



Success Stories from the Industry – Research Institution Interface

FIT-IT '08 – SPRING RESEARCH

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Lixto empowers better decisions by searching
& aggregating information in real-time and
delivering end-to-end connectivity solutions

Lixto's Involvement in Fit-IT Semantic Systems

- **NEXTWRAP – Next Generation Wrapping Technologies**
 - Partner: TU Wien (DBAI), TU Graz (IST)
 - Profited especially from pdf data extraction / document understanding concepts

- **ALLRIGHT – High Quality Knowledge Mining in the Web**
 - Partner: ConfigWorks, Uni Klagenfurt, TU Wien (DBAI)
 - Profited from web content mining approach, however, as orthogonal to our current products did not make it to a product so far

- **SEMAMO – Semantic Market Monitoring**
 - Partner: ec3, TU Wien (EC)
 - Ongoing - started February 2008
 - Expecting to profit especially from Data Sampling Algorithms in our Competitive Intelligence scenarios



Cooperation Best Practice Suggestions to SME's

Before the Project

- Avoid too many companies with possibly many different interests
- First timers: Partners in close vicinity make cooperation easier
- Start discussions about usage and patent rights *before* application
- Project should be motivated by your business-driven use cases
- Modular project components help to leverage results to products later
- Plan in *early* prototyping to get a better feeling if something might work

After the Project

- Long way from prototype to project – documentation creation in endphase
- If possible, try to leverage project results in smaller iteration steps to a product
- Keep contact after the project or maybe recruit the researchers ...



During the Project

- Create a feeling of doing something meaningful that many people will use
- Close cooperation and clear stakeholders
- Make sure that you and your partner understand things the same way
- Regular feedback sessions with other departments in company
- Devote time to the project even in hectic weeks
- Discuss possible adaptation wishes to project plan with partners early
- Try to actively “push” your partner in certain directions
- Listen to what is going on in the scientific community at the moment

