



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

Supporting SMEs

The Isis SME Smart IP Scheme: IP funding support and marketing/manufacturing routes tailored to your company

Isis is offering SMEs help – both before and after technology development – through the creation of a fund for applications for upfront IP costs, and through the new flexibility of being able to pick from a choice of three exploitation options

Two-stage development licensing

The Isis SME Smart IP Scheme offers SMEs greater flexibility and reduced business risk when accessing Intellectual Property (IP) originating from Oxford University.

A phased programme has been created for accessing and utilising IP projects whereby – for selected Isis IP projects – SMEs are now free to enter into a two-stage licence that recognises separate development and exploitation activities.

First stage

In the first stage, SMEs can enter into the development licence with Isis to apply their R&D resources and development expertise to turn a scientific technology into a new product design and specification. An Isis fund is available to help with upfront IP costs related to development licences.



Second stage

Once the new product specification exists, the second stage of the SME Smart IP Scheme gives the SME three options:

- 1) to make and market the product internally
- 2) to out-license the designs and IP to a suitable manufacturing and marketing company
- 3) to pass the designs to Isis for them to identify and engage the marketing organisation



Guaranteed revenue share

Key to the Scheme is that in each of the three exploitation scenarios described previously, the SME that has invested in the development of the product will earn a share of future revenues.

Isis manages the Intellectual Property and, with more than 850 patent families in its portfolio, has ample experience to do this in a cost effective manner.

Furthermore, Isis will work with SMEs to encourage, and where possible facilitate, access to the many support initiatives available to SMEs which they may not have the expertise or resources to benefit from.

Examples of such support are the technology competitions from the Technology Strategy Board (TSB), including their Smart awards and Innovation Vouchers, impact awards from the research councils, R&D tax credits, the new Patent Box and more.



Reducing risk and sharing costs

The two-phase license model offers greater choice, and helps offset IP investment against derived income, thereby spreading and phasing business risk.

The Scheme also seeks to recognise the resource limitations most SMEs are all too familiar with. This issue is addressed by sharing costs (particularly IP management capacity and expertise), offsetting these against potential future income through a reinvestment model which sustains the SSIPS fund.

Next steps

Contact us through the channels below to discuss how we may assist you.

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