Enabling Enterprises to Grow their Business through Open Innovation

WIPO Regional Seminar on IP, Technology Transfer & Commercialization

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Director, IPI Singapore
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Background on IPI

- Intellectual Property Intermediary (IPI) was established in April 2011 under the recommendation of Economic Strategies Committee (ESC) and the Research, Innovation and Enterprise (RIE) 2015 National Committee.

- IPI serves to facilitate the access to and use of IPs from both public and private sectors, locally and overseas, to develop innovative enterprises.

"We will devote more efforts to bridge the gap to market. The new IP Intermediary, or IP Intermediary (IPI) Singapore, will proactively reach out to SMEs to assess and source for IP to meet their technology and business needs. "

– Mr S. ISWARAN, Second Minister for Trade & Industry, during the Committee of Supply Debate, 2 March 2012

Strategies to Facilitate IP Adoption

Facilitate SME access to local & overseas technologies

1-to-1 Company Engagements

IP Marketplace

- ✓ **Company visits**
- ✓ **Technology services**

- ✓ **Online Portal (virtual IP marketplace)**
- ✓ **TechInnovation (physical marketplace)**

IPI connects enterprises to innovation through its team of technology specialists with diverse backgrounds; online and physical technology marketplaces, and network of global technology partners. Our personalized support brings together the right people and organizations to seed open & collaborative innovation.
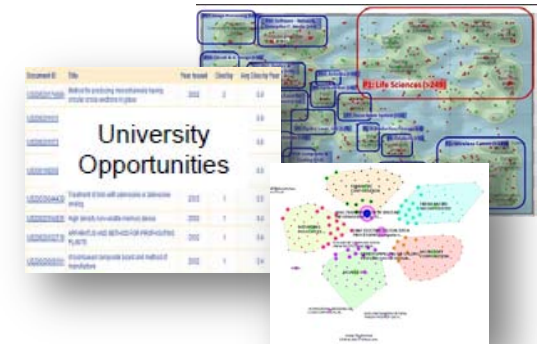
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Technology Services

SCOPE:
Understand company's business, product and services; translate innovation objectives into specific IP and technology requirements, etc.

SCAN:
Search available technologies or expertise from local and overseas sources through IPI Network, technology portals, patent analysis, etc.

Scope → Scan → Assess → Source → Match

MATCH:
Introduce and facilitate discussion , site visits, technology evaluation, collaboration models, funding and others in order to facilitate agreements

ASSESS:
Assess technologies, TRL and company's requirements, etc.

SOURCE:
Contact technology providers, establish business model, e.g., licensing, collaboration, etc.

Industry Connections

Industry

- ⊙ **Build industry networks** & community

- ⊙ **Promote Open Innovation** to the industry

- ⊙ **Offer integrated services** to the industry

  - ✓ **Identify solutions to overcome the technology challenges faced by companies**

  - ✓ **Sourcing and matching technology partners for companies**

  - ✓ **Connecting companies to funding sources, development partners and test-bedding sites**

