

Results from 18 VINN Excellence Centres reported in 2012

Compilation of the survey results

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VINNOVA - develops Sweden's innovation capacity for sustainable growth

VINNOVA is Sweden's innovation agency. Our mission is to promote sustainable growth by improving the conditions for innovation, as well as funding needs-driven research.

VINNOVA's vision is for Sweden to be a world-leading country in research and innovation, an attractive place in which to invest and conduct business. We promote collaborations between companies, universities, research institutes and the public sector. We do this by stimulating a greater use of research, by making long-term investment in strong research and innovation milieus and by developing catalytic meeting places. VINNOVA's activities also focus on strengthening international cooperation. In order to increase our impact, we are also dedicated to interacting with other research financiers and innovation-promoting organisations. Every year VINNOVA invests about SEK 2.5 billion in various initiatives.

VINNOVA is a Swedish government agency working under the Ministry of Enterprise, Energy and Communications and acts as the national contact agency for the EU Framework Programme for R&D. We are also the Swedish government's expert agency within the field of innovation policy. VINNOVA was founded in January 2001. About 200 people work here and we have offices in Stockholm and Brussels. Our Director General is Charlotte Brogren.

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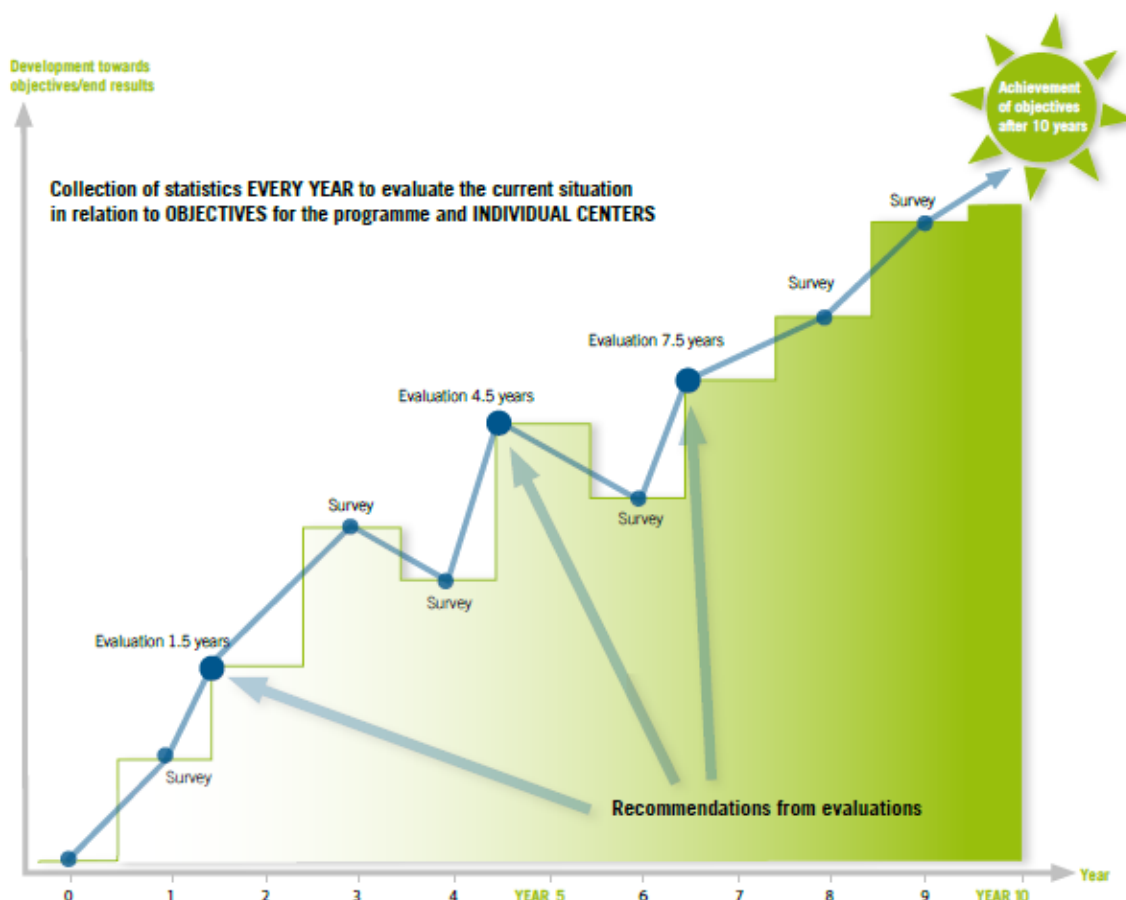
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1 Background and objective

During 2010-2012, VINNOVA has requested a separate status reporting from all VINN Excellence Centers in the form of a follow-up survey that is an integrated part of the annual status reporting. The results collected shall be able to be used as part of the follow-up of the entire programme's results and impact goals.

This report is a compilation of the results on an annual basis that have been reported by all eighteen VINN Excellence Centres in 2012. In interpreting the results presented below, it is important to keep in mind that objectives and conditions are different for the Centres and this affects the activity level, direction and results of the centres activities. All in all, the different conditions may result in the Centres need to create their own impact logic, namely to clarify how they contribute to the achievement of their specific short and long-term objectives that are found at the programme level. Some caution should therefore be exercised before drawing conclusions on the basis of comparisons between Centres. For example, generating patents is not an objective for some Centres because the participating partner/sectors do not have this as part of their business logic.

Figure 1 VINN Excellence Centres' follow-up logic



2 Programme description

VINN Excellence Center is a programme form for collaboration between the business sector, public sector, universities, research institutes and other organisations that conduct research.

