



SciLifeLab Industry Access

SURVEY SUMMARY REPORT 2025

Image on cover: SciLifeLab Exposomics unit, 2024

Survey and report supported through the Vinnova financed project, 2024-2026 (Diarenummer 2024-01355). "SciLifeLab Industry Access project". Official name: Strengthened competitiveness with increased access for industry to SciLifeLab's research infrastructure.

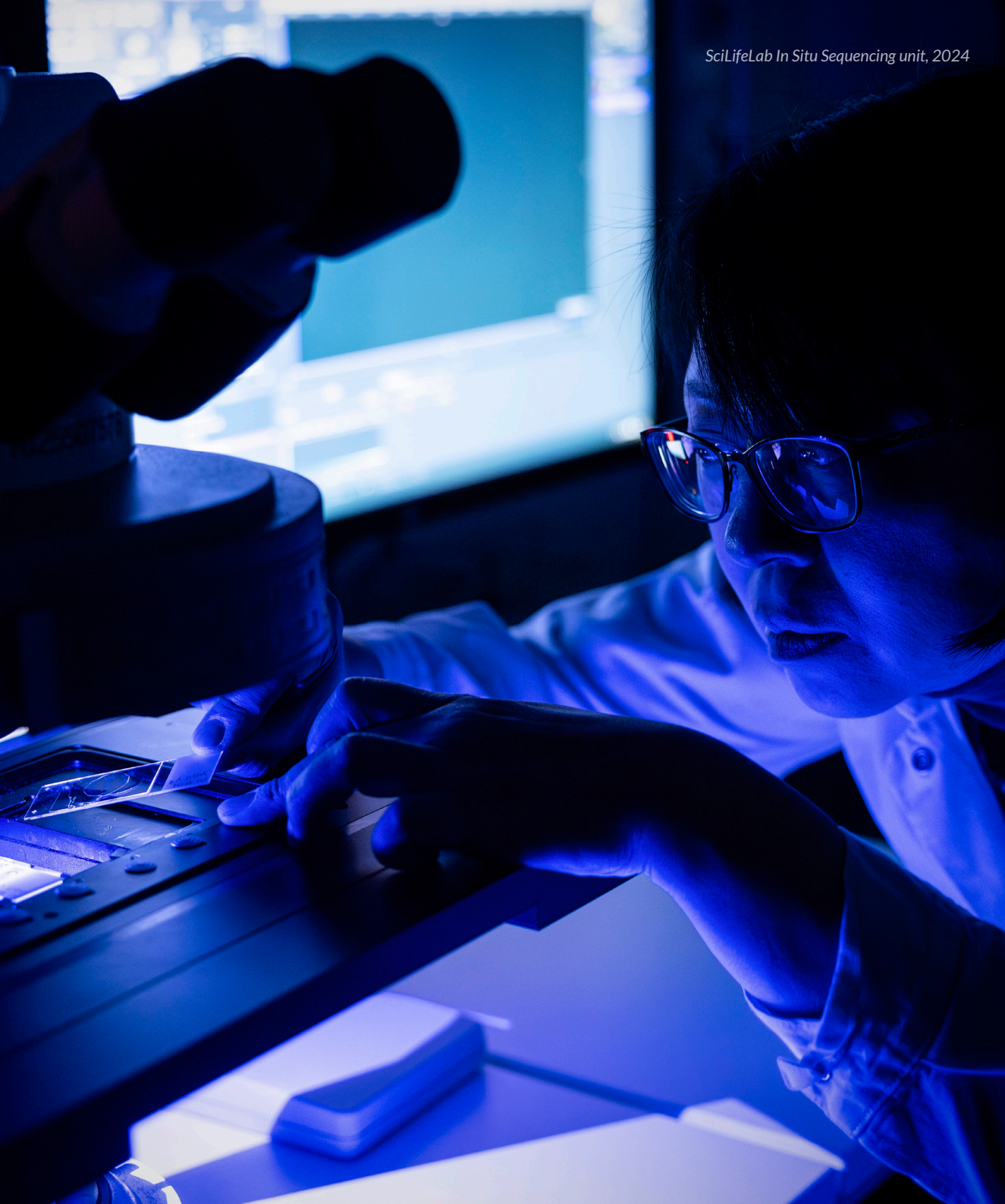


This symbol indicate a possible future activity/action within the SciLifeLab Industry Access project. To be discussed with involved parties at the infrastructure and the universities.

