

IN-PART



Case Studies Document

Examples of successes and comments from current users

In the 12 months since IN-PART's launch we have facilitated a variety of collaborations, with an overall success rate of 67% from receiving technologies to passing on company contacts for collaboration and licensing.

Example outcomes from IN-PART to date include:

- Licensing agreements
- Co-development projects
- Private investment
- Co-applications for UK, EU and international funding
- Academic secondments
- Studentships

Quotes and case studies can be viewed below...



“Several companies have contacted us in a short space of time of using IN-PART, and one technology in particular relating to nanoparticles received significant interest”

The University of Bristol use IN-PART to not only increase the reach of their latest technologies for collaboration, but to also enhance their renowned reputation as an institution committed to industry partnerships and the commercialisation of research.

"We've used IN-PART to promote a variety of technologies, ranging from novel materials coatings and power-converters, to new vaccine delivery systems and medical devices. Several companies have contacted us in a short space of time of using IN-PART, and one technology in particular relating to nanoparticles received significant interest, resulting in a senior member of a multinational medical equipment company contacting us, interested in commercialising the technology. Our academic has now met and had positive discussions with the company, and an NDA is currently being put in place with a view to a potential collaboration.

Having a unique system that not only provides insight into the impact of our technologies on industry, but also provides a reliable point of contact and access to senior level decision makers, means IN-PART has been an asset to the team here at Bristol."

Frances Frith, Business Account and KTP Manager in the Research and Enterprise Development Team at Bristol University



“The variety of metrics provided helps us gauge the reception our University’s technologies have had on a wide range of industry, as well as providing feedback for potential future routes to market”

The University of York utilise IN-PART's unique platform to take their technologies and collaborative opportunities to a broad range of companies actively seeking new opportunities. So far they have had numerous successes, as outlined by a key member of their team.

"We have used IN-PART to promote technologies ranging from cancer therapies to software algorithms. Using the platform has led to a range of contacts for the University of York, with large corporates as well as SMEs and as a result we have a number of positive ongoing dialogues with companies.

As well as the contacts the platform generates, we receive detailed Impact Reports enabling us to assess the reach of our technologies with industry. The variety of metrics provided helps us gauge the reception our University’s technologies have had on a wide range of industry, as well as providing feedback for potential future routes to market.

From our experience of similar platforms, IN-PART is market-leading, and having a trusted and proactive third party with links into such a wide range of engaged high-level industry contacts has been of direct benefit to our team."

Business Development Manager, in the Research and Innovation Office at the University of York.



“IN-PART offered us access to high level decision makers who showed real interest in early stage technology from Universities”

IN-PART worked with **Heriot Watt University** to promote a number of technologies to our company audience. After receiving several contacts from their six initial submissions, one technology, named ‘Safer Water - Polymers for Enhanced Cryptosporidium Recovery’, gained particular interest.

Several dialogues were initiated through IN-PART and one company is now seeking to progress into a long-term collaboration. **Robert Goodfellow, Head of Technology Transfer** commented:

“We submitted our Polymers for Cryptosporidium Binding & Recovery technology to IN-PART looking for partners in water treatment & purification; we were quickly contacted by a multi-national company to begin discussion around water testing products and are now working towards long term collaboration. IN-PART offered us access to high level decision makers who showed real interest in early stage technology from Universities; our discussions provided the basis for long term collaborations with blue chip organisations in water treatment and purification.”

“IN-PART was a great success for us, it’s a technology marketing platform that really works and we discovered water treatment partners for our Cryptosporidium technology willing to engage in long term collaborations with our staff.”



“Working with IN-PART has been wholly positive, with access to a broad range of high-level decision makers searching for new partnering opportunities”

Brunel University use IN-PART to promote their partnering opportunities to industry, and in doing so have bolstered relationships with industry, and furthered their students’ potential.

Averil Horton, Head of Business Development and Innovation, commented about their experience with IN-PART.

“Within two months of using IN-PART we received contacts from several companies for our submitted partnering opportunities. In particular, a Derbyshire based SME, TBG Solutions contacted us regarding our Dental Drill Project – ‘A Hybrid Noise Reduction Device for Cancelling High Frequency Sound’.”

“We are now building a relationship with **TBG Solutions**, and are in the process of completing market analysis before submitting an application for a TSB Smart Award. More importantly, connecting with TBG Solutions through IN-PART has enabled us to introduce them to other academics within Brunel University, who are now planning other applications for joint R&D funding on new projects. Further still, our use of IN-PART, and the partnership that has resulted with TBG Solutions, has led to TBG Solutions planning to host some students on industry placements, and shows how much can come from an initial introduction made through IN-PART.”

“Working with IN-PART has been wholly positive, with access to a broad range of high-level decision makers searching for new partnering opportunities. Likewise, having a reliable contact within IN-PART has made our interaction with industry even easier.”



“Having the IN-PART proposal to discuss in the first instance certainly aided initial discussions, and I would highly recommend their services to other academics wishing to engage with industry”

The **University of Sheffield** worked with IN-PART to promote current technologies and concepts during the pilot phase. The Department of Chemical and Biological Engineering submitted a concept which was a technique and mechanism for rationalising differences in bioreactors upon scale up. Inevitably performance differs when moving from small laboratory bioreactors to larger production vessels, due to factors such as incomplete mixing, the submitted technique utilised an established computer modelling system to solve this problem.

The concept was entered into IN-PART’s online platform and promoted to a range of companies via its service, within four weeks it had received interest and a contact request from a major biopharmaceutical company. After initial discussions with the company, the academic in question is now applying for an industrial secondment, using their scaling technology to significantly increase efficiency in scaling within the company’s bioreactors.

Lecturer **Dr Paul Dobson**, the author of the concept, commented:

"IN-PART's services appeal to me as an academic who wishes to engage with industry early on in the research process. I submitted a summary that outlined a mechanism for understanding how biological cells differ when grown in bioreactors of different scales. I was contacted by a major biopharmaceutical company via IN-PART, and subsequently met to discuss the potential to work together in more detail. With the help of a senior colleague who already works with the company, I am now applying for funding to support an industrial secondment. Having the IN-PART proposal to discuss in the first instance certainly aided initial discussions, and I would highly recommend their services to other academics wishing to engage with industry."