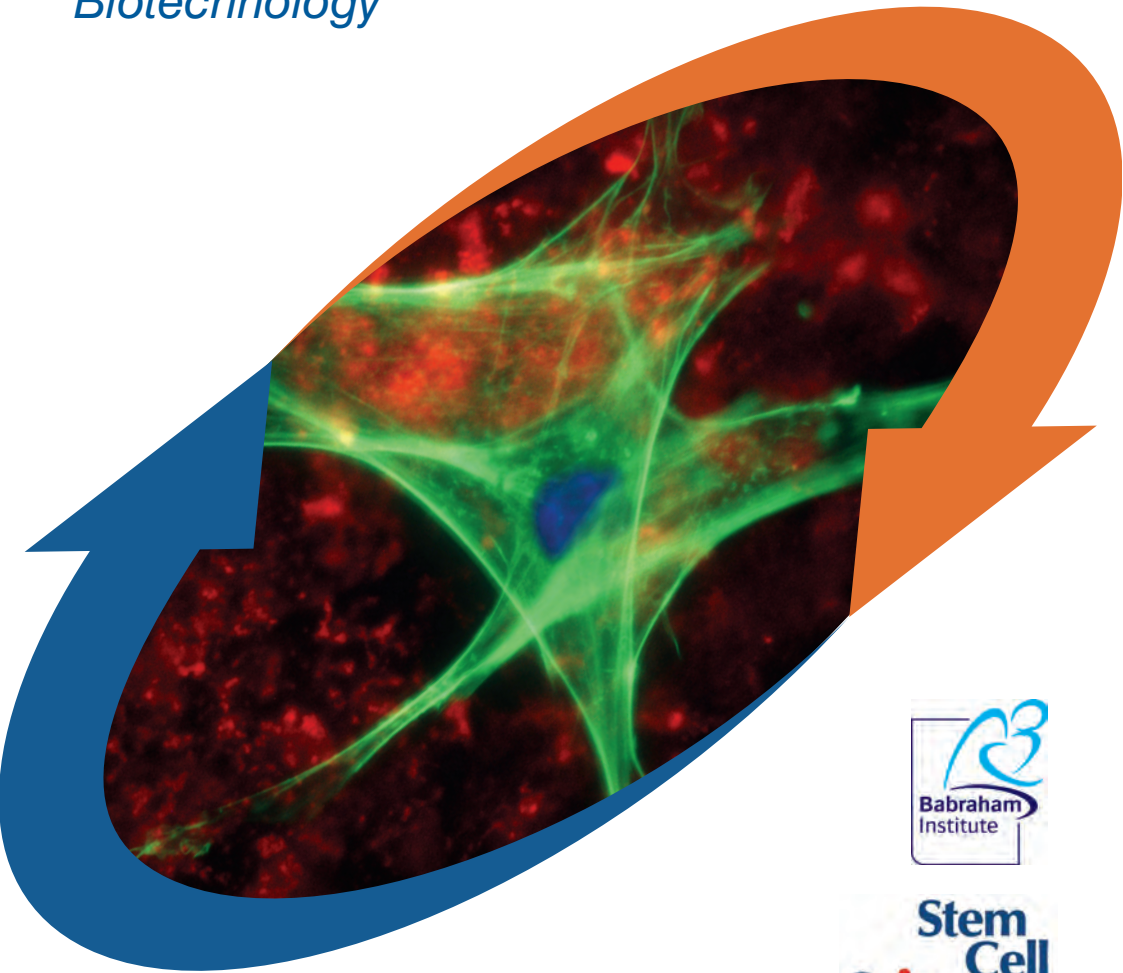




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Ideas into Action

# Accessing unique expertise via LTN academic network

*Biotechnology*



Stem  
Cell  
Sciences

# Biotechnology

Stem Cell Sciences found a key research partner in Dr. Martin Bootman of Cambridge's The Babraham Institute - one of LTN's network of scientists trained to promote their research more effectively to industry.

LTN has access to more than 7,000 researchers at universities across the "Greater South-East of England" – the quickest and easiest way for businesses to find the answers to their technology needs. The key to this access are the Business Fellows – a team of hand-picked scientists trained by LTN to represent their university and market their department's expertise to potential business partners. One of the ways Business Fellows can promote their research is by showcasing their technology at one of LTN's regular networking events – and an upcoming event on stem cells prompted Bootman to seek out other researchers to co-present. Stem Cell Sciences is an international research and development company with an established centre in The Babraham Institute, and UK Manager of Stem Cell Services Julie Kerby was impressed by Bootman's approach. "We quickly established that we had overlapping areas of interest and our skill bases were complementary," Kerby said. "By partnering with Martin, we believe we'll achieve significant knowledge and added value for our products." Bootman is now undertaking contract research for the company on characterising the differentiation of neural precursor cells. Stem Cell Sciences were invited to present a poster at the event with Bootman, and the two partners have since submitted a joint grant application for a major industry interaction programme for the development of cardiac stem cells. For Bootman, the Business Fellow training proved useful within months of its completion. "The training covered an awful lot of bases," Bootman said. "And it gives you a very good awareness of the different forms of interaction that people can have. I wasn't sure what would manifest – but I'm pleasantly surprised at what this essentially cold call to Stem Cell Sciences has produced, and how it has developed into more substantial interactions."

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

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