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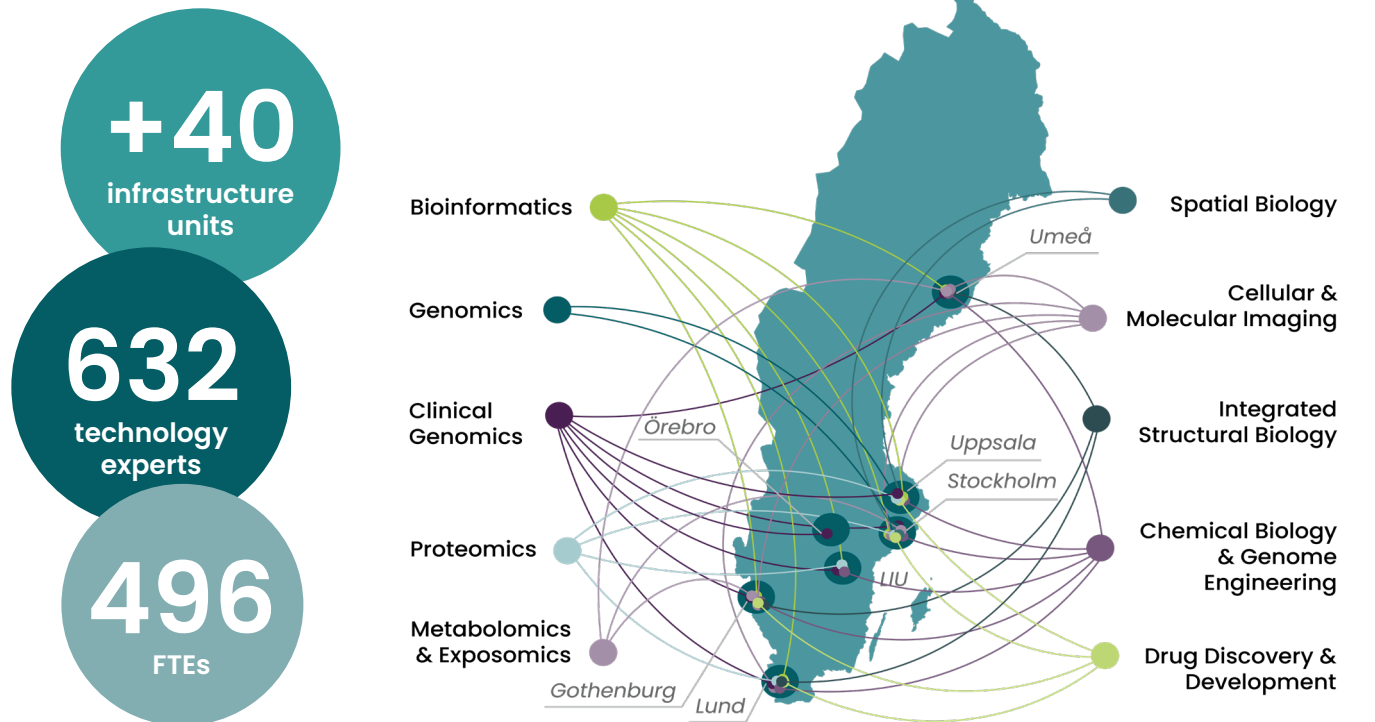
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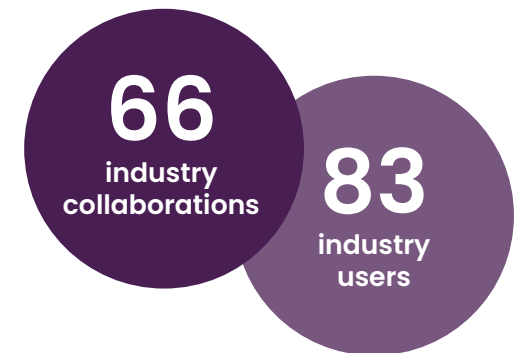
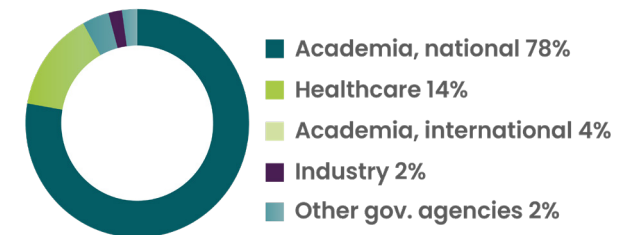
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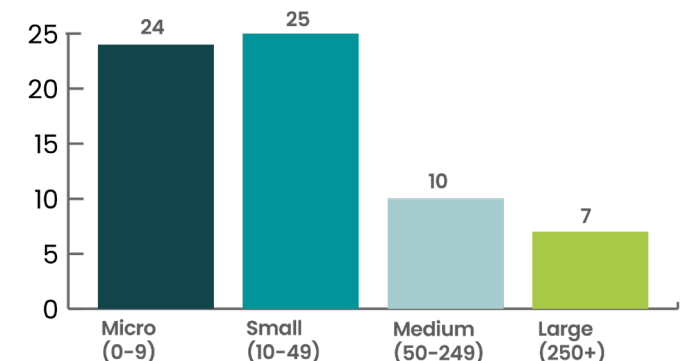
SciLifeLab infrastructure by the numbers



Infrastructure numbers and distribution of platform operations across 11 Swedish universities.



Size of Swedish companies using and/or collaborating with the SciLifeLab Infrastructure





Background

SciLifeLab is a national research infrastructure for molecular life sciences with more than 40 infrastructure units distributed at eleven different universities in Sweden. The units offer different techniques, methods and data analysis support enabling research otherwise not possible to academia, healthcare and industry.

