

Triple Helix – a benefit or a hindrance to business

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About me

- Ex accountant
- Ex investment banker
- Specialist in life sciences but not a scientist
- Established a technology commercialisation business
- Created 10 companies (incl. 7 university spin outs)

- But lots of involvement with Govt. (BIS) and academia

A business perspective

Different languages?

Academia is all about...



- Raw technology
- Serendipity
- Research and teaching
- Academic excellence
- Being intuitive
- Taking time to perfect results

Industry is all about...



- Finished products
- Planning
- Development
- Profit
- Being focussed
- Now

A different timetable?

We need this ready asap!

Sure, how about next week?

No... 5pm today, and be ready to present to the senior management team at 5.30!

Business view of academia

- Profit is a dirty word
- Phenomenal minds
- Slow and inarticulate
- Academics don't understand business
- Ivory towers
- Blue sky thinking
- Want to publish papers

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- Difficult to understand
- Difficult to value
- Irrelevant

Business view of Government

- Taxes
- Regulation
- Bureaucracy
- Expensive and wasteful
- Slow and ponderous
- “Yes Minister”
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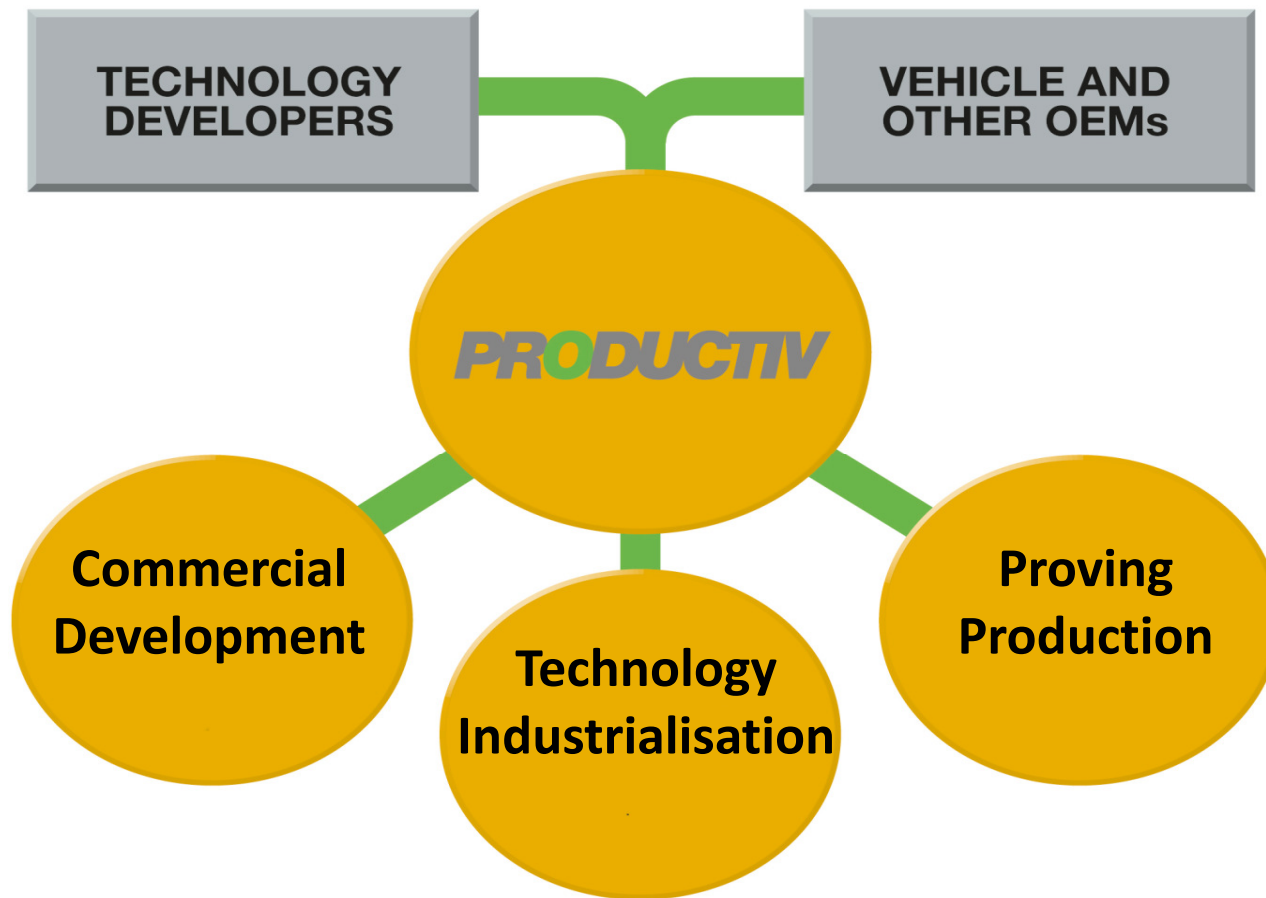
- A necessary evil
- A barrier to business

How does business see itself?

