

# connect

The newsletter of LTN's academic community



Welcome to the latest issue of **Connect**, the newsletter of LTN's academic contacts, featuring news on the latest opportunities for researchers across the Greater South-East. This issue includes the results of a recent anonymous survey on the impact of LTN on London and South-East companies, news of a new industrial doctorate centre at the University of Surrey, as well as the latest innovations from across Enterprise Europe Network. Profiles have now topped 13,000, and expressions of interest from across Europe have increased exponentially. If you've not explored the database, you can browse online now by visiting [www.LTNetwork.org/services/tech-search.asp](http://www.LTNetwork.org/services/tech-search.asp).

- Peter Reid, CEO LTN

## Survey results demonstrate healthy culture of innovation

Over the last few months LTN has been wondering how it can understand the impact that its clients are looking for, and actually achieving, from our help. While our role is to help companies improve their R&D performance (typically by forming new collaborations), how do companies assess this?

We tested out a very simple questionnaire with companies from London and the South-East who we have helped and asked them to provide anonymous data - we are grateful for their swift and detailed responses.

The results are impressive. Forty-six companies from London and the South East reported that LTN's assistance is anticipated to deliver a wide range on economic impacts including increases in annual turnover in three years' time of more than £16 million. Fifty-five new jobs will be created, 33 jobs protected, 55 new product lines introduced and external grants of more than £2.7 million secured. It is as interesting that only very low cost savings were predicted: this implies that most of our clients are trying to create radically new products or processes in new markets rather than

achieve incremental improvements in their current portfolio.

Comments from the companies also confirmed what LTN has seen in our events and in demand for assistance in the last year: the economic downturn has not necessarily impacted negatively on the culture of innovation in the UK. Rather, feedback suggests that the imperative to innovate is even stronger than before given the need to stay ahead of the game in the business of technology. What may have changed is the increased pressure on R&D efficiency and the need to collaborate effectively.

We would REALLY like feedback from as many companies as possible so please send an email to Nikita at [n.rathod@LTNetwork.org](mailto:n.rathod@LTNetwork.org) if you are happy to spend two minutes completing the online form.

Our mission has always been to help you save time, money and to reduce risk - and we are delighted to see these aims reflected in the successes of our clients.

- Peter Reid,  
CEO, LTN

### Case study

London-based academic Fleeta Chew Siegel has unique expertise in the area of digital media technology and sought to introduce his students to the latest innovations.

At the LTN event on Next Generation Web, Fleeta renewed contact with Tinker IT, a German company that produced an innovative open-source electronics prototyping platform based on a flexible hardware and software called Arduino.

"The meeting went really well and the event provided the perfect backdrop in which to discuss emerging technology and how to collaborate, as we were able to see what the current state of development was in the realm of academia and SMEs," Fleeta said.

As a result of the meeting, Fleeta invited Tinker to run an Arduino workshop at Kingston University, London for the MA Interaction Design students, to implement and adopt the platform.

"The evolution of the projects from previous years was improved dramatically to the point where students were able to 'hack' together sensors from the Wii and touch pads in order to make their final projects, based entirely on the knowledge gained from the Tinker workshops," Fleeta said.



# Business Fellow successes

Since the last newsletter a number of our Business Fellows and alumni Business Fellows have been rewarded for this successes. Here are just a few:

LTN Business Fellow Dr. Talal Ous (pictured, top) from City University London has been appointed as 'Research and Knowledge Transfer Coordinator' for the School of Engineering & Mathematical Sciences. His new role is to coordinate the School's mission in developing and delivering Research and Knowledge Transfer to business sectors and communities and to support academics for research funding. Dr. Ous will also be working with a number of interdisciplinary centres within City University, in particular, the City Collaborative Transport Hub (CCTH) focusing on key issues related to road, rail, air, and sea transport.

Business Fellow Stephen Ogin (second from top), formerly Reader in Composite Materials and Smart Systems, has been made Professor in the Division of Mechanical, Medical & Aerospace Engineering in the Faculty of Engineering & Physical Sciences at the University of Surrey.

Business Fellow Paul Townsend (middle), formerly Reader, has now been made Professor of Molecular Cell Biology at the University of Southampton.

Robert Allaker (second from bottom), Reader in Microbiology at Barts and the London School of Medicine & Dentistry was recognised for his work in technology transfer as part of the university's Contribution Awards Scheme.