During 2024 SciLifeLab received funding from Vinnova for the project “SciLifeLab Industry Access” focusing on the accessibility of SciLifeLab research infrastructure for industry. Three surveys to identify bottlenecks and challenges from the perspective of both the reach infrastructures as well as the industry was constructed. Responders were SciLifeLab infrastructure unit heads (Head of unit), previously known industry users or collaborators respectively one open survey available through scilifelab.se.

The report summarizes the results of the three surveys and exemplifies possible project activities connected to these results.



Head of Unit Survey



Previous Industry User Survey



Open Industry Survey





Head of Unit survey

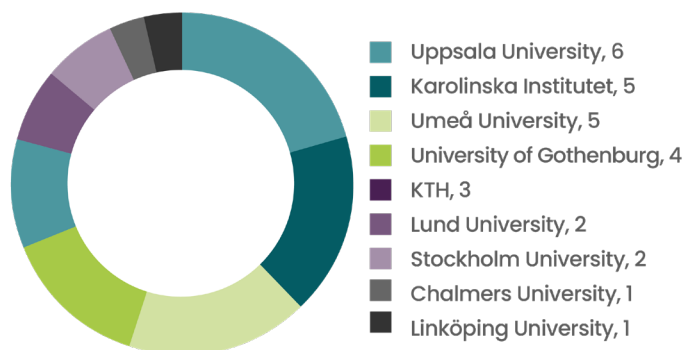
Survey and respondees

Response ratio: 81% (29/36 Head of Units)

Distribution: direct email (with two reminders)

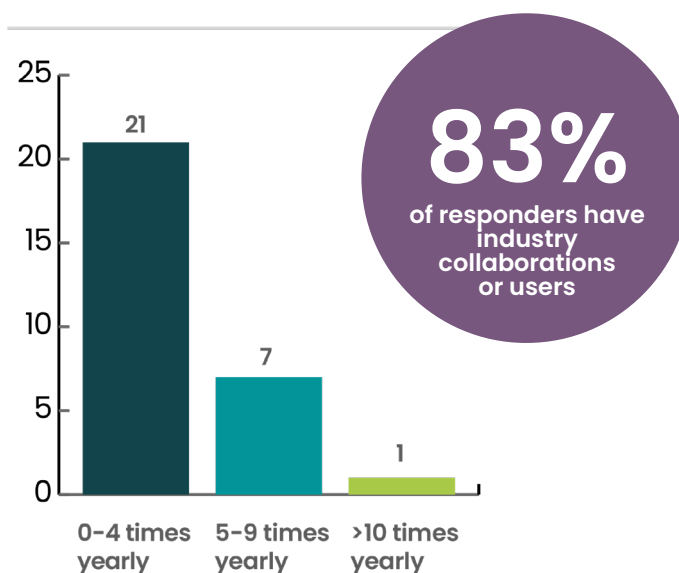
Time open: Feb 6–March 6 2025

Responses per university

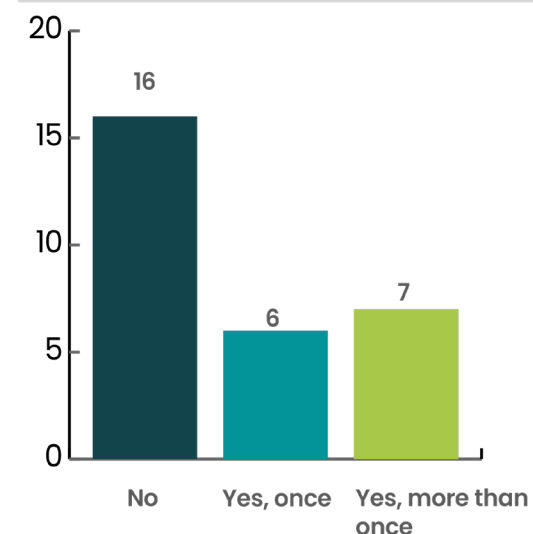


Industry enquiries

Approximately how often per year is the unit approached by potential industry users?



Has the unit turned down industry users, or an initiated industry contact which did not result in a user or collaboration during 2024?



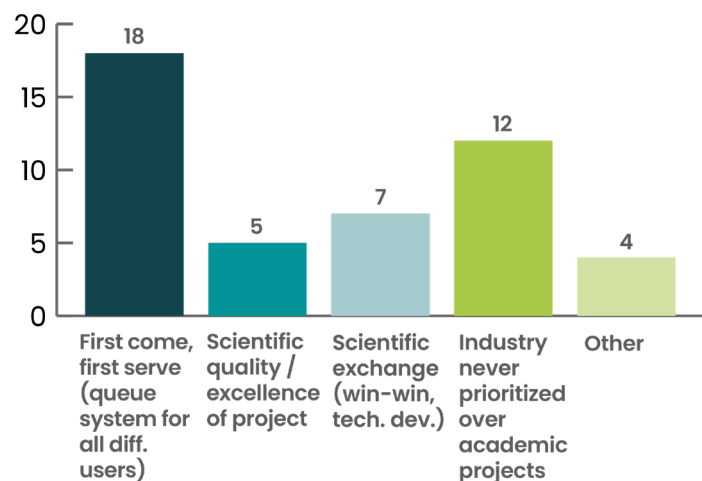
<< For large companies setting up NDA can be problematic and lead to drop of. For small companies or university spinoff companies it is normal easier. >>