- Efficient
- Effective
- Process
- Product
- Profit
- The only important part of the Triple Helix!

It's not all bad though.....

Productiv – a growing SME



Triple Helix in action?

Government support for business development

- New UK jobs
- Re-shoring manufacturing supply chains
- UK Technology development and enhancement
- Wealth creation – greater tax revenues

UK Universities inventions and ideas

- Electric motors
- New engines
- Hybrid technology
- Flywheels

Consequences

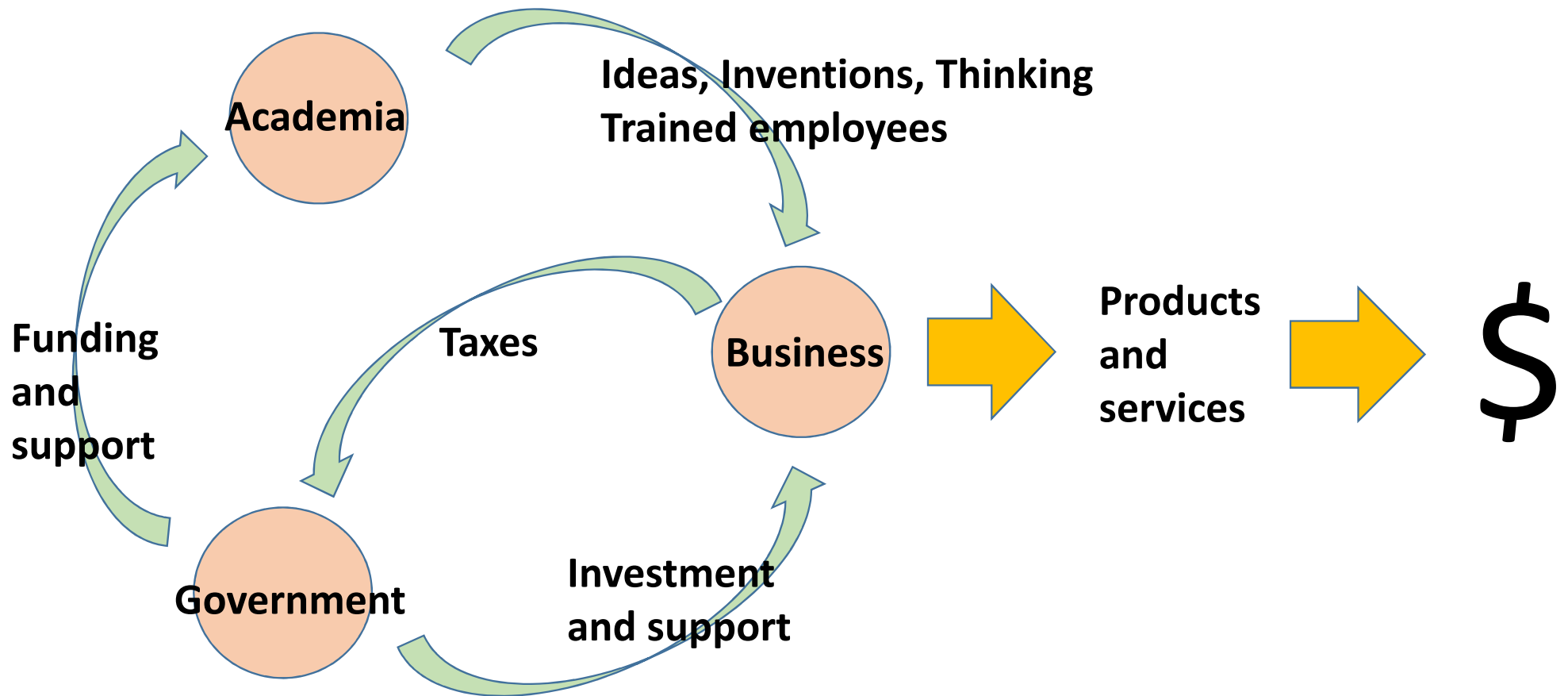
Government

- More bureaucracy and form filling
- Regular monitoring and reviews
- Time to work with civil servants and politicians

Academia

- Interpreting Inventors' language for business
- Sorting out strong ideas from the weak
- Interpreting business speak for the inventors
- Working with unproven technologies
- Accepting varying timescales

The Perfect state – enlightened business?



Thank you