



R&D PARTNERSHIPS
HARNESSING THE POWER
OF COLLABORATION



Hit the world running UK

R&D PARTNERSHIPS OBJECTIVES

UK Trade & Investment has a proactive role in facilitating overseas investment in the UK and enabling domestic business to expand confidently overseas. As the UK Government's international business development organisation, we help companies internationalise.

Our services bring together a network of business sector specialists and support teams around the UK and in British Embassies and Posts all around the world.

For further information please visit www.ukti.gov.uk

R&D Partnerships (formerly known as the Global Partnerships Programme) develops technology-based partnerships between UK and overseas organisations. By engaging with R&D Partnerships, overseas companies are able to locate a partner and increase the amount of research and development undertaken in the UK.

By partnering with a UK organisation, overseas companies are able to take advantage of the UK's innovative industrial and academic base and increase their technological capability. By sourcing technology in the UK and tapping into centres of excellence, companies can internationalise and develop their global competitiveness and profitability.

R&D Partnerships aims to highlight the importance of international R&D by:

- acting as a springboard for growth through technology-based partnerships and alliances,
- providing technology solutions to global challenges using the UK's innovative knowledge-base,
- strengthening the R&D collaboration between UK and international companies so that they can compete on a global stage, respond to ever-changing market needs, and ensure a sustainable future.

WHAT PARTNERING COULD DO FOR YOU

By working together, organisations can realise opportunities that may be far beyond their individual grasp. Sharing expertise, resources, risks and goals with the right partner has the potential to help you:

- achieve growth through innovation
- combine complementary capabilities for competitive advantage
- reduce time to market
- gain valuable commercial and cultural perspectives
- add value to the product development process
- gain direct access to an established customer base
- fast-track access to new markets.

“Your service has introduced us to some very good partners and I feel greatly speeded the process. We are already seeing tangible results. It would have taken a year or more to get to this point without your valuable assistance.”

Pat Helton

President, CSG International, international marketing arm of Genesis Air, USA

HOW R&D PARTNERSHIPS CAN MAKE IT HAPPEN

By providing a personal, expert and fast partner-matching service, R&D Partnerships makes it possible for overseas organisations of any size to find the right partner in the UK. The Service offers many key benefits:

- provides access to a global network of commercial and technical experts
- overcomes obstacles to partnering caused by language and cultural differences
- employs a proven, rigorous partner identification and selection process
- assesses, contacts and validates potential partners and brokers relationships
- provides access to UK technology and business experts and networks.

“Thanks to R&D Partnerships and our resulting joint venture, our offering to customers is now stronger and we can compete more effectively.”

