



**No one can do it all alone!**

Tokyo 2007

# The game has changed

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Innovation has always been about connecting ideas with the right technologies, resources and capabilities.

In today's global economy, no one company, or country can do it alone – we must look outside to collaborate and to find new technologies, new capabilities and new market opportunities for growth.



# Collaborate or Die

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Collaboration between firms, research institutions, educational centres and government is paramount.

Linkages between the business and research communities and business to business – **particularly international linkages - are critical.**

“It’s no longer individuals toiling in a laboratory, coming up with some great invention. It’s not an individual. It’s individuals. It’s multidisciplinary. It’s global. It’s collaborative.”

Sam Palmisano, Chair, President and CEO, IBM



## But it's not that easy...

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Finding and exploiting connections between legally separate firms, institutes and countries is often inefficient, risky and slow.

True collaboration often requires deep trust and the sharing of sensitive and sometimes confidential information.

So, how do we find new technologies, expertise or international research and business partners without tipping our hand?



# IXC Intermediaries®

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IXC Intermediaries® are creative, articulate and highly skilled Ph.D. qualified scientists and technologists operating within IXC Clients under a strict ethical and confidentiality framework.

They are deployed as a trusted executive resource on behalf of the Client's innovation, business development, research alliance and/or commercialisation teams to search for and create connections for business growth.