<<Academic support takes more or less all of our time. Legal documentation with larger companies is challenging and not worth it for smaller projects. These could, however, lead to larger more interesting projects if priority would be given to working with them. >>

<<Between 2022-2023 we were approached by industry in a couple of occasions; we turned down the project because we are currently limited in staff/resources. >>

Prioritizing enquiries

How are industry projects prioritised (compared to academic and healthcare projects, and once the project is considered feasible)?



<<We would first do a technical feasibility assessment, and after that first come first served assuming impact on other projects would not be too dramatic. >>

<<General principle is first come first served, but if bigger clash for time then academic projects are prioritized. The detailed order to some extent also depend on instrument setup to enable effective instrument use. >>

All SciLifeLab units are open to industry according to the general terms and conditions. How projects are prioritized varies where most units have first come first serve policy, however, scientific merits and possibility for technical development catering for a win-win scenario can make industry projects prioritized. Some units can never prioritize industry over academic projects, due to for example university and funding body guidelines/conditions.

Outreach activities towards industry

Would you like SciLifeLab to organize more outreach towards industry?



Life science companies need to know more about what opportunities there are at the different SciLifeLab infrastructure units.

Different out-reach activities is one way to share knowledge and 21 of the responding units are positive to taking part in such activities.

Possible out-reach:

- External fairs/conferences to promote research infrastructure
- Infra-Industry activities e.g. webinar
- Match making at SciLifeLab events



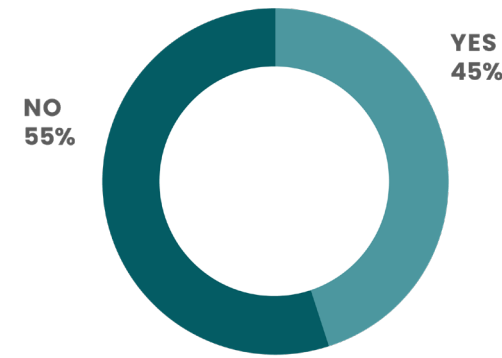
Full cost model & calculations

All SciLifeLab units have a full cost model, as stated in the general terms and conditions.

Are you confident with your full-cost model and how to implement it?



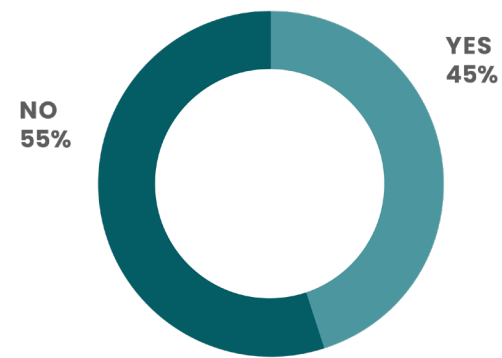
Is the cost model developed with economic support from a university controller?



Is there a need for (more) support from the university to update the full cost model?




Do you know who to contact for help with pricing calculations at your university?



Conclusion

55% of the units state more help is needed regarding full cost calculations.

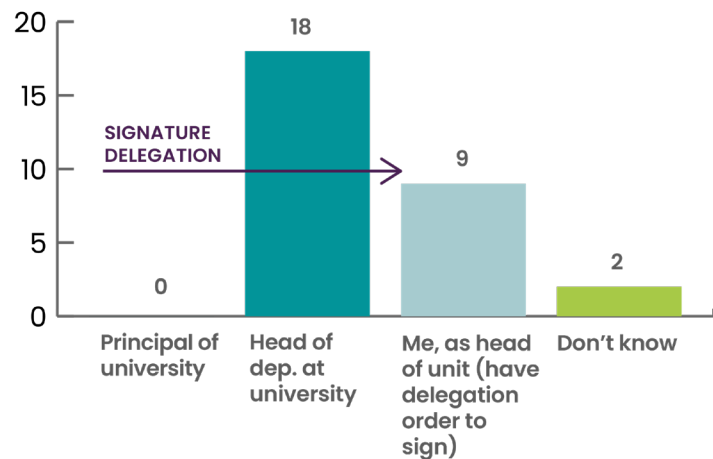
The respondents that replied they need more support and/or don't know who to contact for help with pricing calculations came from 8 different universities, indicating that it is relevant to establish these contacts at all universities.

**Action:** connect the head of units in need of more cost and pricing support within their own university

Contract process

Each project between SciLifeLab infrastructure and an industry user requires a separate negotiation on e.g. scope, price, intellectual property rights (IP) and data handling.