At VINN Excellence Centre shall develop internationally competitive research milieus and networks for needs-driven and multidisciplinary research in close partnership with industry and the public sector. The Centres conduct basic and applied research, and their aim is for the participating companies to be able to take advantage of new knowledge and new technologies.

A fundamental idea at centres is to develop universities and other research bodies into a research resource for the business and public sectors. This should primarily strengthen the link between university research and that of other actors, something which is particularly significant for the innovation systems in Sweden.

The eighteen (18) Centres are funded in stages and for a maximum of ten years. Before each new stage, an international evaluation of the activities as a whole is performed for each centre.

VINNOVA is investing up to SEK 63 million in each VINN Excellence Center during the entire ten-year period. In total, each Centre's research activities will involve at least SEK 210 million over ten years through the involvement of the collaborating actors.

The programme and investment is a continuation and further development of the previously implemented Competence Centres Programme, which started in 1995 and consisted of 28 Competence Centres¹.

¹ P. Stern, E. Arnold and others, 2013, *Long Term Industrial Impacts of the Swedish Competence Centres*, VINNOVA Analysis VA 2013:10, http://www.vinnova.se/upload/EPiStorePDF/va_13_10.pdf

Figure 2 Examples of potential funding for research, development and innovation around VINN Excellence Centres



3 Summary of the results from all Centres in 2012

Productive VINN Excellence Centres

- The Centres have helped the partners to improve or complete 158 products, services or processes as well as initiate three licensing in 2012
- 4 Centres have contributed to the founding of 8 companies
- 32 patents are pending/have been granted and trademark protection has been granted within 9 Centres
- Research collaboration has resulted in:
 - Over 748 publications, including 133 joint publications with the public sector/industry
 - 73 postgraduates of whom
 - 52 have doctor's degrees
 - 21 have licentiate's degrees

Multidisciplinary collaboration and innovative leadership

- 75 individuals from the business sector, both from national and international companies, have participated in a leadership capacity
- 12 projects fall outside respective Centre's agreements and are fully or partially funded by businesses

Mobility, exchange and research collaboration between industry and academia

- 33 Centre researchers have been employed in the business sector in 2012
- 133 publications have been produced jointly by companies and the public sector and university researchers

Internationally established and sought after

- 56 overseas visiting research fellows have spent time at the Centres
- 24 EU projects are reported to be connected to Centres

4 Presentation of the eighteen VINN Excellence Centres

AFC – Antidiabetic Food Center (Lund University)

Research activities within AFC are focused on developing innovative food concepts that reduce the risk and consequences of diabetes. The Center will develop a knowledge base for the design of foods with the ability to reduce risk factors for obesity, diabetes and cardiovascular diseases. This involves generating new knowledge for food design processes and food with preventive potential in relation to Insulin Resistance Syndrome (IRS). Parties collaborating in the Center include Aventure AB, Dr PersFood AB, Lyckeby Culinar, Orkla Brands, Pågen AB, Region Skåne and Semper AB, among others.

BiMaC Innovation (Royal Institute of Technology, KTH)

The Center concentrates on the development of new, unique bionanocomposites and on a number of central, as-yet unsolved technical problems which have impeded development of the forestry sector. Areas of concentration include bionanocomposites, structural wood components and paper pulp products. The objective is to assure competitiveness in the development of environmentally friendly materials in the forestry sector. The scientific vision is fibre-based engineering materials. BiMaC Innovation is a multidisciplinary venture with generic disciplines such as biotechnology, materials chemistry and physics as well as mechanics. Examples of collaborating parties in the Center include Holmen AB, Korsnäs AB, SCA R & D Centre AB, Stora Enso AB, Tetra Pak Packaging Solutions AB, Innventia AB and Sveriges Stärkelseproducenter (Sweden's Starch Producers).

BIOMATCELL – Biomaterials and Cell Therapy (University of Gothenburg)

BIOMATCELL combines the expertise of materials science and medical devices. The aim of the Center is to develop new knowledge on biological components, including stem cells, in order to generate new scientific discoveries, product ideas and clinical therapies in the international forefront of regenerative medicine. Through for example stem cell technology, the Center shall develop new materials for customised implants and prostheses that shorten the duration of the healing process. The Center will also develop new methods for evaluating the materials before and after the insertion. Examples of collaborating parties in the Center include Arcam AB, Bactiguard AB, Cellartis AB, Integrum AB, Keystone Dental, Inc., Sandvik AB and TATAA BIOCENTER AB.

Center for ECO2 Vehicle Design (Royal Institute of Technology, KTH)

The Center develops design tools for producing lighter vehicles with less air resistance that are simultaneously quieter and have better handling capabilities than current models. A fully conceivable consequence is that different types of vehicle will come to resemble each other more in the future. Parties involved in the Center include Scania, Volvo, Saab Automobile, Bombardier Transportation, A2 Acoustics, Polytec Composites, VTI (Swedish National Road and Transport Research Institute) and Trafikverket (Swedish Transport Administration).

Centre for Sustainable Communications (Royal Institute of Technology, KTH)

The Center investigates and develops the conditions under which ICT (media & communication) contribute to sustainability. The Center provides a multidisciplinary platform for R&D within sound and image communication which is contributing to increased availability amongst people regardless of where they live. The purpose is to develop methods and “mediated” services as real alternatives to travel and physical transportation. The Center’s activities assemble expertise within media technology, telecommunications, information technology, transport systems, environmental strategy, social science, architecture and design. Examples of collaborating parties include Bonnier, Ericsson, IEF - Inlandskommunerna ekonomisk förening (Inland Municipalities' Economic Association), Institute for Futures Studies, Regionplanekontoret (Office of Regional Planning), Stampen, Stiftelsen Folkets Hubb (Community Hub Foundation), City of Stockholm, SVT Sveriges Television (Swedish Television), TeliaSonera and TU (Swedish Media Publishers Association).