# IXC Intermediaries®

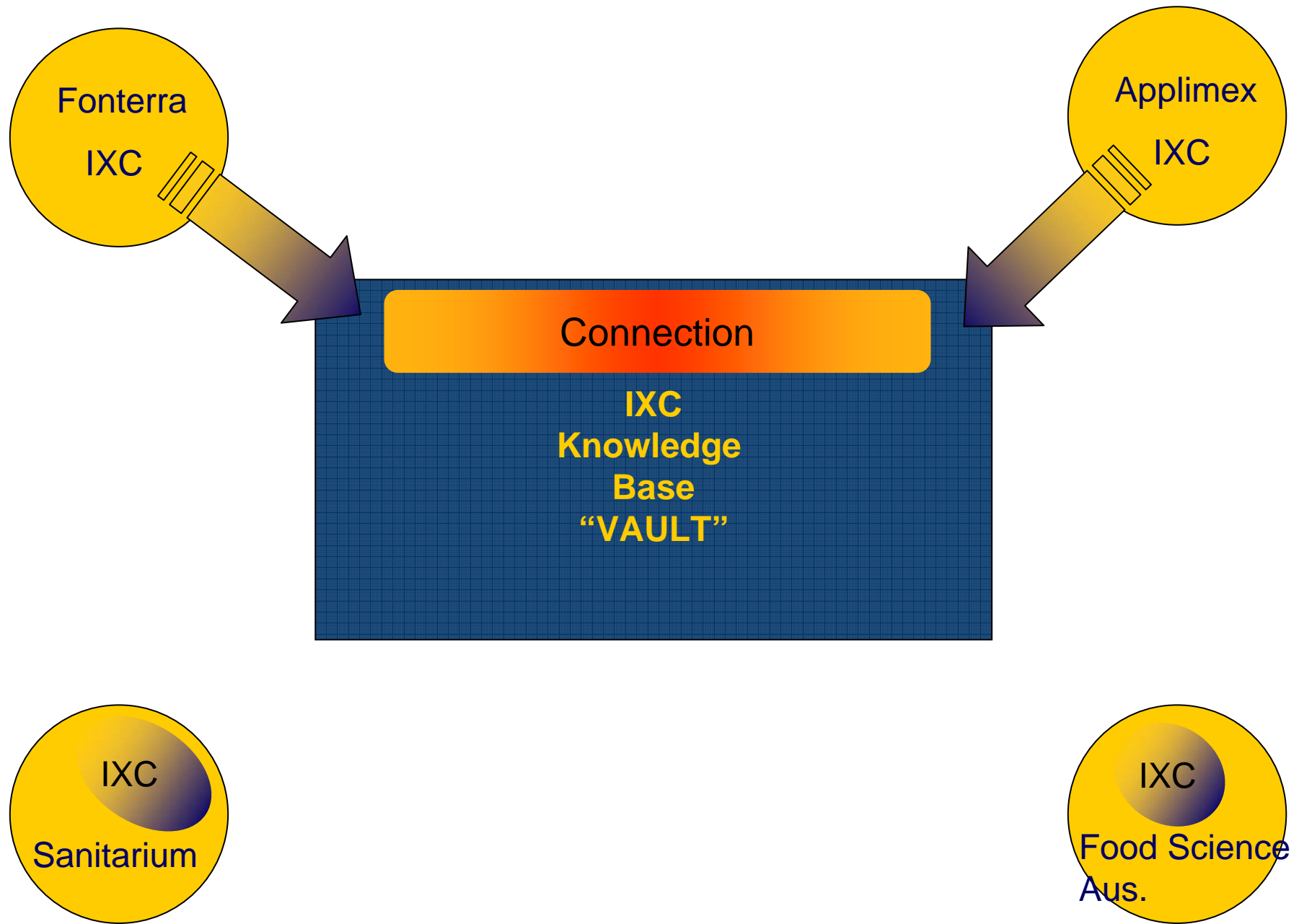
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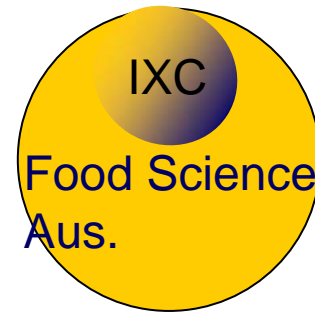
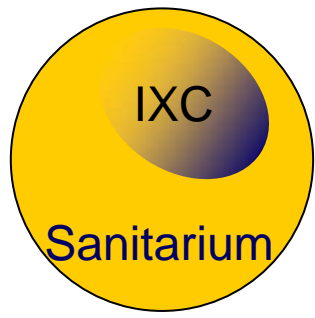
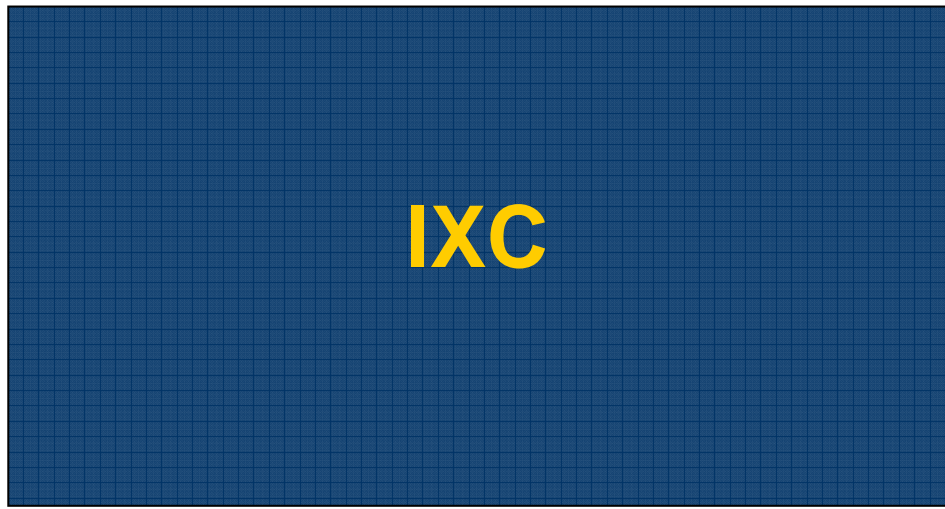
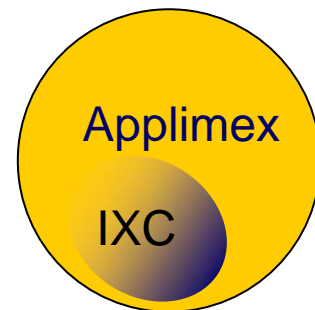
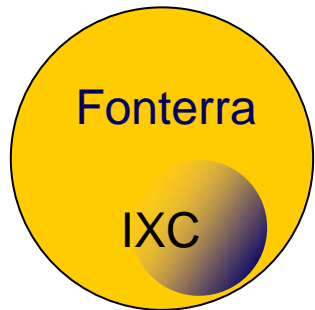
IXC Intermediaries® develop and maintain an intimate knowledge of their Clients' strategic intent, their technologies, their capabilities and gaps.