Neil McLeod

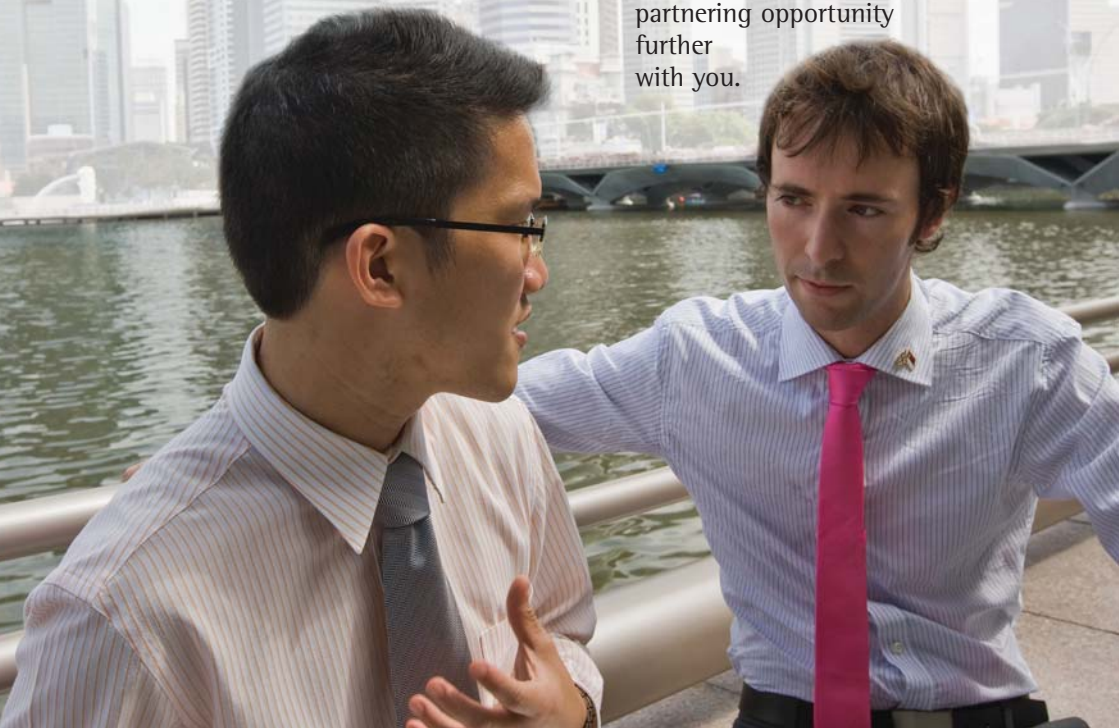
Technical Director, Envirotreast, UK

TO QUALIFY FOR ASSISTANCE YOUR COMPANY SHOULD HAVE

- a strong technology offer in a knowledge-driven sector
- a plan for a genuine R&D collaboration
- clear commercial objectives
- a plan to grow internationally
- strong reasons for wanting to work with a UK partner.

HOW OUR EXPERTS WORK FOR YOU

- UK Trade & Investment Officers help overseas organisations define their partnering objectives and profiles
- information is gathered by the UK Government's global network of commercial and technology specialists and by experts within national and regional organisations in the UK
- R&D Partnerships' UK research and consultancy team assesses your requirements and identifies potential partners. Contact is made with the most promising partners to establish whether they would be interested in discussing the partnering opportunity further with you.



HOW YOU COULD BENEFIT

Whether you want a partner to help you develop, customise, manufacture, market, or license your product or technology, R&D Partnerships can help you minimise the risks and maximise the potential of partnering.

INTERNATIONAL ORGANISATIONS

The advantages of participation include:

- a highly credible presentation of your partnering proposition to appropriate UK organisations
- partner-search support that leaves you free to maintain the momentum of your business
- strategic and practical assistance in the early stages of the partnering process
- guidance to help you make the transition from initial contact to functioning partnership.

“This collaboration is in line with our strategy to partner with selected companies focused on developing therapeutics for life threatening illnesses and to help bring these products to market.”

Dr Yael Margolin
CEO, Gamida Cell, Israel

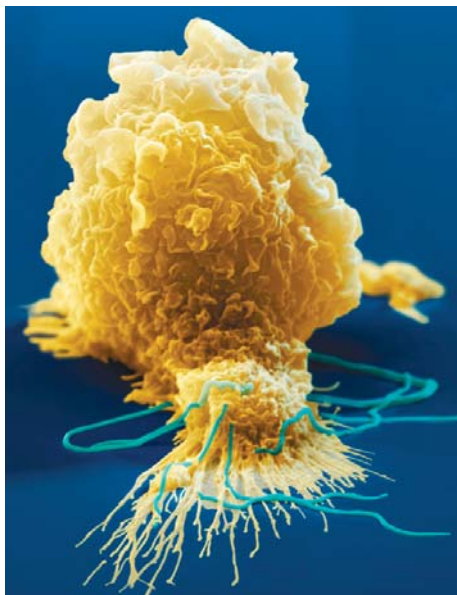
UK ORGANISATIONS

Getting involved in R&D Partnerships can:

- open the door to new business opportunities that might not otherwise have been identified
- extend exposure to world-class innovations and capabilities
- offer an advantageous alternative to existing product or diversification plans
- provide one of the fastest routes to product development and international presence.

