GET YOUR FOOT IN THE DOOR OF GLOBAL CONGLOMERATES

Get your foot in the door of Global Conglomerates

The KTN and how we can help

Simon Rushworth

INNOVATE UK 2014
THE GLOBAL SPOTLIGHT ON UK INNOVATION

The Knowledge Transfer Network

The UK’s innovation network, enabling the UK's innovation communities to connect, collaborate and discover new opportunities

Knowledge Transfer Network

Strategic	Interdisciplinary	Entrepreneurial	Commercial
Connecting people who wouldn’t usually meet to solve innovation challenges	Bringing together businesses and researchers from different sectors	**Linking people with new ideas and technologies to partners and customers**	Introducing innovators to public and private funders and investors

The Knowledge Transfer Network

Stimulating dialogue/accelerating innovation

16 Industry Communities
Core thematic networks covering key application areas and underpinning technologies

17 Cross-sector Groups
Interdisciplinary programmes building communities around priority challenges

60,000+ Members
An engaged online community of innovators served by a single platform

6,000+ Delegates per year
Hundreds of events bringing people together 'to make magic happen'

We are eliminating silos to make it easier to assemble multi-disciplinary teams so that we can do more, and do it well.

Chris Warkup
CEO

The "half-life of knowledge" is shortening, so we must connect business with research faster than ever before.

David Lockwood
Chairman

Knowledge Transfer Network

The Knowledge Transfer Network

Our values

- Independent organisation with wealth of knowledge/experience
- Driving Innovation & Value within UK industry
- Engaged with all key stakeholder communities
- Strategically connected in the UK and internationally
- Activities aligned with National, EU and partners' priority areas
- Industry led

The new KTN website

http://www.ktn-uk.co.uk/

https://connect.innovateukorg/

Knowledge Transfer Network

> The "half-life of knowledge" is shortening, so we must connect business with research faster than ever before.
>
> David Lockwood - Chair, KTN

Connecting people who accelerate innovation

The KTN is the UK's innovation network. We bring together businesses, entrepreneurs, academics and funders to develop new products, processes and services.

We can help you develop ideas, expertise and technologies, that have the potential to be world-beating products processes and services. Central to what we do is the initiation and building of collaborations.

Investment Collaborations

Fostering relations between private and public funders and innovators requiring investment to develop new products and grow their business.

discover _connect

More Information

Find out how the KTN can work with you.

enquiries@ktn-uk.org

@ktnuk

the-knowledge-transfer-network

01403 850 500

Our Network

16 Industry Communities

60,000+ Members

6,000+ Annual Delegates

Cross-Sector Groups

Dance with the Giants

The benefits of doing business with a large organisation

Knowledge Transfer Network

Use the infrastructure of the large company:

- Customer
- Manufacturing partner
- Leverage of an existing brand
- Sales & Marketing expertise
- Strategic Investment (venturing)
- Credibility & validity to the SME

Knocking on the door of large organisations

Approaching a large company can be daunting!

Some historical responses may have been:

No thanks! Not at this present time!

- We are making money so no need to engage with **unknown** SME's
- We have our product development pipeline in hand in-house
- We have no issues with our supply chain at present
- When we do need a new product/service we will only deal with companies we know and trust

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How can SME's do business with large companies?

Getting that foot in the door!

- Becoming an industry expert
  - Respected expert 'on the networking circuit'
- Engage with networking agencies (such as the KTN)
- Find an internal champion that is enthusiastic about the SME
- Trigger events, such as mergers, boardroom changes...etc
- Invitation to Tender
- Collaborative R&D
- Missions
- Open innovation

- Sometimes its just a case of being in the right place at the right time

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KTN support for SME's

Helping SME's to capitalise on their innovation endeavours

- Matchmaking
  - Networking opportunities
  - Linking project collaborators
  - Connecting you with technical and/or business experts
  - That foot in the door with multinationals
- Access to funding & finance(public and private)
  - Identify a suitable funding stream for your project
  - Expertise in helping you access the funding you need
- Grant proposal advice and review
- Business essentials guidance
  - SME assistance toolkit