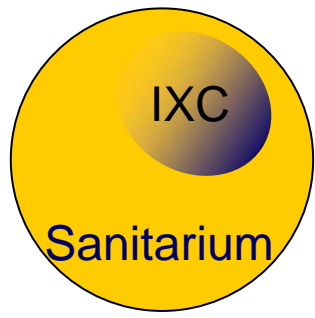
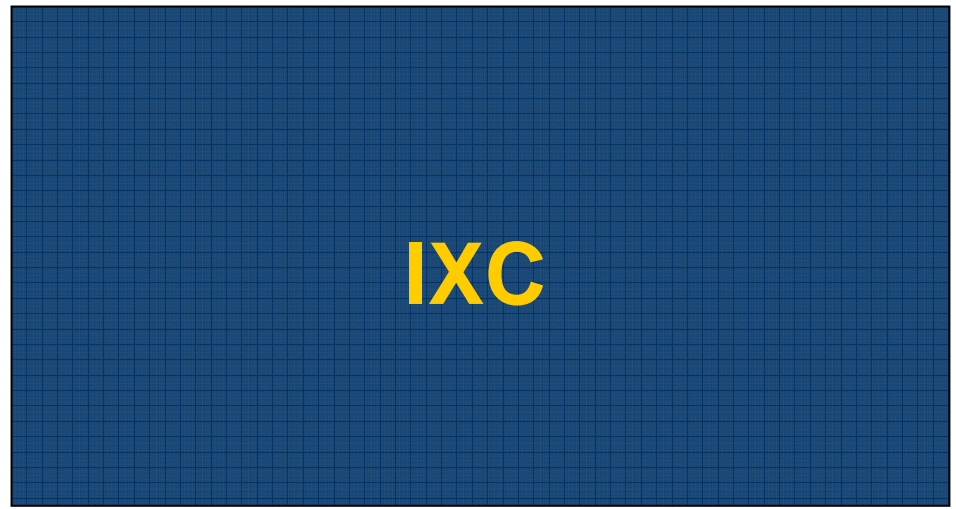
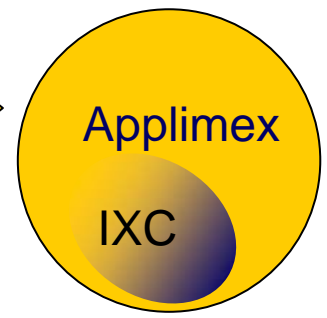
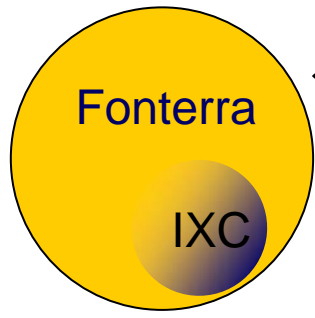
Confidential information is not seen by other Clients. When an opportunity is found, IXC Intermediaries® then help the Clients engage directly through a step-wise disclosure process.

IXC disclaims any rights to IP derived from client information.









## IXC Intermediaries® help clients to . . .

- Exploit existing IP and capabilities in new markets or industries.
- Securely access new business partners, channels to market and new technologies, capabilities and expertise.
- Collaborate to solve technical problems and/or create new business opportunities.
- Connect their internal programs to a global network of external resources and capabilities.



# IXC Clients

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Healthcare, biotech, scientific instruments, advanced manufacturing, food and agriculture, transport and mining services...

- Multinationals such as Johnson & Johnson Research, Sanitarium Foods and Fonterra;
- Larger technology companies such as Geotechnical Instruments, ResMed and Cochlear;
- Major research institutions such as Birmingham University, the Australian National University and Food Science Australia;
- SMEs and start up companies such as MiniFAB and Applimex.





**Thank you.**