



The research commercialisation office of the University of Oxford, previously called **Isis Innovation**, has been renamed **Oxford University Innovation**

All documents and other materials will be updated accordingly.
In the meantime the remaining content of this Isis Innovation document is still valid.

URLs beginning www.isis-innovation.com/... are automatically redirected to our new domain, www.innovation.ox.ac.uk/...

Phone numbers and email addresses for individual members of staff are unchanged

Email : enquiries@innovation.ox.ac.uk

Technology scouting services

Isis Enterprise (IE) offers technology scouting services to both technology providers and seekers. Technology scouting is the process of identifying and evaluating technologies in the research base (technology providers) that can deliver value to the client organisation (technology seekers)

IE has provided scouting services for a number of companies in areas covering food technology, agriculture, pharmaceuticals, chemical engineering, electronics, computer vision and healthcare. Outcomes include new partnerships, acquisitions and licensing deals, resulting in the launch of successful products and services.

Global scouting process

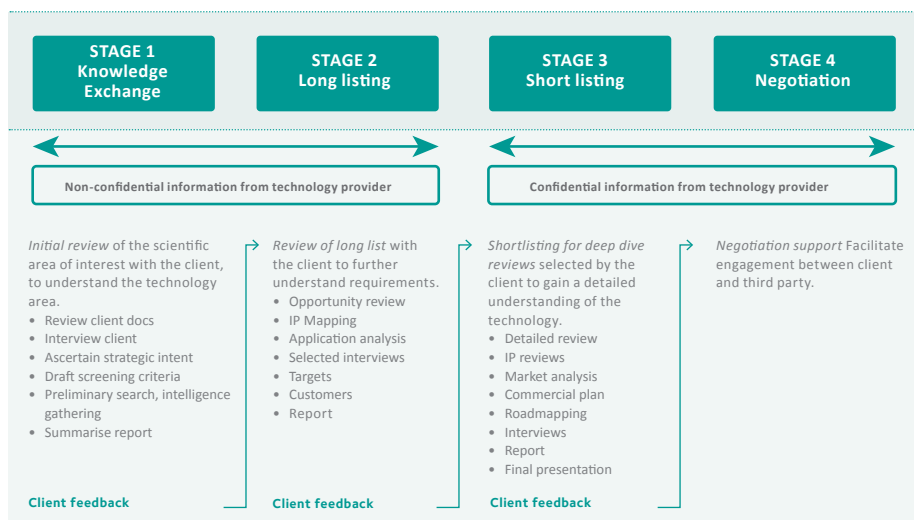
The IE scouting service uses a targeted, structured approach to source relevant technologies from a global network. The general process that IE uses for its technology scouting service is presented

in Figure 1. IE's success in technology scouting is built on several factors:

1. A structured and focused process that facilitates continual knowledge exchange and regular interaction with the technology seekers.
2. Skills in finding the right technologies - defined through the knowledge exchange process, with the ability to act as a third party and minimise the risk of IP contamination.
3. A balanced understanding of both academic research and commercial markets, enabling us to work effectively with labs, universities and start-ups.
4. Experience in managing multiple external relationships across different cultures.

A general view of who may be interested in technology scouting and how to engage is provided in Figure 1.

	For Technology Providers	For Technology Seekers
Who	• Universities, researchers, TTOs • SMEs • Investors	• Large companies/ multinationals • SMEs • Investors
How	• Register contact details • Meet with IE to discuss your portfolio • Submit non-confidential summaries of relevant technologies • If required, NDAs can be put in place at an early stage for confidential IP or research programmes • No charge for membership; fees for proactive scouting campaigns determined by scope of work	• Submit request for proposal to IE for technology scouting service, specifying fields of interest • Standard or bespoke technology scouting engagement is agreed • IE charge for service determined by scope of work



The stages IE implements to conduct structured and focused Technology Scouting Services

In addition to Isis Innovation's direct access to Oxford University researchers and spin-outs, it also sources technologies from a global network of technology owners which includes Oxford Innovation Society (OIS) members, universities, national technology transfer offices (TTOs), TTO associations, industry associations, development agencies and research funding bodies. Isis Innovation seeks to identify new sources and build new relationships through its network and more traditional methods such as database searching and patent landscaping.

Client benefits

Technology scouting provides researchers, universities and TTOs with new commercialisation opportunities, including assistance in developing new products, or access to investors, clients or licensors. Investors can also find value in technology scouting either as a provider of technologies from their portfolio or as a seeker of new investment opportunities.

Technology development can be accelerated by technology scouting, in particular for companies that may not have the resources or time to focus on research and development for new market areas.

The benefits of technology scouting include:

- Open Innovation for competitive advantage.
- Access to early-stage technologies and emerging markets.
- Expand the organisation's global talent pool.
- Strengthens in-house skills.

Case Study

- Isis Enterprise worked with a major pharmaceutical company to support their international science program, as part of a plan to buffer the 2016 patent loss of one of their main products.
- Having identified the company's requirements, Isis Enterprise engaged in a programme of technology scouting and relationship building across carefully selected research institutions in the UK, including a survey of the technology landscape and identification of the best UK scientists for sector-specific requirements.
- Isis Enterprise presented the client with over 100 cutting-edge research collaborations in the UK, significantly increasing shareholder value.

For more information, please contact:

Dr Alexandra Bush
 Consultant,
 Isis Enterprise
 T +44 (0)1865 280852
 E alexandra.bush@isis.ox.ac.uk