Chase - Chalmers Antenna Systems Excellence center (Chalmers)

The Center encompasses research at Chalmers within antennae, signal processing, mobile communications, scientific computing, biomedical engineering and the biological effects of electromagnetic radiation. The Center's collaborators include Ascom Tateco, Ericsson Microwave Systems, Flextronics Components, Geveko Industry, Micropos Medical, Perlos, Qamcom, Saab Bofors, Saab Ericsson Aerospace, Sony Ericsson, St Jude Medical and Telia Sonera.

Faste Laboratory - Centre for Functional Product Innovation (Luleå University of Technology, LTU)

The Center runs strong and innovative research in which companies, assisted early on in product development by methods for product development, computer simulation and distributed engineering, gain a greater understanding of the function and performance of products from a life-cycle perspective. New business models are setting new and higher standards of product development for the actual hardware. For example, an aircraft engine or hydraulic engine plus accompanying services. Partners include BAE Systems Hägglunds, Gestamp HardTech, Hägglunds Drives AB, LKAB, Sandvik Coromant, Volvo Aero, Volvo Cars and Volvo Construction Equipment.

FUNMAT – Functional Nanoscale Materials (Linköping University, LIU)

The Center's work involves seeking broader applications for nanostructured multifunctional materials. The Center designs materials, including nanomaterials, for the engineering, processing and manufacturing industries. They conduct a range of industrial projects aimed at such things as super-hard surface treatments for the next generation of tools, low-friction coatings for bearings and electrical contacts plus chemical and biological sensors. Industrial partners include Alstom Power AB, CemeCon AG, Ford Motor Company and Volvo Cars, Impact Coatings AB, Ion Bond Sweden AB, Sandvik Tooling Sverige AB, SECO Tools AB and SenSiC AB.

GigaHertz Centrum (Chalmers)

The Center conducts research on wireless communications and sensor systems based on high frequency technology, for example, mobile telecommunication and radar technology, that has long been a showcase for Swedish industry. The Center will further strengthen long-term growth within the sector. Industrial partners include Ericsson AB, Saab, SP Technical Research Institute of Sweden, NXP Semiconductors, Omnisys Instruments and Mitsubishi Electric.

HELIX - Managing Mobility for Learning, Health and Innovation (Linköping University, LiU)

The Center works within working life research and was started at Linköping University. The purpose of the Center is to promote the development of what may be called the "good mobility". The term "mobility" includes the mobility of both people and ideas within and between organisations. A central task is to create an arena in which researchers from various disciplines collaborate with players from companies and organisations in order to develop new knowledge and methods relating to the importance of mobility to learning, health and innovations. The Center's collaborators include Industrikompetens AB, IUC Östergötland AB, Rimaster AB, SAAB AB, Siemens Industrial Turbomachinery AB, Toyota/BT Products AB, Försäkringskassan (Swedish Social Insurance Agency), IF Metall and TRR Trygghetsrådet.

HERO-M - Hierarchic Engineering of Industrial Materials (Royal Institute of Technology, KTH)

The Center conducts research on industry-relevant materials designed as an integrated process involving all appropriate scales of length and time. The performance of these materials is further configured to obtain the desired properties at minimum cost and time by way of a multi-length scale engineering approach. The most important scientific challenge consists of fixing the correlation between structure and properties on the basis of fundamental principles rather than the chiefly empirical methods currently used. The most important engineering challenge is to improve the basic methods and adapt them to industrial use as well as using these to develop materials in an industrial milieu. The Center involves important Swedish materials industries such as steel and hard metal

producers, plus specialised software and development companies. Industrial partners include Erasteel AB, Höganäs AB, Outokumpu Stainless, Sandvik Tooling, Seco Tools, Swerea KIMAB, Thermo-Calc Software and Uddeholm Tooling.

iPack – Ubiquitous Intelligence in Paper and Packing (Royal Institute of Technology, KTH)

The Center develops core technologies for heterogeneous integration of biomedical sensors, energy supply, computing and wireless communication in fibre-based packaging and paper card. These are used for innovative products such as smart bio-paper, intelligent drug packaging and preservation and intelligent patient monitoring equipment. The Center's collaborators include Billerud AB, Korsnäs AB, NOTE AB, Catena AB, XaarJet, Ambigua Medito, SkiBar and Polyscorp.

MOBILE LIFE – Mobile Life Center (Stockholm University)

The Center conducts interdisciplinary research with researchers from computer science, interaction design, sociology and psychology, as well as with game designers, artists, dancers and fashion experts. Their studies are expected to lead to mobile applications, sensor-based applications, smart games, mobile mash-up services, new mobile media, technology platforms and materials for supporting amateur creativity. Collaborating parties include Ericsson AB, TeliaSonera Sverige AB, Microsoft Research, Nokia, City of Stockholm, Kista Science City AB, and Bambuser.

PRONOVA – VINN Excellence Center for Protein Technology (Royal Institute of Technology, KTH)

The Center conducts R&D in close cooperation with life sciences-oriented Swedish companies within the field of protein technology based on proteome information such as that generated by the Swedish Human Proteome Resource (HPR) project. Partners include Affibody AB, AstraZeneca AB, Atlas Antibodies AB, BioInvent International AB, GE Healthcare Bio-Sciences AB, Genovis AB, Gyros AB and Mabtech AB.

SAMOT – Service and Market Oriented Transport Research Group (Karlstad University, KAU)

The Center conducts research within the field of public transport. The aim is to improve public transport through a specific focus on service development. The Center's research activities are divided into three different themes: framework/rules, service offering and traveller experiences. The Center's collaborators include Värmlandstrafik, Swedish Public Transport, Stockholm Transport, Veolia Transport Sweden, City of Gothenburg (Mobility Services) and Gothenburg Trams.

