

## **MedLINK Exploitation:**

### **Commercialisation of Medical Devices**

#### **The Issue**

The ability for organisations to fully exploit their technology, know-how and intellectual property (IP) assets is a critical component of innovation and industrial success. However many organisations do not have the internal resources, previous experience or sector knowledge required to effectively manage the transfer of technology and knowledge between the organisation and the external market.

#### **Quotec's Approach**

Quotec has worked with numerous companies, regional agencies and EU governments to speed the transfer of know-how and technology from its source to where it can best be exploited. We provided assistance through:

- Commercialisation, protection and exploitation of technology and IP assets;
- Identifying, sourcing and brokering technology;
- Management of technology projects; and
- Technology/research team evaluation.

Quotec won a 5 year contract from the UK Department of Health to provide advice and assistance to UK industrial participants in the MedLINK Programme – a programme of applied research and development for medical devices, supported by the UK government and the Research Councils.

The assistance offered focused on providing support to small companies or academics that have developed technology, but have little experience of the medical devices market or of successfully commercialising technology. Under this programme, Quotec assisted organisations to raise finance, protect their intellectual property, evaluate market interest and find new industrial partners for production or market development. Quotec provided training to project teams, brokered introductions to sources of finance and helped projects access expertise to assess the target markets.

A 2008 follow-on contract to deliver the final evaluation of MedLINK Exploitation outcomes aided the development of the Department of Health Invention for Innovation (i4i) Programme.

#### **The Benefits**

Under this programme Quotec has already helped more than 50 companies take new products into the medical devices market. In many cases this involved projects proceeding through pre-clinical trials. To date 7 products were delivered for sale to the global market along with 5 spin-off products, other products are

currently undergoing clinical trials. £17 million has been earned by industry through this programme.

This programme has also increased awareness on: why the NHS does not procure particular products; why some prototypes do not emerge from clinical trials; why some prototypes do not attract further funding. This increased awareness influences future commissioning processes.