LTN Business Fellow Alumni Professor Molly Stevens (bottom) from Imperial College London won the Amgen Life Sciences award on the basis of her role in the founding and running of Bioceramic Therapeutics Ltd, at the second annual ACES awards.

The Academic Enterprise Awards Europe (ACES) were held in Paris on 10 December and awarded by the Science Business Innovation Board. The judges praised the transformation of outstanding science into an innovative company with enormous potential for human health.

If you're a Business Fellow or alumni and have had a recent promotion of award, email Tim at [t.benzie@LTNetwork.org](mailto:t.benzie@LTNetwork.org) - we'd love to share your achievements.



## Industrial Doctorate Centre for Surrey



The University of Surrey has recently launched its new Industrial Doctorate Centre in 'Sustainability for Engineering

& Energy Systems', which provides funding opportunities for companies of any size wishing to carry out research in this area.

The Centre is host to 12 Engineering Doctorate (EngD) projects per year and funding is currently available for projects starting in 2010. An EngD is similar to a PhD in that it is an academically challenging programme aimed at novel research, but it has one major difference - the student (or 'Research Engineer') works on your premises on a project designed to be strategically important to your company.

Each 4-year project is co-sponsored by the Engineering & Physical Sciences Research Council (EPSRC) and the industrial partner, with the aim of developing the next generation of professionals to become effective agents of change in the transition to a more sustainable, low carbon economy. The projects chosen for funding address one or more of the following research themes:

- Engineering for Sustainability;
- Systems Approaches;
- Sustainable Energy and Low Carbon Systems.

Unlike a PhD, an EngD can be made up of a number of smaller, linked projects leading to a portfolio of work, mirroring the rapid pace and flexibility of industrial research.

The Research Engineer is supported throughout the programme by a team of academic experts in the field and they spend around 25% of their time at the University undertaking a technical and professional development programme which includes:

- PRINCE2 Project Management Practitioner Training;
- A 4-year Executive Coaching programme;
- Technical training from the internationally-renowned Centre for Environmental Strategy, in areas such as Life Cycle Approaches, Environmental Law and Corporate Social and Environmental Responsibility (CSER).

As a result, the Research Engineer emerges from the programme as a highly skilled and highly employable 'Doctor of Engineering', with valuable experience of how your company operates.

*If you would be interested in finding out more about how the EngD programme could benefit your organisation, please contact [engd@surrey.ac.uk](mailto:engd@surrey.ac.uk) or 01483 689076.*



# LTN Tweets!

LTN has joined Twitter and LinkedIn, offering new ways for our contacts to make the right connections, and hear priority news about our events and activities across the Greater South-East. On Twitter we are Ltechnetwork, offering daily updates on events, establishing new company links and news of new technology profiles.



On LinkedIn, join the group LTN Events for access to discussion boards to discuss potential future events, debate the issues around upcoming gatherings and link up with our growing list of academic and industrial followers.

For those wishing to engage with Europe, LTN also tweets as part of Gateway2Europe (Enterprise Europe London) and EENSE (Enterprise Europe South-East). These tweets include the activities of our partners such as the London Chamber of Commerce & Industry, GLE and the European Information Services Centre - offering a wide range of news and updates.

# LTN welcomes new staff member

LTN is pleased to welcome Holly Parker, as the newest member of our Events Team.



Holly graduated from the University of Nottingham last summer and is looking forward to organising some exciting and successful conferences in the near future.

Holly can be contacted directly at 0870 730 8688 or by email at [h.parker@LTNetwork.org](mailto:h.parker@LTNetwork.org).

# Master class in spin-out formation

Two innovation management master classes are being held by Captum Consultancy on Spin-out Formation and Valuing Technology. MasterClass Spin-out Formation will be held on 4 March in London, and was developed for NHS Enterprise North to explore company formation, business planning and sources of finance.

MasterClass: Valuing Technology will be held on 9 March in London and introduces the four basic methods of valuing technology companies, explains how to deal with uncertainty using Monte Carlo simulation, and considers the effects of choice and Real Options.

Full programme and registration details at [www.captum.com](http://www.captum.com).

