involved in the raw materials fields had also the opportunity to discover more about the raw materials that will be obtained from the entire EXCornsEED processes.



COLLABORATION WITH BBI PROJECTS!

EXCornsEED is joining forces with the BBI funded projects BIOBESTicide and Model2Bio, with the aim to boost their impacts and visibility through joint activities.



BIOBESTicide will validate and demonstrate the production of an effective and cost-efficient biopesticide. The project will also validate the efficiency of the formulated product on vineyards of different geographical areas.



Model2Bio will develop a predictive model to help identify, select and reuse organic waste streams. The model will specifically cover stream composition, volume and transformation as well as logistics and business cases.

Innovation Engineering gathered with representatives of the BBI initiatives to discuss the first steps of the collaboration, which has started with networking activities on social media channels, and it will continue with the exchange of non-confidential information in terms of success stories and lessons learnt during the implementation of the projects.

KEEP INFORMED

If you want to learn more about the EXCornsEED project or get in touch with one of the EXCornsEED partners, please visit the EXCornsEED website or follow the project on Twitter and LinkedIn.

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