

Dr. Florin Paun was the Innovation Director of the Akka Group and previously the Development & Strategy Director of the New Competitiveness Cluster SAFE resulted after the merging of the Pegase and Risques, former Competitiveness Clusters in Aerospace respectively Management of Risk. He was in charge with identifying new opportunities of development and proposing the adapted strategy to tackle such an opportunities. He is also launching the respective activities. First actions were performed in engaging SAFE on best practices related to Open Innovation in gathering together SMEs with Large Industrials and Corporations.

Dr. Florin Paun also was the Industrial Innovation Deputy Director at ONERA – France National Aerospace Research Centre, since January 2005, in charge with the Technology Transfer and International Business Development and defines programs and new partnership policies focusing on complementary knowledge, cross supporting offers, mutual intellectual property valuation, joint spin-off, risk sharing co-development... Previously, Senior Science and Technology Expert, he coordinated the Multifunctional Materials program at ONERA and also gave courses for master degree in aerospace.

He obtained an Executive Certificate in Management and Leadership from MIT Sloan School of Management, Boston 2007, his PhD at ENSICA, Toulouse 1998, got his Master in Aerospace Engineering at the Aeronautic Faculty in Bucharest and his Certificate “Sciences de l’Ingénieur”, within the International Program, at Ecole Polytechnique de Palaiseau 1993.

Dr. Paun has also an extensive business development experience out of the aerospace domain, especially in emerging East-European markets. He had created his own Engineering and Development Company (Celidea), his own start-up on cross participative evaluation platform (XValuator.fr) and he is an associated founder of another dynamic start-up in France (Progonline.com). He is also founding member of the think tank “Club de Bucarest”, the first Parisian think tank of independent professionals from Eastern Europe.

Paun has lectured at Toulouse Business School, Supaero, Ecole de l’Air, ENAC and ESEO, published 3 books in innovation management and has been quoted in multiple international newspapers including: Aerospace Testing Magazine, Les Echos, l’Usine Nouvelle and Air & Cosmos.

Dr. Florin Calin PAUN

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French and Romanian citizen, Born 1969, Alba-Iulia, Romania

Deputy Director Industrial Innovation at Onera-The French Aerospace Lab™ **Development & Strategy Director Competitiveness Cluster SAFE**

* Founder and Chairman of XValuator.com - cross evaluation internet platform

* Co-founder of CELIDEA Consultanta SRL - International Relations and Recruitment Company, specialised in European business relations, Governmental collaborations, HR Events and Multicultural Management training

EXPERIENCE

* **Since 2016 – Development & Strategy Director**, Competitiveness Cluster SAFE, European leader in providing Security solutions based on aerospace technologies with more than 500 members (groups, SMEs, Start-up & Labs)

- *Definition of the Strategy of the new created Cluster*

- *Launching of the Open Innovation Charter with PACA region, 10+ Groups and 60+ SMEs*

- *Leading Hands-on Export mission: support Airbus Helicopters to set a local supply chain 10+ SMEs*

* **Since 2005 - Industrial Innovation Deputy Director**, Onera-The French Aerospace Lab™

Creation, Development and Management for all Technology Transfer, Licensing, New Business Development, Branding, Intellectual Property Valuation and SMEs related activities (standby 2013-2015→ launching Onera-Tech)

- *Defining and implementing the Automotive, Energy, Med-Tech and International Aerospace Business Development Strategy, Defining and implementing the Technology Transfer Strategy, Negotiation and validation of the TechTransfer agreements, Developing the strategy and implementing the tools to strengthen the relation ONERA - SMEs*

- *Management of a dedicated team of 12 persons for TechTransfer, IP, and SMEs, Coordination (40 staff) of the IP transactions for the Business Development Directorate with transversal intervention in supporting the 1500 researchers of ONERA via its 17 department directors.*

- *Supporting (strategy, strategic negotiations, team building, interim , advisor for staff) the mission of the ONERA's Business Development Director (R&D contracted budget of 100 M€/an)*

- *Representing ONERA in different instances of governance of the innovation actors and strategic professional networks supporting SME and R&D institutions (GIFAS, Open Innovation Medef...)*

