



Oxford's Global
Innovation Consultancy

Innovation management services

For corporate clients

www.oxentia.com

Make innovation happen



We work with you to understand your innovation strategy and needs

What do you need most?



Innovation processes & culture

We review your innovation management infrastructure and help you refine and improve your approach. We work with you to:



Build leadership skills to harness the creativity and intrapreneurship potential of your teams



Co-create Fit-for-purpose systems and operating procedures to maximise innovation productivity



Develop a culture to find, cultivate, and accelerate innovative ideas

Portfolio optimisation

We evaluate your technology portfolio and help you strengthen your position in the market through different strategies:



Technology scouting



IP licensing and sales



Technology repositioning



Corporate accelerators

Discover our services in the brochure



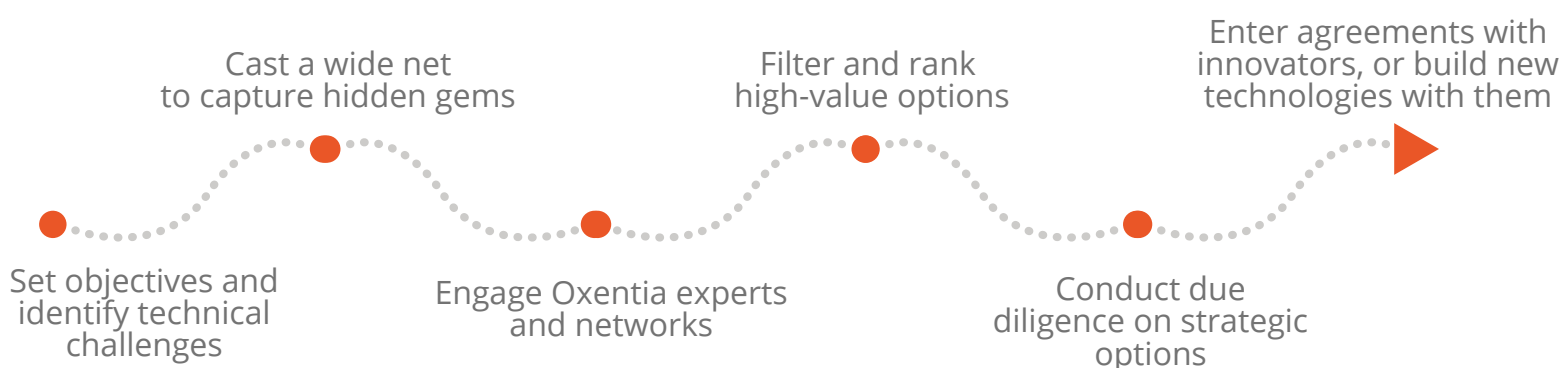
Technology scouting

Identify the most promising, novel technologies to strengthen your product and service portfolios.

Benefits

1. Identify and secure novel technologies aligned with your strategic goals
2. Engage with academia and early-stage innovation communities
3. Create relationships that enable you to innovate sustainably.

Key activities



Case study

Client: a leading, multinational consumer electronics manufacturer

The client wanted to identify and acquire last-stage technologies in the autonomous vehicle space, in order to diversify their portfolio. We mapped the technology landscape, identified novel technologies from different ecosystems, and benchmarked these against our client's capabilities and strategic goals. Our client was able to **identify the most attractive opportunities, engage with innovators, and enter R&D collaborations and commercial agreements.**