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KTN support for SME's

https://connect.innovateuk.org/web/sme-support

KTN's SME Business Help Tool

Signposting –

- Business Planning
- Market research & Marketing
- Patents & Intellectual Property
- Employment Law
- Access to Funding & Finance
- Sustainability
- Exporting
- Open innovation

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Example of Open Innovation websites

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"Both Unilever and GlaxoSmithKline now have Open Innovation elements in over **50% of their R&D projects**."

[source – the work foundation Lancaster University]

Contacts

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https://connect.innovateuk.org/

"Alone we can do so little; together we can do so much"
Helen Keller – American Author

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DR BEN TODD - MANAGING DIRECTOR

arcola energy

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GLOBAL COLLABORATORS

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HYUNDAI

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Be good at what you do and start small, low-risk.

Offer something they don't have – product, service, customers, flexibility.

Innovate UK and KTN support helps. But no substitute for capability.

Ability to raise funding - landscape in UK is attractive.

Minimum Viable Relationship - build trust – international orgs run by people.

Patience - expect delays, changes, disappointment.

This is not an equal 'partnership'.

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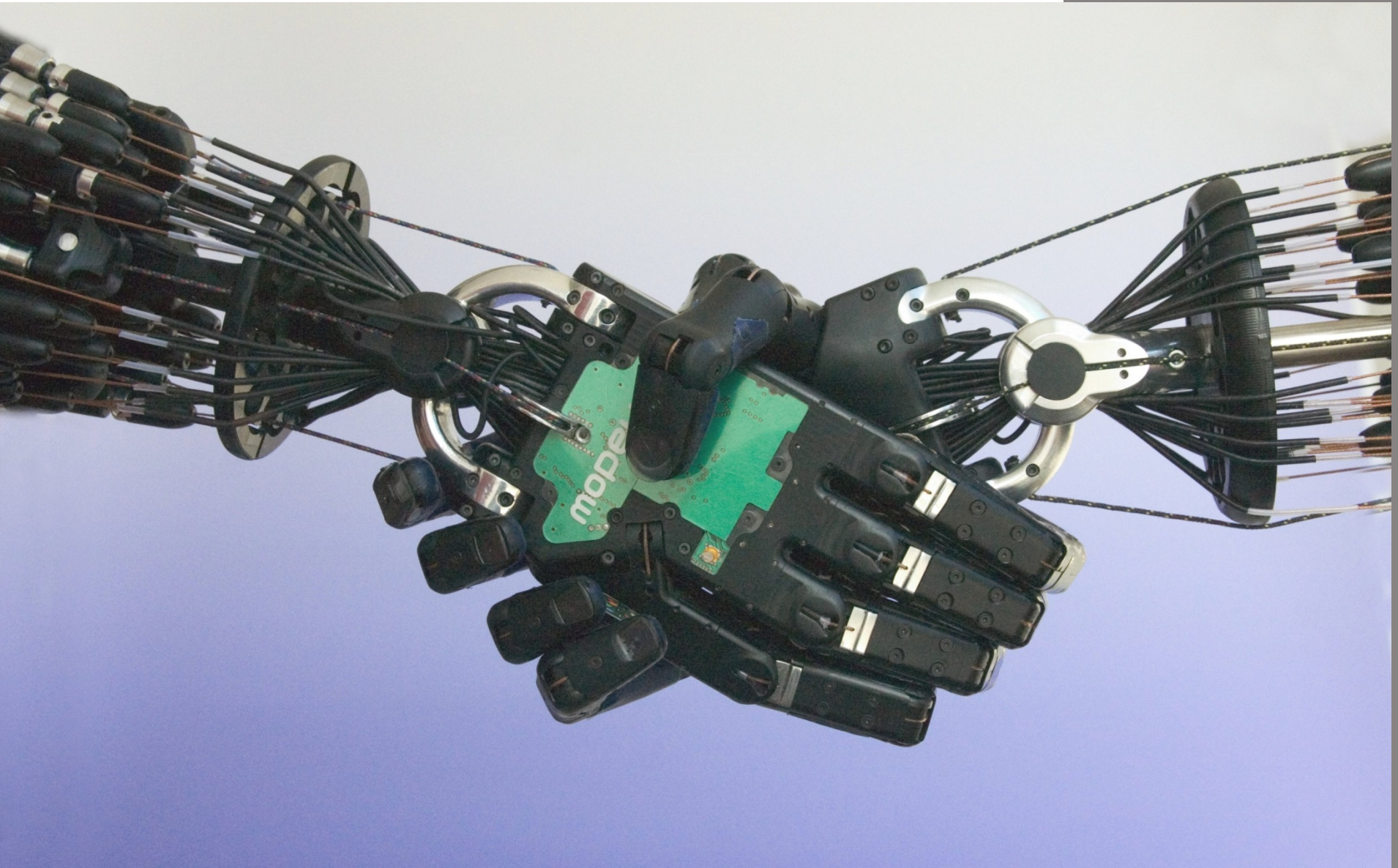
RICH WALKER
SHADOW ROBOT COMPANY