SuMo – Supramolecular Biomaterials Structure Dynamics and Properties (Chalmers)

This is an interdisciplinary center for the structural design of supramolecular biomaterials with unique functional properties. The Center focuses on the importance of

material structure from nano to micrometre for the diffusion and flow of liquid, as these relationships are of crucial importance to the future development of biomaterials. Collaborating parties include SIK AB, AstraZeneca, Bohus Biotech AB, Eka Chemicals, Lantmännen, Mölnlycke Health Care, Södra Cell AB and Tetrapak.

Wingquist Laboratory Excellence Centre for Efficient Product Realization (Chalmers)

The Center conducts research within four strategic areas; Systematic Construction & Information Management, Industrial Design, Robust Design & Variation Simulation and Virtual Factories & Flexible Automation. The research will make industrial processes more efficient in producing new products and production solutions. The research is strongly linked to the automotive and engineering industries in Sweden but is also dependent upon other sectors. Partners include Volvo Car Corporation, Volvo Trucks, Volvo Aero, Saab Automobile, ABB Corporate Research, Fraunhofer-Chalmers Research Centre for Industrial Mathematics, Kongsberg Automotive and RD&T Technology.

WISENET – Uppsala VINN Excellence Center for Wireless sensor Networks (Uppsala University, UU)

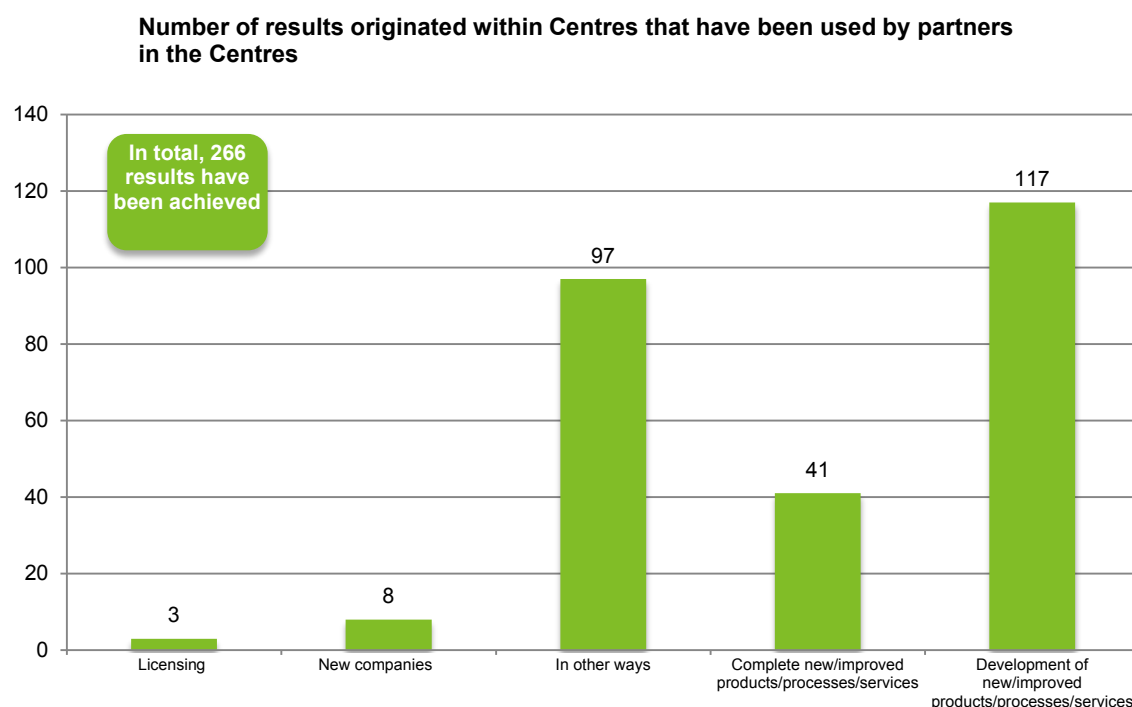
WISENET research is focused on how to integrate sensing, data processing and communication into one sensor unit, manage and generate energy in the sensor unit, make sensor networks self-configuring, robust and maintenance-free up to 10 years and attach sensors to the internet in a secure way. Collaborating parties include Communication Research Labs Sweden AB, Totalförsvarets forskningsinstitut (Swedish Defense Research Agency), Imego AB, Pricer AB, SenseAir AB, SICS, Swedish Institute of Computer Science AB and TermoSense AB.

5 The compilation of the reported survey results

5.1 Applied results in different forms for partners in centres

The chart below is a summary of how the eighteen Centres have answered the question of how the partners in the Centres have applied the results of activities during the last twelve-month period. Response results are presented in absolute numbers and are spread over the five proposed application forms:

- Licensing of results to external partners
- Led to the formation of new companies
- In another way (e.g., marketing, technical support, quality control, in-house training)
- Development of new/improved products/processes/services
- Complete new/improved products/processes/services

