



London Technology Network
Ideas into Action

Accessing unique expertise via LTN academic network

Consultancy



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Global pharmaceutical company Eisai approached LTN with a request to find a consultant – and the right partner was found at the University of Oxford within the hour.

The right answers come quicker when you ask the right people. Eisai is a research-based human health care (*hhc*) company that discovers, develops and markets products throughout the world (for more information visit Eisai.co.uk or Eisai.co.jp). The company had a request for a medical key opinion leader (KOL) with very specific knowledge and expertise, and presented this enquiry to LTN's life science Technology Manager Supti Sarkar, who then contacted a selection of targeted experts via the Business Fellow network. This network encompasses academic contacts trained by LTN as industrial liaisons, who can reach out to 7,000 academics at 38 institutions across London, the East and South-East of England. One of the Business Fellows contacted for the Eisai enquiry was Dr Ioannis Ragoussis at the University of Oxford, who has been trained by LTN to represent his department to industry. Ragoussis said he was able to provide an answer almost instantaneously. "It's very important to have people within departments who know what's going on, who know what the work is about, in order to complete these type of interactions with the required speed," Ragoussis said. "I received the request at 10am, so I contacted the person I thought would be most suitable, and I received his CV and confirmation of his interest. Supti was sent all the information she needed by 10:47." Anastasia Liapi, a Business Development Manager for Eisai Europe who submitted the enquiry to LTN, said "We look at many licensing opportunities and in certain cases it is helpful to ask external experts to validate our own analysis. We needed a key opinion leader in a highly specialised technology field to work with us at short notice. What attracted us to LTN is the fact that the KOL identification is done by academics themselves. This approach makes it more likely to identify individuals that are not only well published in their field but also highly regarded by their peers as influencers. The LTN enquiry method allowed us to tailor the request in a way that would filter certain types of experts. As a result we received a good number of high quality profiles very fast. All these individuals were willing and ready to engage but the expert put forward by the University of Oxford was the most suitable for our project. We are very happy with the expert identified and the advice we received."

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

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