  - ✓ **Provide inputs on IP/RCA matters**

  - ✓ Organize technology forums/events for industry to enable knowledge exchange

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Focused Industries

Manufacturing

Infocomm & Electronics

Energy & Environment

New Sectors*

Personal & Heath Care

Materials & Chemicals

*** Construction, Retail, Food Manufacturing and Service sectors**

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The Team

Professor Lam Khin Yong

Executive Director

Steering Committee

Co-Chairs:
Mr Tan Kai Hoe, CEO, SPRING
Mr. Suresh Sachi, DMD , A*STAR

Members:
Gian Yi-Hsen, EDB; Ng Kok Wan, IPOS; John Lim, MOE

Dr Sze Tiam Lin

Operation

**Director
IP Intermediary
11 (18)**

Dr Sze Tiam Lin

Lim Ming Khai

**Deputy Director
Information & Network
4 (5)**
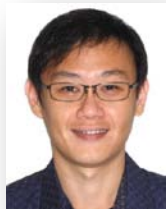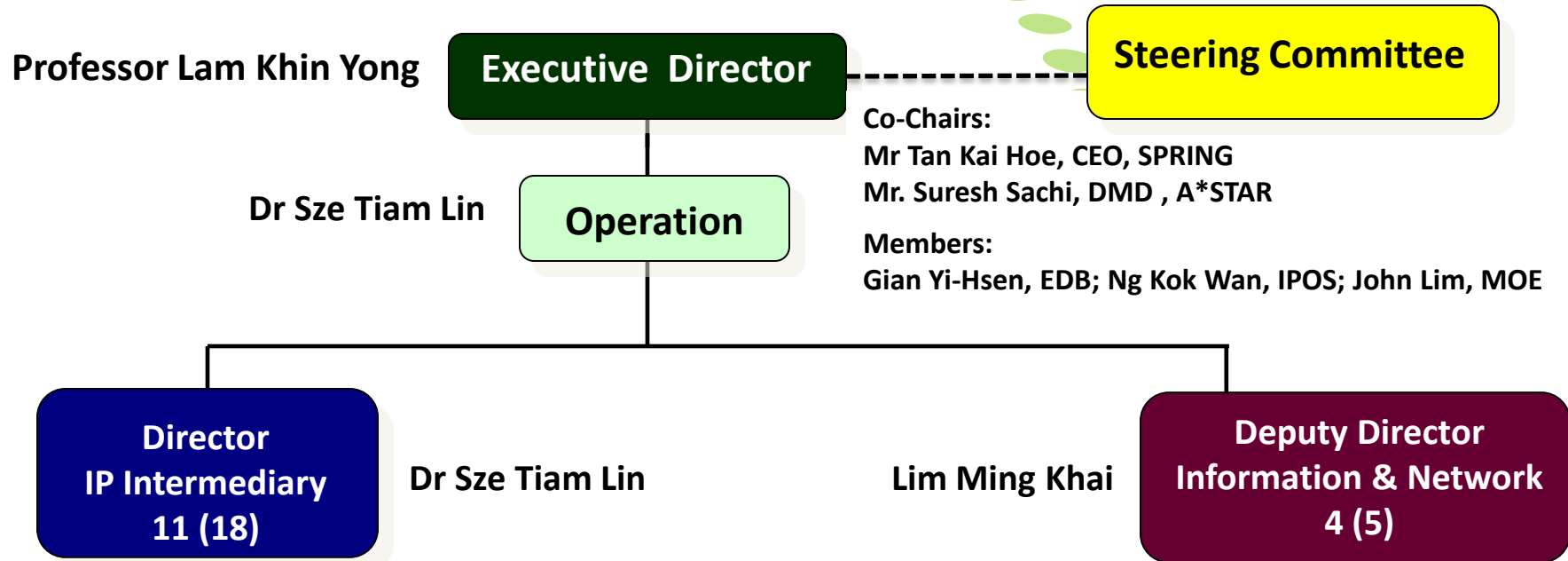
**ICT & Electronics
Sim Kung Kiat
Principal Tech. Consultant**

**Energy & Environment,
Manufacturing
Michael Goh
Principal Tech. Consultant**

**Materials & Chemicals
Dr Ryan Chaw
Senior Tech. Consultant**

**Healthcare & Personal Care
Dr Pauline Tay
Senior Tech. Consultant**

Academia Connections

Academia

- Build and sustain relationships with **Technology Transfer Offices (TTOs) worldwide**

- Enhance **the visibility of technology/expertise offerings to the local industry**

- **Match technology offerings from academia** to the local industry

- **Share technology demands of the industry with academia**

- Connect Centres of Innovation (COIs) to the industry to help them commercialise the technology they adopted

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A Glimpse of our Academic Partners