## Upcoming LTN events

### Information Security: Detect, Protect, Deter

17 March 2009  
Cavendish Conference Centre, London



### Consortium Building for Funding Projects

25 March 2009  
The Royal Society, London

### Advances in Biomarkers

28 April 2009  
One Great George St, London

### Natural Fibre Composites

11 May 2009  
TBC, London

### Challenges in Cloud Computing

19 May 2009  
TBC, London

LTN events have restricted access. To learn more visit [www.LTNetwork.org/events](http://www.LTNetwork.org/events) or email Lauren at [L.Gold@LTNetwork.org](mailto:L.Gold@LTNetwork.org) or phone 0870 730 8661

## Upcoming external events

**Ecobuild**  
2-4 March 2010  
Earl's Court, London  
[www.ecobuild.co.uk](http://www.ecobuild.co.uk)

**BIO-Europe Spring**  
8-10 March 2010  
London, UK  
[www.ebdgroup.com/bes](http://www.ebdgroup.com/bes)

**CeBIT**  
2-6 March 2010  
Hannover, Germany  
[www.cebit.de](http://www.cebit.de)

**Accredited Training in Funding Applications & Bid Writing**  
24-25 March 2010  
London, UK  
[www.gle.co.uk](http://www.gle.co.uk)



# European innovation

As part of Enterprise Europe Network, LTN offers members access to an online database of thousands of technology offers and requests from across Europe. Connections are made every day from organisations seeking R&D partners, manufacturers, licensing partners, or European businesses to join their funding bid, to name but a few. A sample of profiles are listed below, but to explore what European businesses are working on in your sector, simply type in your own keywords at [www.ltnetwork.org/services/tech-search.asp](http://www.ltnetwork.org/services/tech-search.asp). Or to upload your own profile, email Tim at [t.benzie@LTNetwork.org](mailto:t.benzie@LTNetwork.org). You may also sign up to Tech Watch, a service providing priority email alerts of new innovation profiles. The service is free.



*Business Support on Your Doorstep*

Title	Description	Country	Type
<b>Omnidirectional wind generator</b>	A Portuguese SME has developed an innovative technology that direct wind from all directions to a central inert turbine to produce energy. This is a low-cost omnidirectional device that can be easily installed in open ground or in the roofs of common houses.	Portugal	Offer
<b>Spray-drying technology in milk industry sought for production of calcium-enriching additive-food</b>	A Hungarian SME seeks a milk powder producing factory also having special equipment for instant powder making. The technology background should be able to apply the spray-drying for milk powder production and fluid-bed instantisation of milk powder.	Hungary	Request
<b>New radiation device for urinal-genital passage disinfection</b>	A Spanish technological based company created by a multidisciplinary team has developed a new ultraviolet device to avoid urinary tract infection (UTI).	Spain	Offer
<b>PS-FP7 Digital libraries, archives and dataware-houses, groupware systems</b>	A Hungarian research institute is looking for partners in the field of digital libraries, archives and datawarehouses, groupware systems for collaborating in an FP7 Call 6 project.	Hungary	Request
<b>Automatic manufacturing solutions for micro assemblies</b>	A Dutch SME, specialising in manufacturing solutions for high precision industries, offers automated production lines for the automotive, electrical, electronic and medical industry.	The Netherlands	Offer
<b>Innovative industrial nanochemicals</b>	A Czech company active in tailor-made solutions for industrial surface treatments, anticorrosion protection, lubrication and cleaning technologies is looking for innovative industrial chemical products to widen the range of solutions offered to its clients.	Czech Republic	Request
<b>Authentication architecture to access wireless networks and to create associations between different Internet Service Providers</b>	An Italian research organisation developed an authentication architecture to access typically wireless networks. It consists of two components: a Gateway node to allow access to network and an Authentication server verifying user's credentials.	Italy	Offer
<b>Simulation of population behavior for early detection of threats</b>	An Israeli SME specialising in geospatial data analysis is developing a system for early detection of potential threats using location based data collected from cellular networks.	Israel	Request
<b>Continuous monitoring system of the ship hull based on fibre optic technology</b>	An Italian company patented a continuous hull stress monitoring system able to measure and report relevant information such as heat expansion and contraction, torsion, uneven loading, wind and wave impact, storm damage, collisions, and groundings.	Italy	Offer
<b>Alfalfa for human consumption</b>	A Catalan agriculture cooperative is a production and a trans-former company of alfalfa destined for animal food. They are looking for a partner to improve and enlarge the alfalfa applications in order to obtain an alfalfa product for the human consumption.	Spain	Request