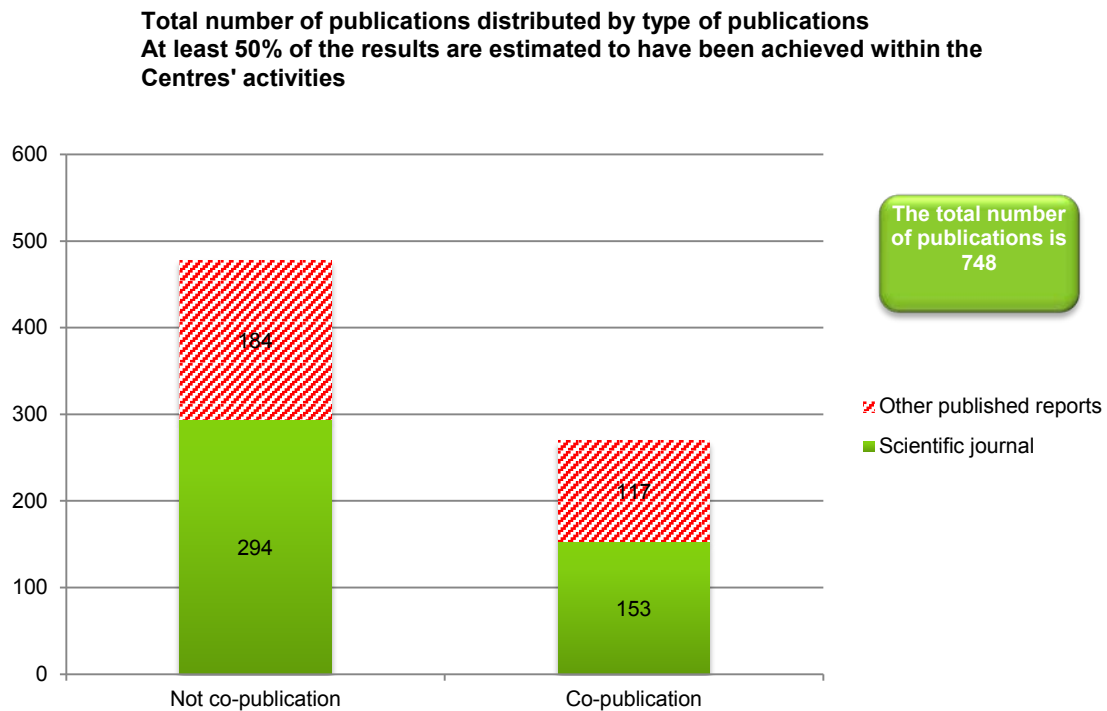


The most frequent application of the Centres' results among the partners is *development of new/improved products/processes/services* followed by other applications such as *marketing, technical support, etc.* Within the framework of this initiative, new companies have also been formed, and the results have given rise to several licensing agreements with third parties. It should be noted that the application of the results

depends largely on the focus of the Centre's research and the collaborating partners in different projects. Furthermore, the results are influenced by the needs that the research is aimed at solving, as well as the research area and composition of partners/needs.

5.2 Publications - knowledge sharing – visibility

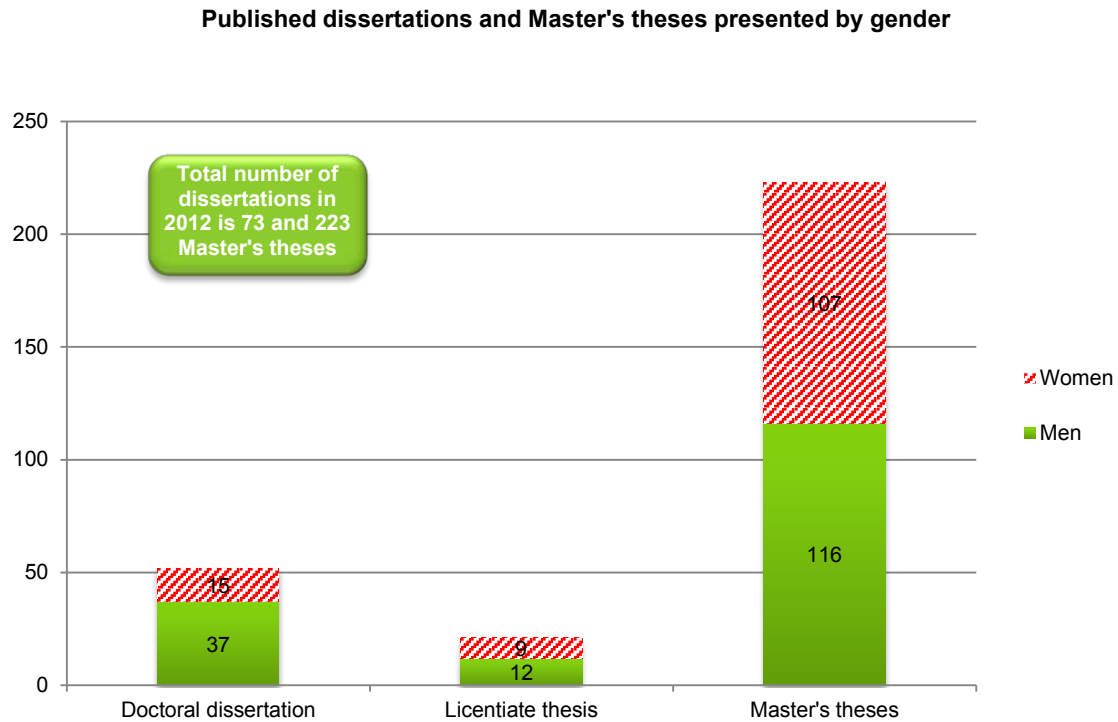
The following chart presents the summary of the Centres' publications. The information is broken down by type of publication (scientific journal or other published report) and whether or not they are co-publications with industry, public sector or other actors.



The Centres have published a total of 447 scientific articles and 301 other published reports, broken down into 270 co-publications and 478 which were not co-published.

5.3 Dissertations and collaboration with undergraduate education

The following figure presents the Centres published dissertations and Master's theses for the last twelve-month period. The results are presented by gender.