* **1999 – 2005 - Research Coordinator** (n=15, h=5) in Multifunctional Materials, Metallic Materials and Processing, Cellular Acoustic Absorbent Metallic Materials for High Temperatures - ONERA, Châtillon, France

- *Research coordinator: team leader, negotiation and management of research programs*

- *Coordinating 2 research programs (4.2 M€ on 7 projects)*

- *Team of 1 post-doc (GaTech), 2 PhD (Mike Ashby as president of the jury for the Stephan Gasser thesis), 6 graduates, 6 engineers and 3 technicians*

- *Research contracts with DARPA, SPAé (DGA), Research Ministry of France, EADS*

- *Head of the mechanical tests unit of the Department of Metallic Materials and Processing*

- *Events organiser : Journée Scientifique de l'ONERA - Matériaux absorbants Acoustique - 16 janvier 2003, AAAF - 20th Colloquium on Materials in Aerospace, 23-25 November*

* **1998 – 1999 – Post-Doc**, Onera, Failure Expertise Tool based on Fractal's Analysis of the crack surfaces

* **1994 – 1998 – PhD Candidate** under R&D negotiated and obtained contract with SNECMA, Turbomeca & EDF at Ecole Nationale Supérieure d'Ingénieurs en Constructions Aéronautiques, Toulouse, France

- *development of a new test rig ; non linear thermo-mechanical FE modelling of the test specimen*

- *involvement and work with 2 engineers, 6 technicians, 4 internship graduate students*

EDUCATION

- * 2006 – 2007: Massachusetts Institute of Technology – MIT Sloan School of Management
- **Executive Certificate in Management & Leadership**
- * 1994 - 1998 : Paul Sabatier University - Ecole nationale supérieure d'Ingénieurs de Constructions aéronautiques, Toulouse, France (Mention «TRES HONORABLE»)
- **PhD in Aerospace** – Thermo-mechanical fatigue
- * 1993 - 1994: Ecole Nationale Supérieure d'Ingénieurs de Constructions Aéronautiques, Toulouse
- **Master of Science** in «Génie Mécanique» (major of July '94 - mention «TRES BIEN»)
- * 1993 : Ecole Polytechnique, Palaiseau
- **Certificate in Engineering Science** with the "International Program",
- * 1988 - 1993: University „Polytechnics” Bucharest Romania
- **Master in Aerospace** - (ranking the 3rd out of 120 with 9,74/10 score)
- * 1987 : **Member** of the Romanian Olympic Team for under 18 years in Physics

TEACHING : Innovation Strategies : APM Master at ISAE, ENAC, Ecole de l’Air, Aerospace MBA at TBS

PUBLICATIONS

- * **Books** at Editions Harmattan : “J’innove donc je suis”, “Innover ou Périr”, “Tous Entre-Preneurs”
- * **Economic publications**
Journal of Knowledge Management, Journal of Innovation Economics, Marché & Organisations
- * **Scientific publications**
Advanced Engineering Materials, Materials Science Engineering : A, Scripta Materialia, Aerospace Science and Technology Journal, International Journal of Fracture, Computing in Science and Engineering, American Society for Testing Materials, Journal of American Society of Acoustics
- * **Interviews for media**
Les Echos, l’Usine Nouvelle, Air & Cosmos, Aerospace Testing Magazine, MIT Sloan Community

VOLUNTARY ACTIVITIES

- * Director of the first International Conference on the Image of Romania in France, Maison de la Radio, Paris, 2002
- * Strategic coordinator of the French – Romanian Business Summit in the French Senate, Palais de Luxembourg, Paris, 2002
- * Co-founder and development adviser in organising the Congress of the Multicultural professionals in France (annual editions since 2004 UNESCO House in Paris)

RECOMANDATIONS

(in science)

- * Habilitation 1999 - Maître de Conférence en France - section 69
- Maître de Conférence R. CHIERAGATTI - Génie Mécanique, ENSICA, Toulouse
- Dr Ing. E. BOUCHAUD – R&D Department Director, CEA, Saclay
- Prof. Yves Brechet – General Scientific Advisor, CEA

(in business and economic affaires)