Rich Walker, Shadow Robot Company



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DAVID MCELROY

CHIEF BUSINESS OFFICER – INGENZA LTD.

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INGENZA LTD. - OVERVIEW

Capabilities:

- Strain construction/protein expression/enzyme evolution
- HTP screening for improved biocatalysts/bioprocesses
- Microbial fermentation (5L) and cell culture (2L) – to large scale
- Bioprocess development, DSP, synthetic chemistry
- Proprietary enabling technologies

Customers:

- Biomedical: protein therapeutics, medical diagnostics
- Chemicals (fine, specialty, bulk, platform) & agrochemicals
- Biofuels: current ethanol manufacturers, feedstock processors

Solutions:

- Petrochem looking to rapidly source turnkey capabilities in micro/molecular biology and/or bioprocess development
- Bioproducers looking to outsource, allowing focus on core internal competencies

INVISTA™

Lucite International

MULTINATIONAL RELATIONSHIPS

Company	Period	Area	Relationship	Contact
Pharma	2004	API biocatalysis	Fee-for-service	UK government event
Pharma	2006	API biocatalysis	Fee-for-service	Former work colleague
Pharma	2007	Enzyme optimization	Fee-for-service	UK government event
Pharma	2006-07	API bioprocess development	Fee-for-service	Trade show presentation
Pharma	2008 - Present	Bioprocessing, protein expression, strain improvement, GMP cell lines	Fee-for-service / license	Former work colleague
Chemicals	2011 - Present	Biomanufacture of polymer subunits	Fee-for-service / license & grant	Knowledge Transfer Network event
Chemicals	2012 - Present	Biomanufacture of polymer subunits	Fee-for-service / license	Scottish Enterprise event
Chemicals	2012 - Present	Biomanufacture of polymer subunits	Fee-for-service / license & grant	Knowledge Transfer Network event
Chemicals	2012 - Present	Biotransformation of biomass to chemicals	Grant collaborators (feasibility)	Scottish Enterprise event
Chemicals	2013 - Present	Therapeutics biosynthesis	Fee-for-service / license	Scottish Enterprise event

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CONCLUSIONS

Challenge – marrying solution provider SMEs with multinational customers who have problems/opportunities

Government-sponsored networking/introductions helped us alleviate this matchmaking issue

Getting your foot in the door with multinationals is important – keeping it there is essential!

Succeed by convincing customer that you offer a faster, cheaper, better (high prob./proprietary) solutions to their challenge

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