

Case Study



BACKGROUND

NERC (Natural Environment Research Council) is a global leader in its research into the environmental sciences with a budget of approximately £1Bn over a three year period from 2005-2008. Of the 2,700 staff currently employed by NERC approximately 60% are directly involved in scientific research.

NERC had for some years recognised the need to exploit its science and technology potential. NERC's Board decided, in early 2005, to outsource concept development and deal delivery of these new ideas to a partner, to maximise the benefit of NERC's research output.

THE CHALLENGE

The potential bidders to partner NERC had to satisfy key criteria; as well as having a good knowledge and networks associated with commercialising opportunities arising from the environment sector, they could demonstrate a good track record in commercial success and also a good understanding of NERC's activities. A good working relationship with the NERC in-house commercial team would be key to the future success of delivering the commercial agenda.

ROLE OF PARTNERSHIPS UK

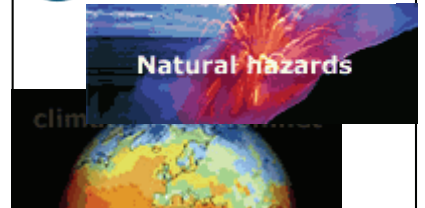
PUK was instrumental in the process of assisting NERC to select a commercial partner to complement their technology transfer function. PUK was engaged to assist NERC in the selection process as part of a review panel. Following a review of bidder's proposals, a short list of candidate partners with strong experience in knowledge transfer were invited to meet the review panel and present a case for partnering NERC. From this process Isis Enterprise, the consultancy arm of the University of Oxford's Technology Transfer Company, Isis Innovation, was chosen. PUK was also involved in the discussions that required OSI to approve the proposed partnering model across the whole of the research council's activities.

OUTPUT

Isis Enterprise is working alongside the NERC commercialisation team to increase licensing activity and resulting revenues and create spin out companies. Since the partnership was initiated, NERC and Isis have successfully developed a strategy and best practise for driving forward NERC's commercial agenda.

David Bloomer, Finance Director, NERC

"NERC approached PUK to seek support for this unique move in the public sector. We received valuable support in the solution design and partner selection processes, and in gaining acceptance of this novel move from our parent department."



For more information on how PUK can help you contact :

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