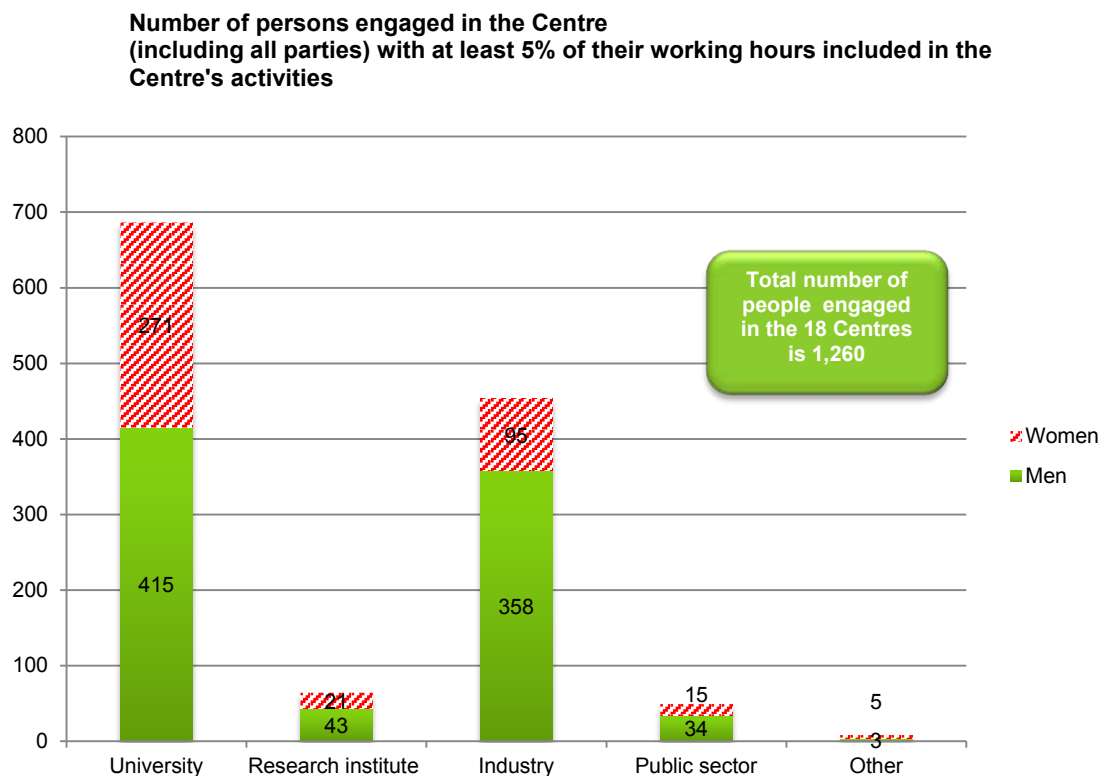


The result shows that the number of doctoral dissertations is higher than the previous year where the number of dissertations was 32. However, the number of licentiate theses and Master's theses have decreased in comparison with the previous year. The number of reported licentiate theses is 21 in 2012 and 28 in 2011. Master's theses figures are 223 in 2012 and 336 in 2011.

5.4 People engaged in the Centres

5.4.1 People engaged in the Centres, including all parties

The following chart presents the total number of people engaged in the Centres, including all partners, as reported in 2012. The results are divided by gender and organisation. Partners refer to organisations that have contracts with a Centre and are party to the Centre agreement.



Due to the programme's nature, most people are engaged within universities. However, it is clear that a large portion come from industry, which is also a higher number than the previous year where the number of women from industry was 84 and where the number of men remains unchanged. The results also show that the total number of women is lower than the number of men within the different types of organisations. For people engaged in the 18 Centres, 32 per cent were women and 68 per cent were men.

5.4.2 Investment, active involvement and partners engaged in the Centres

The following table shows the number of partners that have participated in the Centres and the extent of their participation in 2012. All VINN Excellence Centres have not provided complete answers to parts of the question, which makes it difficult to draw too far-reaching conclusions from the report, aside from the information on the number of

parties participating in the Centres. VINNOVA's financial grants are also reported in the table below.

Table 1 Number of parties involved in the Centre and the extent of their participation in the last twelve months

	PARTNERS*	CASH GRANTS SEK	IN-KIND CONTRIBUTIONS INDIVIDUAL WORK MONTH**	IN-KIND CONTRIBUTIONS SEK
UNIVERSITY	88	52 004 827	94 259	80 786 156
RESEARCH INSTITUTE	13	100 000	3 192	8 523 328
INDUSTRY IN SWEDEN	171	25 192 666	134 760	65 160 677
INDUSTRY OUTSIDE SWEDEN	16	4 071 667	34	5 483 500
SWEDISH PUBLIC SECTOR	22	16 566 000	110 046	8 853 500
OTHER - NUMBER	11	1 258 000	120 005	3 848 000
TOTAL PARTNER GRANTS	321	99 193 160	462 296	172 655 161
VINNOVA		126 000 000		
TOTAL	321	225 193 160	462 296	172 655 161

*'Partners' refers to organisations that have contracts with a Centre and are partner to the Centre agreement.