Who signs the contract for company access when using the infrastructure unit resources?



Do you know who to contact for help with contracts at your university?



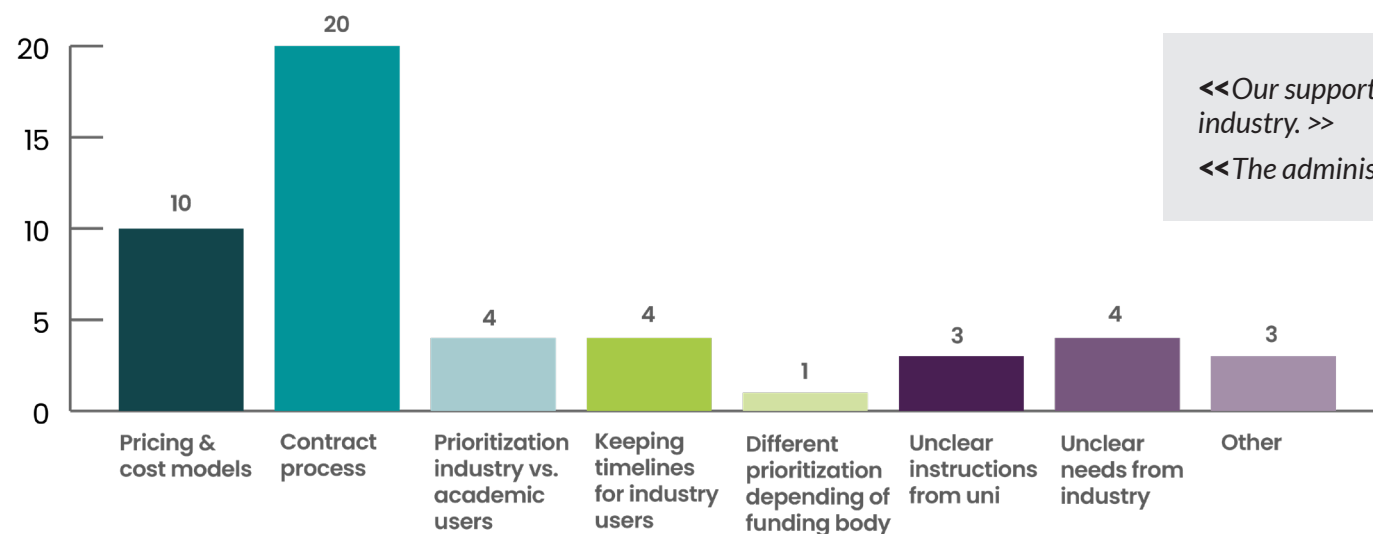
Action: connect head of units with contract support within their own university



SciLifeLab Biochemical and Cellular Assay unit, 2024

Challenges from the Head of Unit perspective

What is most challenging in relations to industry users of your SciLifeLab infrastructure unit?



<<Our supported techniques are too advanced for industry. >>

<<The administrative burden. >>

QUESTION:

“What are largest challenge/bottlenecks for the unit you represent in the process of providing service to industry users? From out-reach and initial contact to finalizing agreements.”

Free text responses summarized below (25 of 29 responses)

Legal & Contractual Challenges: Industry collaborations face slow, complex legal agreements, NDAs, and IP concerns, delaying projects.

Resource & Time Constraints: Limited staff, prioritization of academic projects, and lengthy contract processes hinder industry engagement.