Working with Private Sector TECH Partners

Local SMEs & Start-Ups

WiseWater

INTR.II.IX energy saving starts with better informatio

HVS

inspiraz

CTRLWORK IT IS ABOUT BEING THERE

Winrigo (s) Pte Ltd

Private Sectors

Overseas SMEs & Start-Ups

ECOFOOT

Biopolymer NETWORK

IST

Pentens eco-building material

Yield

VALENCELL

AirDye

Cnanoz

HySSIL

Commercial IP Intermediaries

Japan IP Network

Transpacific ip Connecting Global IP Markets

innoget The global innovation marketplace OPEN INNOVATION

StrategicAllies

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Government Connections

Singapore Government

- ◉ Support government agencies' initiatives to drive innovation in and enhance technology capabilities of our local industry

SPRING singapore — Enabling Enterprise

iDA — INFOCOMM DEVELOPMENT AUTHORITY OF SINGAPORE

Partnership for Capability Transformation (PACT)

IDA Labs

- ◉ Support government agencies in their innovation projects

HOUSING & DEVELOPMENT BOARD

National Environment Agency — Safeguard · Nurture · Cherish

jtc — Breaking New Ground

PUB — Water for All: Conserve, Value, Enjoy

- ◉ Support the development of innovation clusters in identified technology areas

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IP/Technology Marketplace

An online platform for Industry to post their **technology requests**; and for local and overseas Academia to post their **technology offers**.

www.ipi-singapore.org

IP/Technology Marketplace

A wide catalogue of technologies (over ~1,200 worldwide technologies available for licensing)
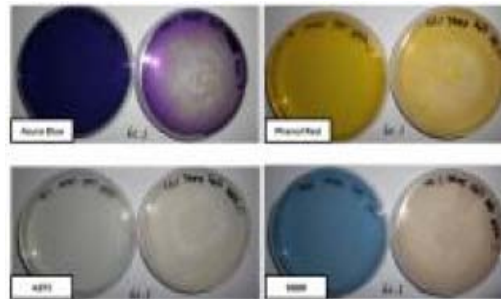
Earthquake Warning Detector
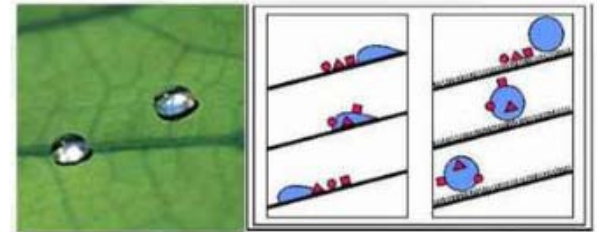
Vehicle Exhaust Gas Emission Monitoring

Moisturizing Tropical Cream for Relief of Itch and Eczema

Self-Heating Packaging Technology for Food

Laccase Production for Use in Dye Decolorization

Hydrophobic Easy Clean Coating

Novel Immune Booster for Fish

Heater Element

What our Industry says ...

Industry

"IPI's technology sourcing services not only complemented our internal effort and enhanced our awareness of new technology, it also played a key role in accelerating our acquisition of new capabilities. We are now in a stronger position to complete globally as an innovation-centric company."

- CK Cheong, MD, ERS Pte Ltd

"After months of futile search for a suitable technology, we are very pleased to find the right partners from IPI's technology marketplace."

- Lawrence Low, MD, Alphatron Asia Pte Ltd

"Matex always looks to continue to improve its operation excellence and sustainability. IPI through its internal search and recommendation of (Tech Partner) and similar technologies have helped unlocked a potential capability that the company could use in its operation for better efficiencies but also create new business opportunities to grow top and bottomlines in its related and diversified fields.