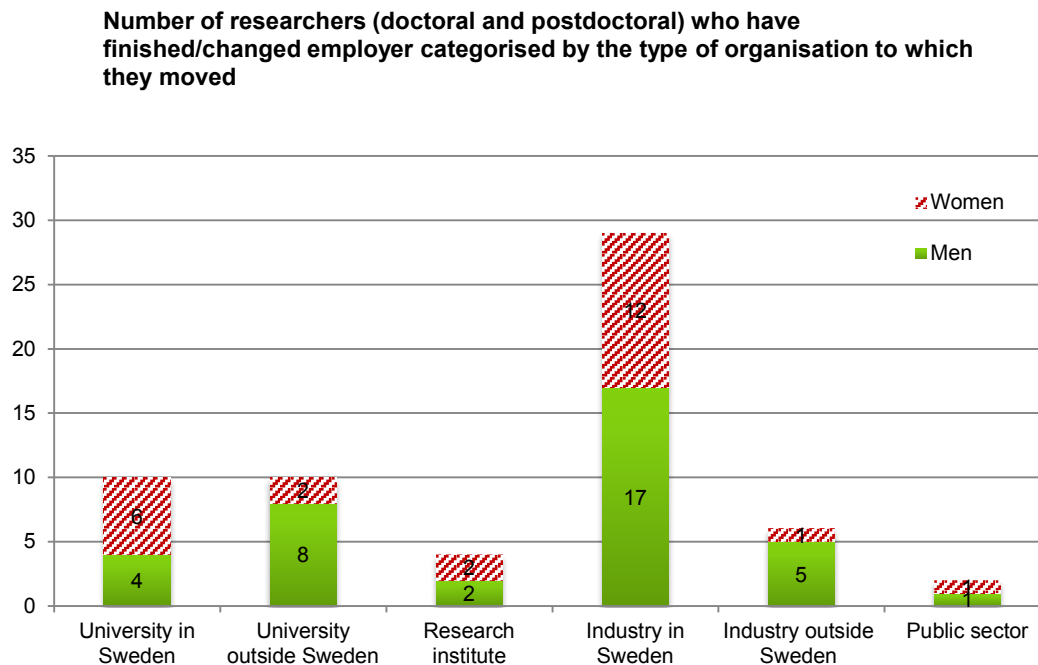
**An individual work month denotes 160 hours.

***The higher number probably refers to the number of departments in the universities. The number of universities in the program is 9.

****A possible explanation for the difference between industry employees and others may be that industry employees receive a higher wage. It should be noted that not all Centres have reported complete information on this issue

5.5 Mobility of Centre personnel

The mobility of Centre personnel is a measure of internationalisation and the Centres visibility. The chart below presents the results for VINN Excellence Centers for the last twelve-month period.

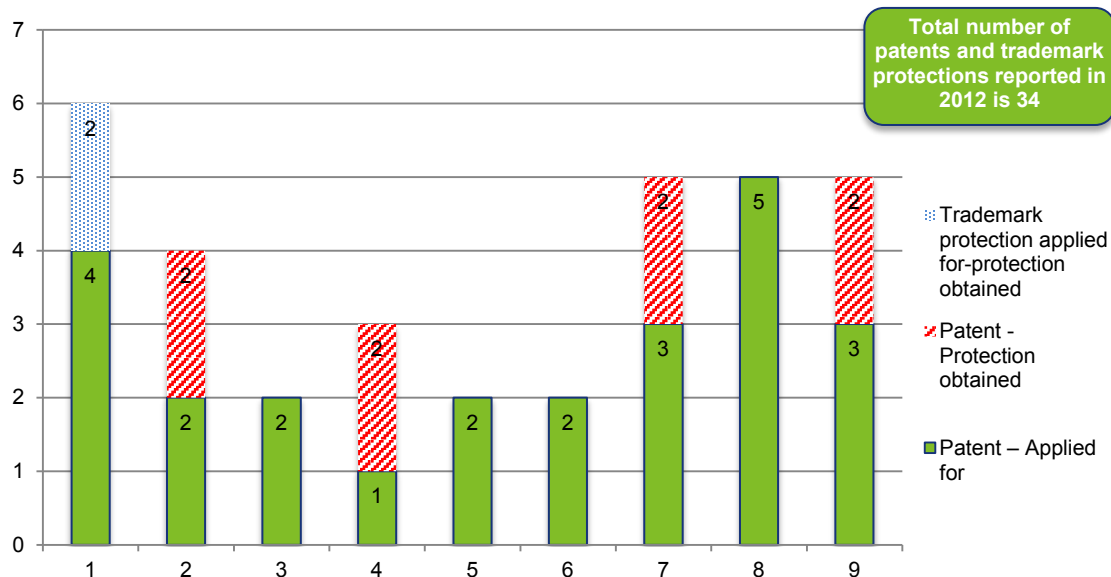


The Centres show a higher mobility among their personnel who have gone into industry in Sweden than other participating organisations. The Centre personnel from universities within Sweden also exhibit a relatively high mobility. The results show that a total of 67 (where 6 people have switched to organisations other than those found in the charts) have finished or changed employer during the given period, which is twice as many as the previous year. Of these, approximately 60 per cent are men and 40 per cent are women.

5.6 Results in the form of patents, design protection

Within the Centre initiative, a total of 34 patents and trademark protections have been reported, spread over 18 Centres. The spread of these results is presented below.

Results in the form of patents, design protection, trademark protection and copyright that have been achieved within the Centres