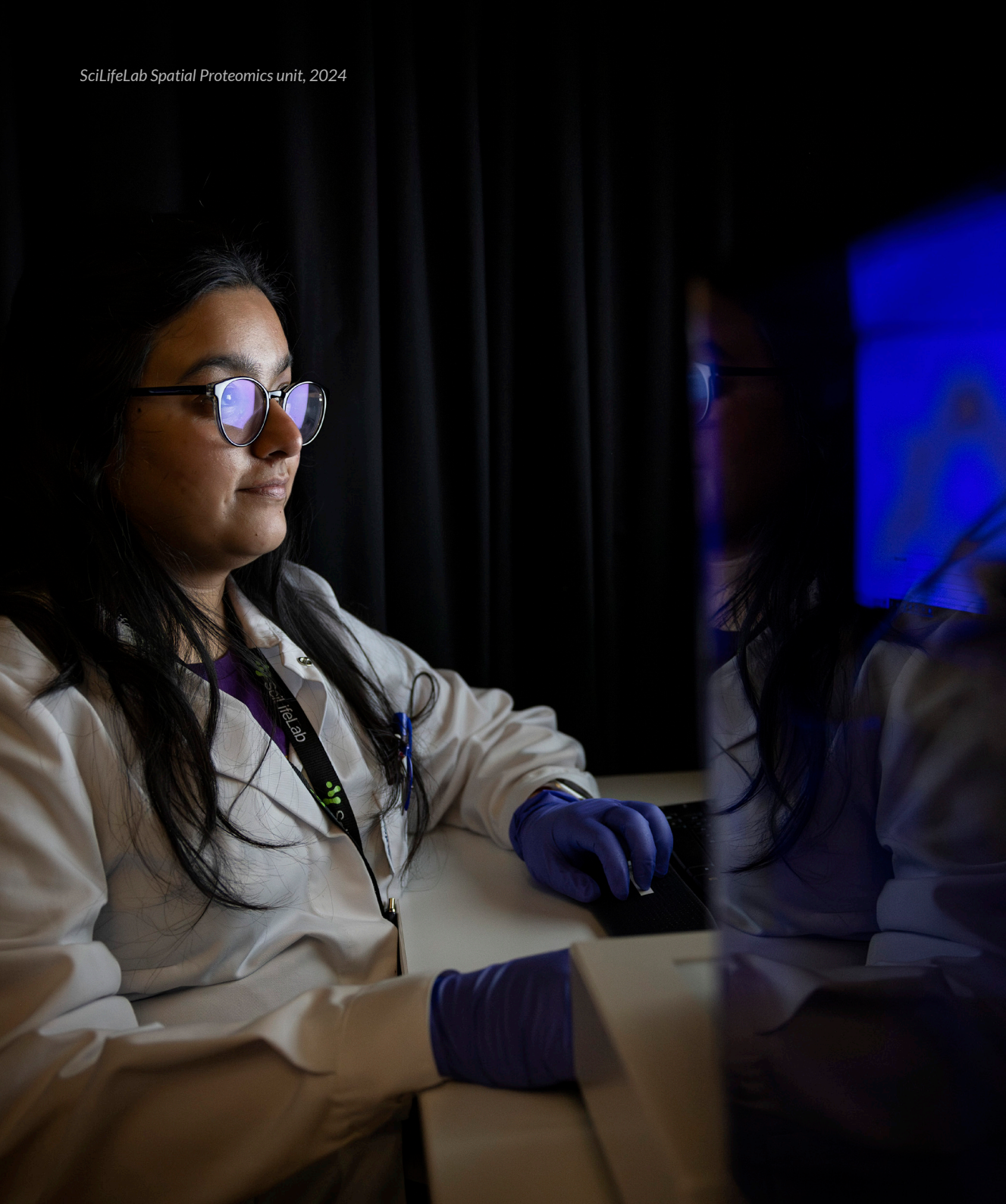
Outreach & Awareness Gaps: Difficulty in reaching industry users, understanding their needs, and establishing long-term collaborations.

Financial & Operational Barriers: Full-cost models, competitive pricing, and regulatory compliance complicate partnerships with companies.

<<The biggest challenge is securing long-term commitment from industry partners. >>

<<The contract process can be tough and often take longer time than the actual experiments and analysis. >>

<<Working with established larger companies is tedious. They often have unrealistic timelines, contracts are difficult and extremely time-consuming to establish. >>



QUESTION:

"What is the most rewarding part of having industry users at your unit?"

Free text responses summarized below (23 of 29 responses)

Immediate Impact & Societal Value: Industry collaborations showcase the real-world impact of research, projects are closer to an application which is interesting.

Innovation, Knowledge Exchange, Mutual Benefits and Learning: Multidisciplinary projects drive technological advancements, benefiting both academia and industry. Collaboration with small start ups is often stimulating and helps both sides (win-win).

Financial Sustainability: Higher industry fees and full-cost models support infrastructure while keeping academic access affordable.

<<Interacting with industry is part of our strategy plan and gives us opportunity to broaden the scope of our competences, learn the upcoming trends and also transfer knowledge about best practices. >>

<< It is rewarding for our personnel to see their contributions directly resulting in better, e.g. diagnostics, environmental resources management or treatments. >>



Previous industry user survey

Survey and respondees

Response ratio: 6.5% (8/124)

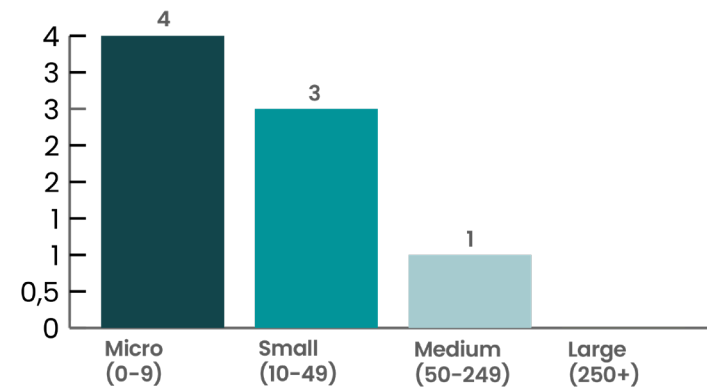
Distribution: direct email to previous industry users
2023/2024 – 124 persons at 102 companies

