

Case Study



BACKGROUND

FSS is a trading name of Forensic Science Service. The organisation was previously a Trading Fund and became a Government owned company (GovCo) in December 2005. The FSS provides essential forensic science services to the police as well as being a source of training, consultancy and scientific support for overseas and private sector customers. FSS scientists deal with around 130,000 cases each year, as well as attending around 1,800 crime scenes and appearing in court to give expert evidence on roughly 2,500 occasions.

THE CHALLENGE

FSS have a large "knowhow" asset base and state-of-art R&D facilities which were not utilised to full capacity. They wished to examine the utilisation gap with a view to generating additional income through wider markets prospects whilst still fulfilling their public sector remit.

ROLE OF PARTNERSHIPS UK

PUK worked in partnership with the Business Development team in FSS to assess over fifty potential commercialisation opportunities. These projects varied in size and scope but represented the whole of FSS's skill base. The projects were assessed for value for money, commercial viability, deliverability and for its potential impact on the FSS core mission and ten were prioritised as high value and the top five were recommended to the Board for consideration.

OUTPUT

Whilst the specific projects remain sensitive and confidential, FSS has developed its core skills including a strong consultancy group which advises the public and private sectors on a range of FSS services, notably in the development of forensic science laboratories internationally. Here FSS advises foreign governments and police forces on the most appropriate ways to establish laboratories, equipping them, and manning them with experienced operatives. In another area, FSS has developed major advances in analysis and interpretation of DNA samples which it now sells internationally. At the same time FSS is a leading player in offering paternity testing services to the public; an excellent example of a wider markets project.

Melvin Moffatt, Commercial Director, FSS

" PUK was the catalyst which enabled the FSS as an organisation to realise its wider potential and take its expertise to a world wide market. This has since positively impacted on FSS's bottom line (three fold increase in some business lines) but equally importantly, helped us and our customers to address some key issues in the identification and detection of crime."



For more information on how PUK can help you contact :

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