



London Technology Network  
Ideas into Action

# Sourcing expert consultancy via LTN networking event

*Consulting*



**Bromcom**



# Consulting

**London Technology Network Business Fellow Izzet Kale proved a vital contact for Bromcom, in their search for a consultant to independently assess a patented technology.**

South London-based computer firm Bromcom provides management information systems for schools and colleges, and recently sought independent consultancy on a matter of patent law. Finding the right consultant was vital for Bromcom's Managing Director Ali Guryel, who sought the help of London Technology Network (LTN) Business Fellow, Professor Izzet Kale. "We were seeking independent expert interpretation of technology in relation to a patent case," Guryel explained. "What is important here is the independence of that input... and Izzet understood the profile well." So well in fact that Kale had connected Guryel to a researcher/consultant from his campus (the University of Westminster's Applied DSP and VLSI Research Group) within the month. The assessment was successfully completed within two months. Guryel and Kale had connected at an LTN networking event, sites which Kale said are crucial for Business Fellows and businesses alike. "The value of the events is in making long-term contacts," Kale said. "The thing that I learnt again from the LTN training is to nurture these contacts and listen carefully to what people's problems are. And to provide complementary solutions through what we've heard... then people will be interested." For Kale, the recent assistance offered to Bromcom in consultancy is just one consequence of his Business Fellow training. His expanding knowledge of patents is another. "As a result of that training I appreciated the intricacies involved in patents... I didn't have those skills before regarding patents. And as a result I have three patents on the go at the moment," he said.

For more information on LTN and how we can help your business, contact:

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