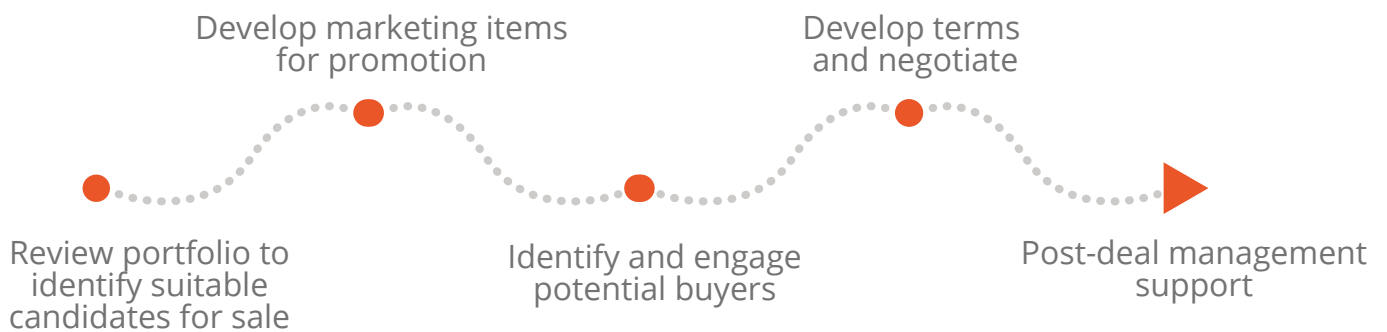
IP licensing & sales

Find a new home for your technology and generate new revenue.

Benefits

1. Generate new revenue
2. Form new partnerships for R&D, licensing, and future collaborations
3. Discover new applications for your technology

Key activities



Case study

Client: a multinational automotive manufacturer

Our client was looking to out-license some mature technologies into new markets. After entering a risk-sharing agreement with them, we identified several attractive industry sectors and subsequently engaged potential buyers interested in the new technology. **We assisted our client in negotiations and supported them in securing deals.**

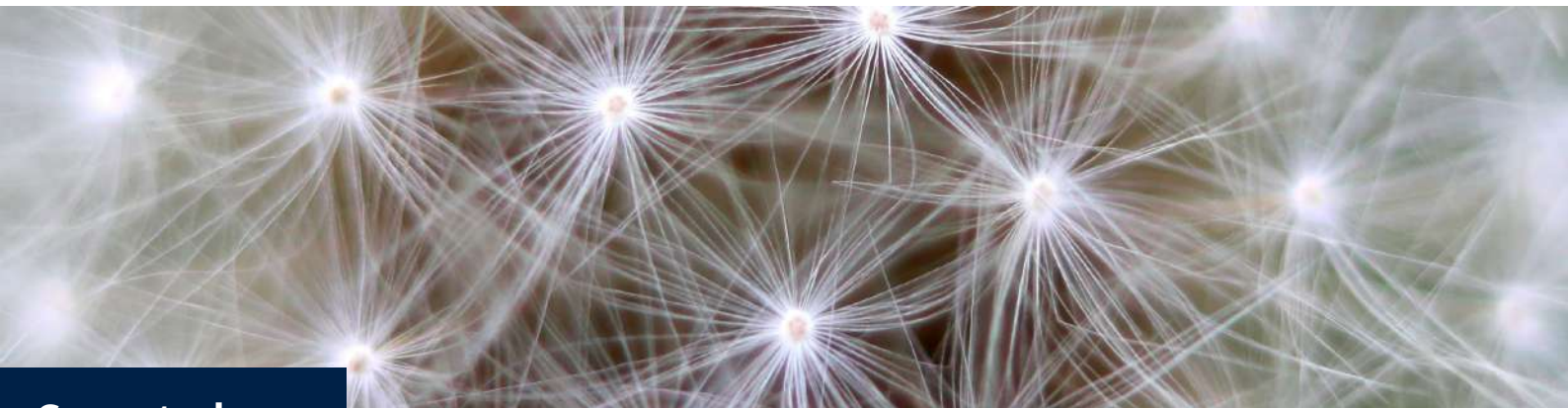
Technology repositioning

Create new revenue streams by pivoting your technologies into new application areas.

Benefits

1. Identify new revenue opportunities for your IP
2. Diversify product portfolio into new application areas
3. Develop new partnerships
4. Hedge against technology and market trends

Key activities



Case study

Client: a European energy company

Our client was looking to divest a novel technology, due to non-alignment with wider company strategy. In 6 weeks, we identified several potential acquirers, discreetly marketing the technology to interested parties in procurement and innovation. To support license negotiations, we conducted a valuation exercise on the technology, pricing it for several industry sectors and ensuring that our client was well prepared for negotiations with buyers. **The client succeeded in finding several new application areas for their technology and securing new revenue streams.**

Developing innovation leadership skills

Optimise your organisation's innovation productivity and create an entrepreneurial culture.