Time open: Feb 6–March 31, 2025

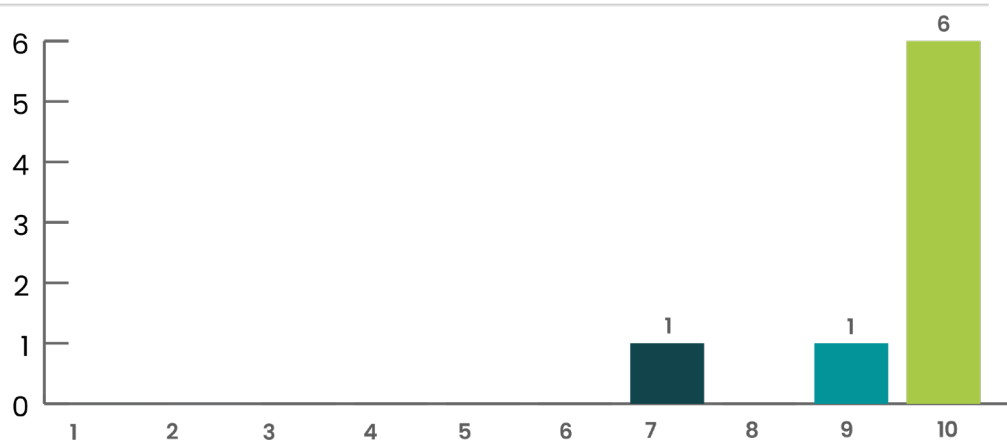
The Previous industry user survey was distributed to 124 persons listed as industry affiliated users of SciLifeLab infrastructure during 2023 or 2024.

Only 8 companies responded to the survey, indicating that this survey was not prioritized. However, 5 of the companies are willing to take a short interview, enabling SciLifeLab to have a dialogue about improvement of industry interaction.

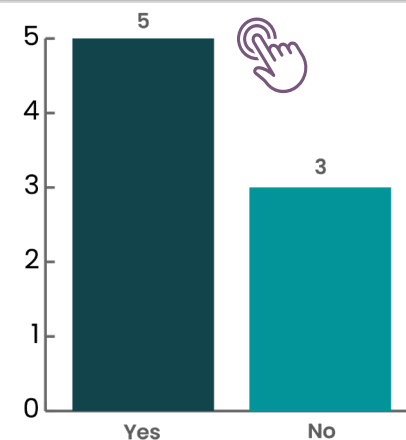
Size of company
(number of employees)



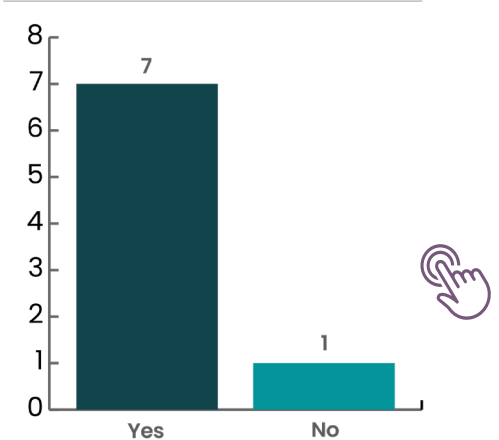
How likely are you to recommend the SciLifeLab unit to another company or colleague, from 1 (not at all) to 10 (very likely)?



Would you be available for a short online interview about your experience using SciLifeLab?



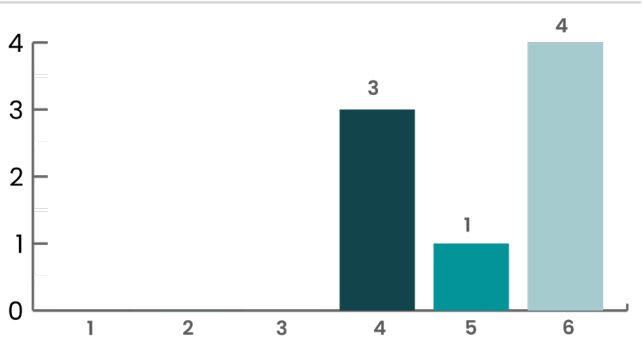
May we use your logo when presenting the industrial users and collaborations of SciLifeLab?



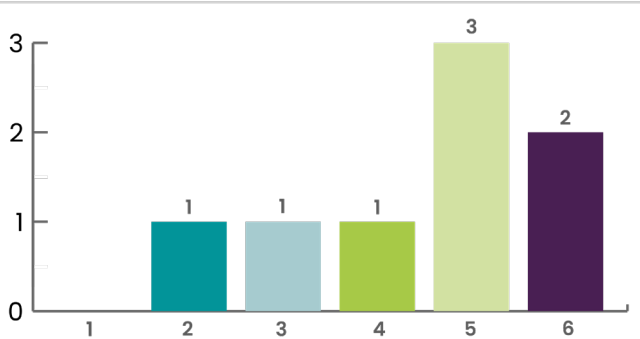
Insights

Eight companies rated the collaboration/service process with regards to different parameters.