- Dr Alex Tan, CEO/Founder Matex International Ltd

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IP/Technology Marketplace

IPI has established an IP marketplace that:

✓ Brings together global technology providers and seekers to network;

✓ Matches technology offers to the needs of Singapore-based enterprises and facilitates collaboration;

✓ Complements IPI's virtual marketplace and IPI's intermediation services.
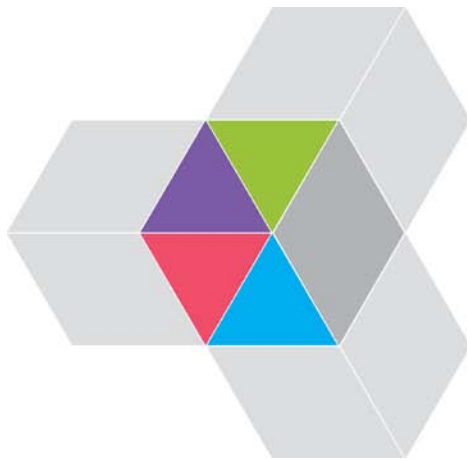
TECH**INNOVATION**
SINGAPORE 23 - 24 SEP 2014
Marina Bay Sands, Singapore

Key Partner:

Partner Event:

Technology Marketplace

- ◉ **Discover** emerging technologies & partnerships

- ◉ **Connect** international technology providers and seekers

- ◉ **Collaborat**e through *Crowdsourcing* & *Open Innovation*

Crowd Sourcing

Tech Matching

Open Innovation

Programme Highlights

- ◉ **Plenary & Seminar Sessions**
  - ✓ Learn from thought leaders in open innovation, practitioners and successful SMEs

- ◉ **Crowdsourcing Opportunities**
  - ✓ MNCs and SPRING's PACT-companies seeking solutions & collaborations
  - ✓ Government agencies exploring new technologies for test-bedding

- ◉ **Technology Pitching**
  - ✓ Technology providers showcase new and emerging technologies for commercialization

- ◉ **Pre-Matched Meetings**
  - ✓ Sourcing and matching technology partners for companies

Over 50 speakers

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Exhibition Highlights

- ◉ **Over 80 Exhibitors from 14 Countries**
  - ✓ Overseas & local tech transfer offices
  - ✓ Commercial intermediaries
  - ✓ Centres of Innovation and PST Translators
  - ✓ Innovation service providers
  - ✓ MNCs and SMEs

- ◉ **4 Technology Themes**
  - ✓ Over 250 technologies to be showcased

Tech Matching

Infocomm & Electronics

Personal & Heath Care

Energy & Environment

Materials & Chemicals

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Full Programme : www.techinnovation.com.sg

TECHINNOVATION 2014 is the premier industry-technology matching event organised by that brings together international technology providers and enterprises to accelerate commercialisation of emerging technologies, seed licensing opportunities and foster open innovation collaborations. It focuses on emerging and ready-to-market technologies in infocommunications, electronics, materials, manufacturing, personal care, healthcare, energy and environment.

1. DISCOVER

DISCOVER NEW TECHNOLOGIES

→ Discover over 200 exciting and emerging technologies from more than 60 local and overseas Technology Providers.

2. CONNECT

CONNECT & DEVELOP

→ Learn how LEGO Group connects to external partners to drive business and inspire the builders of tomorrow; and how 3M looks for external innovation to fuel growth.

3. COLLABORATE

COLLABORATING FOR INNOVATION

→ Find collaboration opportunities with corporations, government agencies and technology providers to fuel new business in the spirit of Open Innovation.

CROWDSOURCING: INDUSTRY SEEKING TECHNOLOGIES

NEC Global Safety Division
Dr. Paul Wong
Chief Technology Officer

Thermo Fisher Scientific, USA
Mr Daryl Belock
Vice President, Innovation and R&D Collaboration

P&G, Singapore Innovation Center
Dr. Kelly Anderson
Open Innovation Manager, Corporate R&D

Equation Corporation
Mr Eddie Chng
Executive Director & CEO

Keppel DHCS Pte Ltd
Dr Khin Zaw
Technical Manager

National Instruments
Mr Aashish Mehta
Marketing Engineering Manager, NI ASEAN

Razer Pte Ltd
Mr Chia Jun Shen
Associate Manager, Product Marketing (Peripherals - Global)

Zobele Group Singapore
Mr Lee Chao-Hsu
Technical Leader Research & Innovation

LEARN MORE ABOUT SPEAKERS

For enquiries, please contact

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