



OXENTIA

Oxford's Global  
Innovation Consultancy

# Consulting & training

For higher education & research  
institutions

[www.oxentia.com](http://www.oxentia.com)

# From research to impact

We work with clients in the higher education and research sectors to help them create new **competitive positioning**, unlock **streams of revenue**, and deliver **impact**.

We combine expert advice and training with end-to-end support for strategy implementation.



## Our services

- Innovation strategy and management
- Knowledge exchange
- Ideation and acceleration
- Training for innovation professionals and academics
- Programme management



Our experience working with higher education and research institutes around the world gives us unique insights into **successful strategies** that work in **different innovation ecosystems**.

# Innovation strategy and management

Working with institutions to develop successful innovation strategies and policies fit for their context.

## Enabling strategic change

We help institutions develop and implement new innovation strategies.

We can strengthen the rollout of these strategies by designing new innovation policies and processes fit for your institutional context.

## Identifying strengths

We work with you to understand the strengths of your institution and ecosystem to build sustainable, effective innovation strategies. We assist you each step of the way, and equip your teams with the skills and tools to implement new strategies and manage new processes.



## Case study

The London School of Economics (LSE) wished to establish an innovation office for social science research. Oxentia conducted a review of the School's ecosystem, policies, and procedures and designed a commercialisation model tailored to LSE. Oxentia then led the implementation of these new processes and procedures within the School.

**LSE established a fully functioning innovation office designed specifically to support innovation and commercialisation in the social sciences.** It is now equipped to deliver further impact through the translation of social science research into products and services for the wider benefit of society.

# Knowledge exchange

The full range of exchange and transfer services, from lab to market.

## Translating ideas

We can help with translating research for the marketplace. We help you review and create sustainable and profitable IP portfolios, assisting you in the commercialisation of projects from the very early stage through to market entry and beyond.

## Identifying strengths

Whether you are seeking to develop a for-profit or social venture, licensing agreements, collaborations, or funding applications, we ensure that the development and execution of your activities align with your strategic goals.



## Case study

Cranfield University looked for a partnership to support its long-term strategic development. Oxentia provided long-term onsite presence to manage day-to-day knowledge exchange (KE) activities, from liaising with academics to identify potential commercial opportunities, to negotiating licensing agreements and supporting spinout companies. Training was provided on a range of subject areas to increase the level of entrepreneurial activities among staff and academics.

Cranfield now has one of the highest ratios of private-sector to public-sector research in the UK. Oxentia has helped in establishing a KE process for the University, and developed a more entrepreneurial and industry-focused culture, enabling the University to capitalise on their deep links into industry.

# Ideation and acceleration

We equip researchers with an entrepreneurial mindset, business skills, and the ability to identify opportunities to deliver more impact.

## Stimulating idea generation

We work with academic researchers equipping them with the perspectives, skills, and tools to look at their research with an entrepreneurial mindset.

## Pre-acceleration and acceleration

We provide training, mentoring, and acceleration for researchers, helping them develop basic ideas into business projects ready for market entry.



**Book individual or combined modules**

We have designed a modular programme that provides end-to-end support for academic researchers wishing to deliver **impact through venture creation**. The **Oxentia Venture Build** takes participants from business idea formulation through to business planning and acceleration. The programme is composed of three independent modules:

### Explore

A half-day workshop to discover the value of entrepreneurship as a mindset to deliver impact from academic research.

### Advance

A 6-week pre-accelerator programme taking ideas from inception through to validation and business modelling.

### Accelerate

A 12-month programme where high-potential innovations are selected and developed to venture launch.

# Training

Training courses accredited by the Alliance of Technology Transfer Professionals and bespoke capacity-building solutions.

## Ensuring that your teams have all it takes

We can help you build and train teams in all the activities involved in the knowledge exchange and commercialisation process, from idea capturing to negotiation, deal-making, due diligence, and market strategy.

## Teams with strategic focus

There is no one-size-fit-all when it comes to strategy. We enable your teams to develop skills and tools to lead knowledge exchange and commercialisation activities and inform future strategic directions for your institution.



### Case study

[La Caixa](#) is a foundation committed to supporting science through research fellowships and training programmes. For La Caixa's new postdoctoral training programme introduced in 2018, Oxentia developed and delivered a series of innovation and entrepreneurship workshops tailored to the needs of postdoctoral researchers. The workshops conveyed the importance and benefits of innovation and translational research by means of case studies, tools to assess the commercial potential of research projects, and guidance on intellectual property rights.

La Caixa is now a **leading institution supporting research commercialisation** in Spain, attracting researchers from all over the country for commercialisation activities.

# Programme management

Working together to unlock the full potential of your institution.

## Programme development, setup and management

We help you develop, set up and manage institutional and larger-scale programmes, from scoping out the aims and deliverables of your initiatives, to running training sessions, entrepreneurship bootcamps, and accelerator programmes.

## Communication and regular reporting

Our team is trained to follow a rigorous project-management framework, involving frequent communication and reporting on performance. Since the outbreak of the Covid-19 pandemic, we have managed global programmes, coordinating participants from up to 15 different countries.



## Case study

Aspect is a successful and growing network of UK organisations promoting the commercialisation of social science research outputs. Since 2018, Oxentia has provided the complete secretariat for, and facilitation of, the Aspect governance structures.

Since the beginning of the partnership, Aspect has grown from a network of 7 members to 22. In managing Aspect, Oxentia contributed to establishing and launching the lead technology transfer office of the network, and provided strategic support for the programme's research commercialisation accelerator.

# What sets us apart

## **Oxford roots, global networks**

We are based in and have experience of one of the most vibrant innovation ecosystems in the world. Combined with our global experience in over 70 countries, this makes us uniquely fit to develop innovation strategies for a diverse range of clients.

## **Proprietary methodologies**

Our proprietary approaches have been designed to deliver validated insights and recommendations.



## **Speed and flexibility**

Operating on agile principles, we can deliver against the most demanding of timelines.

## **With you each step of the way**

Implementing new strategies can be as hard as developing them. We support you beyond recommendations.





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# Contact us today



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