“We had the partnership report within two weeks and it showed there had been a lot of interest, which was really pleasing. I definitely think it helped having UK Trade & Investment contact people on our behalf rather than going direct.”

Paolo Barile
President, Consulteam, Italy



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**CASE STUDY: POULTRY
TREATMENT PARTNERSHIP
GANGAGEN LIFE SCIENCES**

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Canadian biotechnology company GangaGen Life Sciences has joined forces with a UK university identified by R&D Partnerships to develop a breakthrough treatment for the control of *Campylobacter* bacteria in poultry. The partnership aims to commercialise technology developed at the University of Nottingham based on phages, naturally occurring agents that target and destroy bacteria, which complements GangaGen's existing phage expertise and will enable the expansion of its food-safety product portfolio.

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**CASE STUDY: DYSLEXIA
PARTNERSHIP
MOTTO-CAPTURA**

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R&D Partnerships enabled Motto-Captura of Denmark to partner with iansyst, a company with over 20 years' experience of producing resources for dyslexia sufferers. According to research conducted by Motto-Captura in 2005, an estimated seven per cent of the world's population inherits dyslexia and over 30 per cent have reading difficulties. Recognising that most people have mobile phones, Motto developed Capturatak, a unique software that allows users to take a picture of any written text and hear it played back to them within two seconds. Understanding the time constraints and cost of opening up a UK office, Motto-Captura succeeded in partnering with a company that was already established in the UK market.



HOW THE PROCESS WORKS

You contact an Investment Officer at your local UK Trade & Investment office (visit www.ukti.gov.uk to locate the closest office to you).

Your Investment Officer liaises with the UK Government's global, national and regional specialists and R&D Partnerships' research team in the UK.

The research team initiates a comprehensive search of UK organisations.

The research team identifies, assesses and contacts potential partners.

Within 15 working days, you receive a shortlist of partners that have all expressed an interest in your partnering proposition.

You contact the companies you are most interested in, with support from your Investment Officer.

- **The UK is ranked as the leading major European economy for 'ease of doing business'**
Source: World Bank, 2008
- **The UK was the second largest recipient of foreign direct investment (FDI) globally in Europe in 2008**
Source: UNCTAD, 2009
- **The University of Cambridge is one of only six institutions around the world to have been awarded more than 15 Nobel Prizes**
Source: The Nobel Foundation
- **The UK has the largest venture capitalist market in Europe**
Source: British Venture Capital Association 2010
- **The UK had the third largest overall stock of outward direct investments globally in 2009**
Source: EIU, 2010
- **London is consistently ranked as the leading European location for the availability of qualified staff**
Source: Healey & Baker, European Cities Monitor, 2009
- **Over three years from 2008 to 2011, the UK's innovation champion the Technology Strategy Board will channel more than £1 billion of public funding into technology - enabled innovation**
Source: Technology Strategy Board, 2010

Solutions for Business

A range of UK Government support is available from a portfolio of initiatives called Solutions for Business (SfB). The “solutions” are available to qualifying businesses, and cover everything from investment and grants through to specialist advice, collaborations and partnerships.

UK Trade & Investment is the government organisation that helps UK-based companies succeed in the global economy, and is responsible for the delivery of the two SfB products, “Developing Your International Trade Potential” and “Accessing International Markets”.

We also help overseas companies bring their high-quality investment to the UK’s dynamic economy – acknowledged as Europe’s best place from which to succeed in global business.

UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

For further information please visit www.ukti.gov.uk or telephone +44 (0)20 7215 8000.

To get R&D Partnerships working for you:

Contact an Investment Officer at your local UK Trade & Investment office (see www.ukti.gov.uk for details of your nearest office)

or call R&D Partnerships office in the UK:

Brenda Stevens

Tel: +44 (0)20 7215 4238

Email:

brenda.stevens@ukti.gsi.gov.uk

www.ukti.gov.uk

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