Benefits

1. Identify and nurture high-potential ideas
2. Upskill core teams to become more entrepreneurial
3. Develop and adopt processes to improve innovation productivity

Key activities



Case study

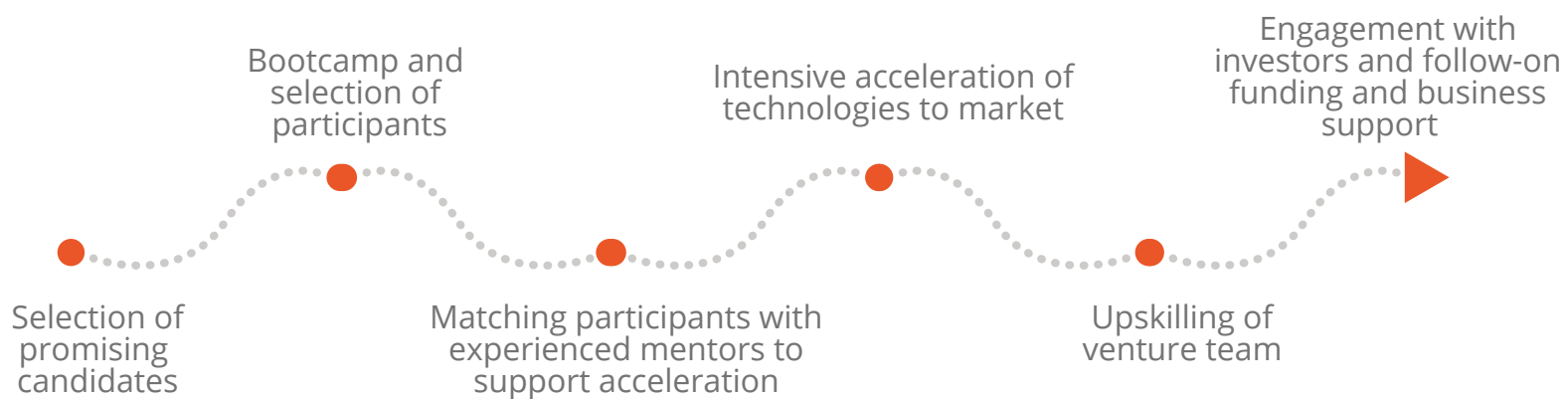
Client: a multinational technology company

The client wanted to improve innovation productivity within mid-management teams. After diagnosing the organisation's strategic needs, we worked with mid-management teams and identified gaps in their processes, systems, and skills. Drawing from our expertise in optimising innovation in research-intensive organisations, we designed and delivered a series of workshops tailored to the needs of the client. Having gained new skills, participants have created new strategies to improve their innovation productivity and are actively implementing these across several projects in the firm.

Corporate entrepreneurship programmes

We specialise in designing and delivering corporate accelerator programmes that **introduce our clients to early-stage, deep-tech innovations**. We help clients to de-risk promising prospects and offer unique development opportunities for their portfolio.

Key activities



Case study

Client: Colegio de Estudios Superiores de Administración, Colombia

Our client was looking identify promising startups in the agritech sector, particularly those that are digitally enabled. Oxentia delivered a 12-month programme in which we identified and accelerated 8 startups, for which we secured: commercial licenses, development partnerships, scaled production and revenues and secured funding for growth.

What sets us apart

Oxford roots, global outlook

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 positioned to support your innovation management needs.

Proprietary methodologies and technical teams

Our propriety approaches draw from practitioner experience and are delivered by teams with deep technical expertise.



Global networks

We complement our experience with a large, well-established network of subject-area experts and innovation management professionals across all sectors.

As a result, we constantly innovate our approaches, and implement unique solutions to innovation management challenges from the outset.



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Contact us today



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