



OXENTIA

Oxford's Global
Innovation Consultancy

Innovative Entrepreneurship

Enabling successful enterprise through
practical training and development





Services

Tailored Solutions.

Oxentia provides advanced professional development and training in entrepreneurship.

Our cutting-edge offerings have been tried, tested and proven to produce first class results. The success of our training and mentorship approach is built on:

- Individual and small-group support, as well as enquiry-based learning.
- Practical and applied courses, drawing heavily on real-life case studies and experiential knowledge.
- An interactive delivery approach that provides opportunities for participants to engage critically and to consider and debate key issues and concepts.

Workshops, courses, and mentorship programmes are offered exclusively on a bespoke basis, which ensures the unique needs of every client are comprehensively catered for. Training can be offered intensively over 1-2 weeks, or spread over a longer period of time.



Entrepreneurship Modules

Central to any new or existing enterprise is clear and customer-focused business model.

Our core entrepreneurship modules provide the knowledge and skills necessary to develop and execute an effective business plan.

Additional modules can supplement these core skills, providing training in the areas of sales & negotiation, business incubation, IP strategy, risk management, and business models.

Our expert consultants and trainers are able to develop specialist training material in niche areas according to the client's needs. Past examples of specialised provision include training in product certification for regulated markets and entrepreneurship in the biotechnology, healthcare, and ICT sectors.



Oxentia Modules



Who should attend?

Entrepreneurs come in all shapes and sizes.

Our customers include a range of universities, local and national governments, incubators, science parks and corporates. The method of delivery and training materials can be tailored to maximise impact for clients of all types, including:

- Academics and researchers within higher education institutions and research institutes
- Small and Medium-sized Enterprises (SMEs) looking to improve business performance, expand product or service provision, or capture new international markets
- Large corporations and governmental entities looking to develop a culture of intrapreneurship
- Individuals starting out in business, including those involved in start-ups and spinouts
- Those working in facilitation roles (e.g. with governments and business parks) to enhance business ecosystems and build broader business capacities
- Those at any stage of commercialising technology, knowledge and/or software

About Oxentia

Oxentia is the new name for Isis Enterprise, a successful innovation management and technology commercialisation consultancy that started life as an operating division within the world leading technology transfer company of the University of Oxford, Oxford University Innovation.

Since 2004, Oxentia has been providing training and consultancy services to organisations around the world. Our skilled, multilingual delivery teams are drawn from a variety of scientific and commercial disciplines; a number of them have built and run their own successful businesses.

We have trained over 1000 people from more than 50 countries across the globe. Our unique access to Oxford expertise and international networks offers unparalleled insights into the practicalities of entrepreneurship.



Meet the Trainers

Our trainers come from a variety of backgrounds. Below are a few examples from our team.



Dr Tim Hart

Managing Consultant, Oxentia

Tim is a serial entrepreneur who has over 20 years' experience in mentoring and advising other entrepreneurs. His expertise is in pitching for and raising investment funds.



Britta Wyatt MBA

Senior Consultant, Oxentia

Britta's work focuses on strategic support for universities and governments, including the creation of benchmarking studies and plans for establishing incubators and entrepreneurship centres.



Dr Mireya McKee

Senior Associate Consultant (US)

Mireya has extensive experience in chemistry, biomedical research and technology transfer, gained particularly in three countries: Mexico, the U.S. and the U.K.



Dr Nathan Pike

Senior Consultant, Oxentia

Nathan is a former Oxford academic who shifted into the business innovation sector. He has particular experience in entrepreneurship in the life sciences.



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Entrepreneurship means possessing the skill set and the good habits for identifying, exploring, and exploiting opportunities while managing associated risks to create financial value and for public benefit. Oxford University Innovation does not subscribe to the common view that the basis for effective entrepreneurship is somehow magical or intangible. Entrepreneurship can and should be learned.

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Dr Steve Cleverley,
Head of Oxentia

Case Studies

Creative Entrepreneurship in Research: Oxford University Clinical Academic Graduate School (OUCAGS)

Oxentia delivered bespoke workshops for clinical academics and biomedical research scientists working within OUCAGS and the Oxford National Institute for Health Research Biomedical Research Centre. The workshops were designed to assist academics to generate novel ideas for successful research and impact, harness entrepreneurship in research activity, and embrace intrapreneurship and innovation for personal and institutional benefit.

Master's Programme in Entrepreneurship: University of Malta

Oxentia developed and delivered a new Master's programme entitled 'Knowledge-Based Entrepreneurship' for technology-based business founders. A set of entrepreneurship tools and processes were tailored for the Maltese context which we delivered before handing over to local trainers.

Academic Entrepreneurship: Universidad de Chile

We worked with this institution to enhance and continuously develop the entrepreneurial culture and technical skills of its staff and researchers.

A mixed delivery model was used to maximise impact: face-to-face lectures and workshops, online video seminars and discussions, mentored project clinics, and masterclasses led by successful entrepreneurs were all critical components.



Residential Workshop in Advanced Business Skills: National Youth Committee, Oman

Oxentia was selected by the Omani Government's National Youth Commission to deliver bespoke, specialised training and mentorship to 18 first-time entrepreneurs who were the winners of the National Entrepreneurship Competition. To accelerate the growth of start-up businesses in sectors spanning tourism, transport and logistics, and energy, we provided:

- personalised mentorship to resolve actual business challenges,
- bespoke training in business skills and regulatory compliance via Oxford masterclasses,
- access to our proprietary methods and materials, and
- hosted visits to commercial partners within our global network.

Entrepreneurship for International Business Growth: SME Corp Malaysia

We worked in close collaboration with our partner, BDEC Resources Malaysia, to fast-track selected Malaysian manufacturers of LED lighting towards world-class competitiveness. Through training, mentoring and coaching, Oxentia provided professional development for key staff and orchestrated bespoke internationalisation strategies for the companies.

Mentoring & Training for Entrepreneurs: Newton Fund & the Royal Academy of Engineering (RAE)

Oxentia designed and delivered specialised training programmes for the Leaders in Innovation Fellowships programmes administered by the RAE in London. The aim was to help Fellows from around the world develop business propositions for their innovations through training and long-term coaching in business modelling, leadership, finance, Intellectual Property, marketing, and pitching to investors.

Why Entrepreneurship?

Interest in entrepreneurship has grown over the last decade: advances in technology and the availability of funding for companies at all stages of development mean that it is easier for people to start new businesses.

Today, the successful commercialisation of new ideas can come from any number of sources, be it universities, companies, or the general public.

Within the university environment, there are several factors stimulating entrepreneurial thinking and activity: pressure to demonstrate economic impact, growing student interest in entrepreneurial careers, and greater technology transfer support from higher education institutions. Entrepreneurship training in this context often translates into upskilling academics and students, enabling them to better conceive the value of their knowledge within the global economy.

Corporates, in turn, are seeking to develop an innovative culture with in-house entrepreneurship (often referred to as 'intrapreneurship') programmes. Entrepreneurship training in this environment can mean influencing the mindsets, processes and structures that engender a culture of intrapreneurship, and that ultimately leads to the creation of better services and products.

Finally, a shift in cultural attitudes towards entrepreneurs is encouraging a wider range of individuals to turn their ideas into new businesses. For governments seeking to develop or support their local, regional or national knowledge-based economies, entrepreneurship training provides the skills and confidence for individuals to start new businesses, and for SMEs to grow.



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