- Philippe Etienne, France Ambassador for EU,
- Henri Revol, former Senator, Côte d’Or, France, former head of S&T commission
- Yann Barboux, Chief Innovation Officer, Airbus
- Ronan Stephan, Chief Science Officer Plastic Omnium, former DGRI/MESR
- Christian Estève, former Deputy General Secretary of Renault Groupe, Dacia CEO
- Philippe Richard, former Business Development Director at ONERA, France

HONNORS : TedX Invited Speaker on Entrepreneurship and Innovation -
<http://www.youtube.com/watch?v=6I3GqItI3sw>

LANGUAGES: French (operational), English (operational), Italian (read), Romanian (native)

HOBBY: sailing, surfing, skiing, canoe, rafting, swimming, cooking for friends

Extract of the de Publication List

Author Index – Science (h = 5, n = 15)

2 Patents on multifunctional materials

1 Patent on radars

1 Patent on Innovation Process Decision Making

Economic publications and conferences:

- * Paun, 2011, “From Managing Informational Asymmetries Towards a Systemic Asymmetries Approach in Technology Transfer and Innovation Strategies: An Economic Analysis of the SME Strategy at ONERA – The French Aerospace LabTM”, IUP Publications, Journal of Knowledge Management, Vol.IX, No.4, October 2011 (<http://riifr.univ-littoral.fr/wp-content/uploads/2011/03/doc-237.pdf>)
- * Paun, Von Tunzelmann, Richard , 2012, “ASYMMETRIES AND DYNAMIC INTERACTIVE CAPABILITIES IN TECHNOLOGY TRANSFER BETWEEN ONERA - THE FRENCH AEROSPACE LABTM AND SMES”, De Boeck University , Journal of Innovation Economics, pages 103 - 137
- * Paun, F. et Richard, P., 2009, « Rôle des outils collaboratifs dans la réduction et la compensation des asymétries relatives au processus de transfert de technologie. Etude de cas sur la nouvelle politique Onera – PME », in « Le Travail collaboratif. Une innovation générique », Marché & Organisations, édition Harmattan.
- * Forum de l’Innovation RRI, 2012 : Co-chairman : http://www.cdcentreprises.fr/images/colloques/programme_04_06_2012.pdf
- * Technology Trasfer Conference 2011, Augsburg, : Chairman of the Special Session “The impact of Collaborative Tools and Practices in Technology Transfer process “, <http://www.t2s-augsburg.com/t2s-2011-conference/special-sessions.html>
- * Congres CURIE, Objectiver la valeur de l’immatériel, Juin 2012 (<http://www.congres-curie.fr/Mardi-5-Juin.html?lang=fr>)

Technical Scientific publications

- * S. Gasser, Yves Bréchet, F. Paun - Materials Design for Acoustic Liners - an example of Tailored Multifunctional Materials - Advanced Engineering Materials, 6 (1-2), 97-102 (2004)
- * S. Gasser, F. Paun, Y. Bréchet - Finite Elements computation for the elastic properties of a regular stacking of hollow spheres - Materials Science Engineering A, Volume 379, Issues 1-2, 15 August 2004, Pages 240-244
- * S. Gasser, F. Paun, L. Riffard, Y. Bréchet - Macroplastic yield condition for a periodic stacking of hollow spheres - Scripta Materialia 50 (2004) 401-405
- * F. Paun, L. Leylekian, S. Gasser - Design of materials for noise reduction in aircraft engines - Aerospace Science and Technology Journal, AST 7 (2003) 63-72
- * S. Gasser, F. Paun, A. Cayzele, Y. Bréchet - Uniaxial tensile elastic properties of a regular stacking of brased hollow spheres - Scripta Materialia 4 (2003) 1617-1623
- * F. Paun, E. Bouchaud - Morphology of damage cavities in aluminium alloys - International Journal of Fracture 121:43-54, 2003
- * E. Bouchaud, F. Paun - Fracture and Damage at a Microstructural Scale - Computing in Science and Engineering, September –October 1999
- * R. Chieragatti, F. Paun – New type of experimental method in multiaxial thermo-mechanical fatigue of materials with a high cycling frequency – STP 1371, Thermo-mechanical Fatigue Behavior of Materials : Third Volume, ASTM Paper ID 5568