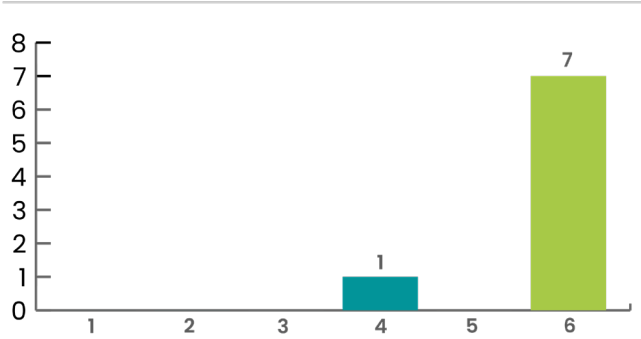
How would you rate the pricing process (transparency and negotiation) from 1 (not good) to 6 (excellent)?



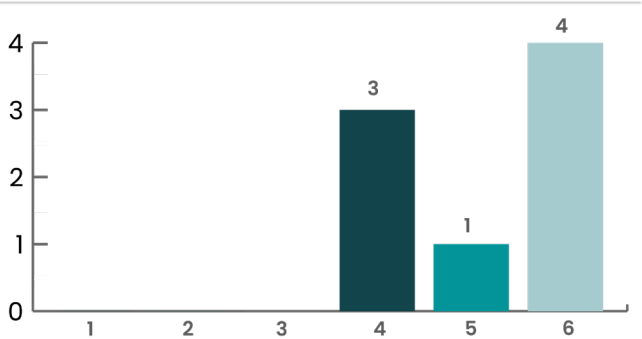
How would you rate the price from 1 (not good) to 6 (excellent)?



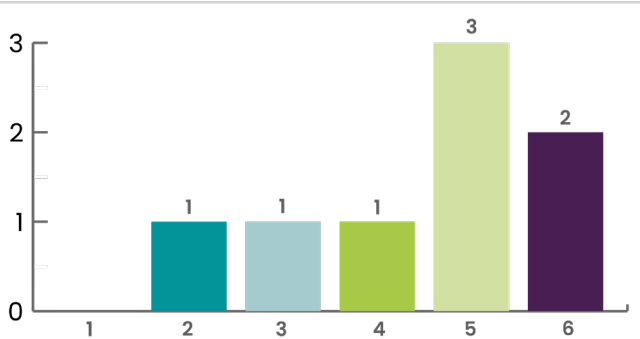
How would you rate the communication from 1 (not good) to 6 (excellent)?



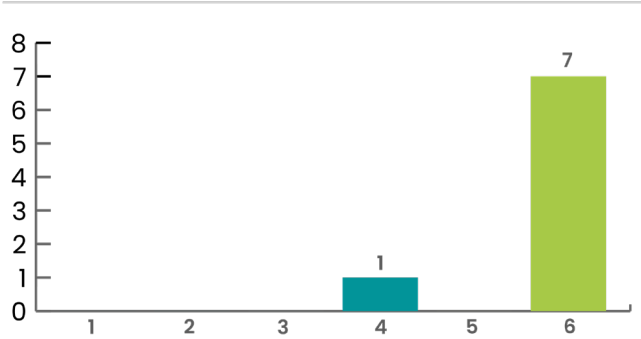
How would you rate the pricing process (transparency and negotiation) from 1 (not good) to 6 (excellent)?



How would you rate the price from 1 (not good) to 6 (excellent)?



How would you rate the communication from 1 (not good) to 6 (excellent)?





Open industry survey

Survey and respondents

Distribution: scilifelab.se, LinkedIn

Time open: Feb 6–March 31, 2025

Insights

The open industry survey was made public by distribution via the SciLifeLab LinkedIn account and posted on the scilifelab.se web-page accompanied with a LinkedIn post from the SciLifeLab account (36 000 followers). In addition, the survey was shared with the industry organisation SwedenBIO.

However, only 3 companies responded to the survey. Of these 2 were micro sized Swedish companies and one a US based large pharma company = 1.

Of these 2 of the companies had not used SciLifeLab infrastructure before but wanted to, and the big pharma company had used SciLifeLab multiple times.

The companies use or want to use SciLifeLab infrastructure to get access to technology and expertise.

There could be many reasons for the low response ranging from not being prioritized by industry to answer surveys, as well as a challenge to target the industry stakeholder from an academic setting.

<< Increase smaller companies' access and infrastructure options with new technologies and methods that require validation. >>

<< Would be good if the different SciLifeLab sites used the same service agreement and work order format and wording. Especially when you want to do parts of a work at different SciLifeLab sites. >>





Final remarks and future activities

The summarized results from the three surveys was shared with both the responding SciLifeLab head of units and the identified persons responsible for infrastructures at the respective universities. The report was made publicly available at scilifelab.se.

The SciLifeLab Industry Access project will use the result from the surveys for planning activities moving forward:

- Webinars addressing challenges identified (cost, contracts)
- Outreach towards industry
- Produce and share information regarding industry access to research infrastructure at scilifelab.se

Learn more

Curious about previous industry use cases? Read more at scilifelab.se/external-relations/industry/#h-industry-user-cases
Contact us at scilifelab.se.