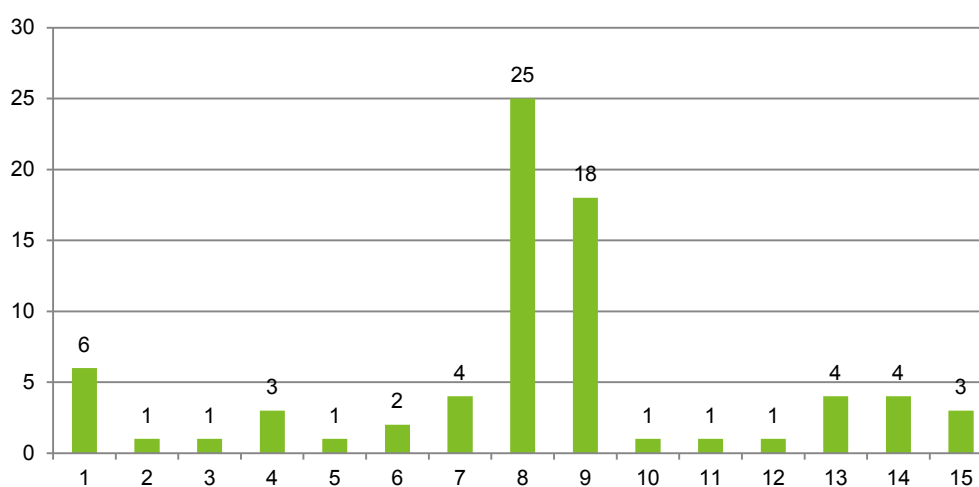


One explanation for why only nine of the Centres reported patents may be that some of the Centres conduct research that cannot or is not intended to result in patents or trademark protection. Another possible explanation is that the Centres have not been active for more than six years and the results of their research lie further ahead in time. At the same time, the interpretation of the results should relate to the programme's strategy, which is for universities to contribute to innovation through a strengthening of companies' innovative capacity as a result of the new knowledge and new people and networks found in the Centres. The research results generated in the Centre milieu should primarily contribute to the companies/public sector being able to apply these in various ways in their activities.

5.7 Activities outside the Centre agreement's regulation

The Centres are often part of a larger milieu to which additional projects may be attached. In activities outside the Centre agreement's regulation, other actors may also become involved, and the extent of their funding can also vary. The chart below shows the number of projects that have been active during the last twelve-month period and which have been reported for 2012. The projects are presented by Centre and type of funding, as well as the average outcome for all VINN Excellence Centres.

Number of projects funded outside the Centre agreement's regulation



The table below shows the total number of projects funded by the 18 Centres, broken down into project type.

Table 2 Total number of projects outside the Centre agreement's regulation

TYPE OF PROJECT	NUMBER
INDUSTRY ASSIGNMENT	6
EU PROGRAMME AND INDUSTRY ASSIGNMENT	6
EU PROGRAMME	18
OTHER FINANCIER (E.G., PUBLIC ACTORS)	49
TOTAL	79

24 EU projects are reported to be connected to Centres. The mean value of the number of projects that fall outside the Centres' agreements is 5 among the 15 Centres that have reported additional funding. However, there are large variations between Centres. One

reason for the difference in results between Centres may be the nature of their focus or that Centres have understood the question differently.

The Centres report that a total of 12 out of 79 projects have been fully or partially funded by industry/the business sector. However, corporate/business sector participation in the Centres' activities is essential.

VINNOVA's publications

January 2014

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VINNOVA Analysis

VA 2014:

- 01 Resultat från 18 VINN Excellence Center redovisade 2012 - Sammanställning av enkätresultaten. For English version see VA 2014:02. Only available as PDF
- 02 Results from 18 VINN Excellence Centres reported in 2012 - Compilation of the survey results. For Swedish version see VA 2014:01. Only available as PDF

VA 2013:

- 01 Chemical Industry Companies in Sweden
- 02 Metallindustrin i Sverige 2007 - 2011
- 03 Eco-innovative Measures in large Swedish Companies - An inventory based on company reports
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- 05 Rörliga och kopplade - Mobila produktionssystem integreras
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- 11 Summary - Long Term Industrial Impacts of the Swedish Competence Centres. Brief version of VA 2013:10
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- 13 Innovationer och ny teknik - Vilken roll spelar forskningen
- 14 Företag i energibranschen i Sverige - 2007-2011
- 15 Sveriges deltagande i sjunde ramprogrammet för forskning och teknisk utveckling (FP7) - Lägesrapport 2007-2012. Only available as PDF
- 16 FP7 and Horizon 2020. Only available as PDF

VA 2012:

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- 03 Friska system - eHälsa som lösning på hälso- och sjukvårdens utmaningar
- 04 Utan nät - Batterimarknadens utvecklingsmöjligheter och framtida tillväxt
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- 10 Follow-Up of Swedish Participation in Eurostars. For Swedish version see VA 2012:09. Only available as PDF

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- 01 Branschforskningsprogrammet för skogs- & träindustrin - Projektkatalog 2013
- 02 Destination Innovation- Inspiration, fakta och tips från Ungas Innovationskraft
- 03 Inspirationskatalog - Trygghetsbostäder för äldre
- 04 Challenge-Driven Innovation - Societal challenges as a driving force for increased growth. For Swedish version see VI 2012:16
- 05 Replaced by VI 2013:14
- 06 Årsredovisning 2012
- 07 Trygghetsbostäder för äldre - en kartläggning. Only available as PDF
- 08 Äldre entreprenörer med sociala innovationer för äldre - en pilotstudie kring en inkubatorverksamhet för äldre. Only available as PDF
- 09 Fixartjänster i Sveriges kommuner - Kartläggning och samhällsekonomisk analys. For brief version see VINNOVA Information VI 2013:10
- 10 Sammanfattning Fixartjänster i Sveriges kommuner - Kartläggning. Brief version of VINNOVA Information VI 2013:09
- 11 New Paths to Innovation - VINNOVA Sweden's innovation agency
- 12 Replaced by VI 2013:19
- 13 När företag och universitet forskar tillsammans - Långsiktiga industriella effekter av svenska kompetenscentrum
- 14 No longer available
- 15 Handledning - för insatser riktade mot tjänsteverksamheter och tjänsteinnovation
- 16 Replaced by VI 2013:22
- 17 Innovationer på beställning - tidning pm att efterfråga innovationer i offentlig sektor
- 18 Din kontakt i EU:s forsknings- och innovationsprogram
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