



London Technology Network  
Ideas into Action

# Accessing unique expertise via LTN networking event

*Biotechnology*



canesis



CASE STUDY 6

# Biotechnology

After meeting Business Fellow Duncan Bain at an LTN networking event, developers from innovation company Canesis are now working with Bain on a new infection-control textile.

Traditionally networking events held by London Technology Network are about getting researchers in contact with manufacturers, about matching business with academia. Business Fellows trained by London Technology Network are adept at thinking laterally when making connections, as Duncan Bain of University College London did when speaking with Canesis's Stewart Collie at a 2004 event on wearable technologies. Bain had invented a new textile for use in infection control in hospitals, and although Canesis is focused on development not manufacturing, the company's research proved fruitful enough to begin developing the product in tandem. "I guess you could call it a collaborative project," Bain explained. "We have a technology we're developing that's subject to confidentiality agreements. It's part of a platform of products in a company we're spinning out of this department. And one of the aspects of the product is being developed by Canesis," he said. The groups decided to work together within a month of meeting at the event. According to Stewart Collie of Canesis, they are now only 18 months away from putting the product on the market. "We put intellectual property agreements in place and then talked more openly about what they wanted to do, and I was able to show them work we developed previously," Collie said. "Now we're in the second phase of development." For Collie, the networking events offer a unique forum for making professional contacts, with SME Canesis working with both researchers and manufacturers on a regular basis. "The events are very useful for meeting manufacturing partners or people we can try and sell a project to, but also people doing research in related areas that we can collaborate with," Collie said.

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

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