



Isis Enterprise

Supporting
knowledge exchange
& commercialisation
around the world



Training & Mentoring

Services include:

- Technology transfer workshops
- Practical entrepreneurship
- Managing innovation
- Internationalisation & marketing
- Business & entrepreneur mentoring

Case Study: LIF programme

Building the capacity of researchers in Newton Fund countries with expert coaching and mentoring

In March 2015, Isis Enterprise delivered expert coaching and mentoring to innovators from a number of Newton Fund partner countries as part of the Leaders in Innovation Fellowships programme, organized by the Royal Academy of Engineering (RAE). Isis Enterprise provided specialised coaching support to the delegates, helping them develop new business strategies, and improve their business plans and investment pitches. Delegates returned to their respective countries with new insights and contacts, and Isis Enterprise follow-on support helped them take their projects forward.



Technology Commercialisation

Services include:

- Translational funding applications
- Marketing & lead generation
- Findings licensees & sales partners
- Creating spin-outs
- Market analysis & commercial strategy
- Valuation & financial modelling
- IP landscaping & freedom to operate

Case Study: Cardiomox

Commercialising a unique cardiac screening technology and helping form the spin-out Cardiomox

Isis Enterprise worked with an Ukrainian technology institute to commercialise a unique, non-invasive cardiac screening technology, a first level diagnostic tool for initial evaluation of patients at risk for cardiac disease or defects. Isis Enterprise helped the team of researchers secure IP rights, complete a market research and a feasibility study, and prepare a business plan. Isis Enterprise helped Cardiomox raise £2 million in order to start up.

The company is now preparing for CE Marking in the UK and its Chinese partner is preparing for approval from the China Food and Drug Administration.



Research & Strategy

Services include:

- Innovation ecosystem reviews
- Benchmarking studies
- Programme design
- Incubator & start-up advisory
- Business planning
- Impact evaluations
- Higher education strategy

Case Study: Leiden University

Advancing innovation in Leiden with plans for a new regional innovation and entrepreneurship centre

In a high-profile project to establish a new entrepreneurship centre in the Netherlands, Isis Enterprise worked closely with the three project partners (Leiden University, Hogeschool Leiden, and the Municipality of Leiden) to complete a benchmarking study, stakeholder interviews, and business plan for the centre. The output was a detailed business plan and presentation to key decision makers and stakeholders from Leiden in August 2015. The project partners have since approved funding, and the centre is due to open in June 2016.



Universiteit Leiden

Technology Transfer Management

Services include:

- IP portfolio reviews
- IP policy advice & workshops
- Process & infrastructure advice
- Establishing & supporting TTOs
- Incubator development & support
- Planning & managing seed funds

Case Study: Aston University

Maximising returns by streamlining Aston University's IP portfolio

Between 2011 and 2015, Isis Enterprise built a strong partnership with Aston University. As part of this partnership, Isis Enterprise reviewed the university's patent portfolio, assessing technology strength, readiness and commercial potential for each family. The project evaluated over 50 patents and our recommendations enabled a 30% reduction in the portfolio, leading to an associated reduction in their annual patent costs. The result of the project was a leaner and healthier portfolio that has produced valuable technologies ready for spin-out and licensing.





Isis Enterprise is a technology transfer and innovation management consultancy business, helping technology providers and seekers to source, develop and commercialise new innovations. Isis Enterprise was set up in 2004 as part of Oxford University Innovation Ltd, the University of Oxford's wholly owned technology transfer company.

Isis Enterprise undertakes independent consulting for governments, companies, research funding bodies, universities, science parks and investment organisations. We work in more than 50 countries, and are skilled at tailoring our programmes to suit the needs of diverse world economies.

In addition, we offer a range of unique training programmes. We would be pleased to discuss your organisation's specific training needs and put together a programme to suit your requirements and budget. Contact us today.

+44 (0)1865 280909
enterprise@innovation.ox.ac.uk
www.innovation.ox.ac.uk/innovation-consultancy