Invited Technical Science Conference Speaker

- * Yannick Girard (EADS), Florin Paun - Design of cellular materials for multifunctional applications - 20th AAAF Colloquium on Materials in Aerospace, November 24-26, 2003, Paris, France
- * R. Chieragatti, F. Paun - New type of experimental method in multiaxial thermo-mechanical fatigue of materials with a high cycling frequency - Third Symposium on Thermomechanical Fatigue Behavior of Materials, American Society for Testing Materials, Nov. 4-5, 1998, Norfolk, Virginia, USA

Technical Science Congresses

- * Florin PAUN, Alexandre AZOUZI - Thermo-mechanical History of a Friction Stir Welded Plate; Influence of the Mechanical Loading on the Residual Stress Distribution - NUMIFORM 2004, Columbus, OHIO, USA, 7-9 Juin, 2004
- * Florin PAUN, Jason NADLER - Potential applications of Hollow sphere-based multifunctional materials: artificial bone cores - BIOMED 2004, Bucarest, Roumanie, 4-7 Novembre 2004
- * F. Mamoud, F. Paun, Y. Bréchet - A new method for modelling a Nickel material elastic mechanical behaviour by using a finite-element simulation - EUROMECH: Mechanical behavior of cellular solids, Nancy, France, June 7-10, 2004
- * J.H. Nadler, A. Boyer, F. Paun, P. Josso, M.-P. Bacos, Y. Bréchet, Current Issues in the Processing of Superalloy Foams, EUROMECH: Mechanical behavior of cellular solids, Nancy, France, June 7-10, 2004
- * S. Gasser, F. Paun, F. Simon - Experimental Investigation of Acoustic Absorption of a rigid Porous material experiencing a high thermal gradient - Internoise 2003 Seogwipo, Corée de Sud
- * On the elasticity of hollow sphere metal foam, Florin Paun, Stéphane Gasser, Yves Bréchet - EUROMAT 2003, Lausanne, Suisse, September 1-4, 2003
- * E. Bouchaud, F. Paun, E. Ducourthial – Damage and crack propagation at a microstructural scale , Material Research Society '99 Fall Meeting, Boston, USA, Nov. 29 – December 3 1999
- * F. Paun, E. Bouchaud - A quantitative roughness analysis of tension damage cavities - EUROMAT'99, European Congress in Advanced Materials and Technology, 26 - 30 Septembre, Munchen, Allemagne
- * R. Chieragatti, F. Paun, D. Fournier, J. C. Lautridou, L. Lelait - Communication, pp 1623-1630 - New type of experimental method in thermo-mechanical fatigue of materials with a high cycling frequency - THERMEC'97, Wollongong, Australia, july '97, International Conference on Thermomechanical Processing of Steels & Other Materials, edited by T. Chandra and T. Sakai, The Minerals, Metals & Materials Society, 1997
- * R. Chieragatti, J. Lagorsse, F. Paun, R. Barriol - Poster - Simulation par éléments finis de champ thermique d'un tube soumis à une flamme : application à un nouveau banc de fatigue thermomécanique, SFT'97, Congrès Français de Thermique, Toulouse, France, 20-22 mai 1997
- * R. Chieragatti, J. Lagorsse, F. Paun, D. Fournier, J. C. Lautridou, L. Lelait - Communication, pp 99-100 - Etude de validation d'un nouveau banc d'essai en FTM - CANCAM'97, Le 16e Congrès Canadien de Mécanique Appliquée, Québec, Canada, 01-05 juin 1997
- * F. Paun - Rapport de faisabilité d'un banc d'essai en fatigue thermo-mécanique à fréquence de cyclage élevée - Commande de recherche Electricité De France Nr. T41/7 E.6085, décembre 1995 - confidentialité industrielle
- * R. Chieragatti, F. Paun, G. Degallaix et J. F. Flavenot - Communication - pp 197-206, Vol. N. 9 - Influence d'un polissage mécanique sur la tenue en fatigue d'éprouvettes en alliage d'Aluminium 7075 - 8ème Journées de Printemps de la SF2M : Fatigue et traitements de surface - Paris, France, 30-31 mai 1995
- * More then 20 Technical Reports