InnovationXchange™ - University Case Studies

Wireless Communication Technology Platform

The Victorian Government's Department of Transport (DOT) was seeking new, cost efficient measures to improve safety across more than 1,500 rail/road level-crossings. Through sharing information inside the network, IXC Intermediaries identified the capabilities of Prof. Jack Singh of La Trobe University to address DOT's needs. Prof Singh is involved in the development of Dedicated Short Range Communication technology being implemented across road networks in Australia and internationally. With a deep understanding of the intentions of both organisations the InnovationXchange's staged disclosure process facilitated initial communications. Working with both parties, IXC assisted ongoing discussions and provided awareness of the market landscape. A successful application for research funding has resulted in a three-year A$3.5m research project along with one of, if not the first, collaborations between the rail and road industry in Australia.
Press coverage: Saving lives at rail crossings

Starch Structure-Function Relationship

A university professor with research expertise in chemistry decided to change his research direction and move into food/agricultural research. IXC was engaged to extend his external network into the food and agricultural industries, in particular to identify partners and/or projects to leverage local government funding. IXC carried out extensive investigations in order to furnish the professor with potential collaborators in a range of industries including the food industry, the enzyme industry, the pharmaceutical / nutraceutical industry and agribusiness / seed companies. IXC identified numerous industry partners that provided direct industry feedback about their research focus and discussions are ongoing with multiple parties to further validate projects of interest.

Internalization technologies

Researchers at a renowned research institute have a requirement to utilize internalization technologies to better develop therapeutics and in particular, biologicals. A company was identified who expressed an interest in working with research institutes to further validate both parties technology. IXC arranged a meeting following which both parties are interested in establishing a collaborative project and test different methodologies for development of possible therapeutics. The research project is still ongoing after 12 months.

Fungal testing expertise

A researcher identified what appears to be a novel anti-fungal compound and needed to validate this by testing for anti-fungal activity against a range of fungi. IXC identified a university researcher as having the expertise to identify and characterize novel compounds from the natural environment for animal and human health. Both parties are now engaged to fast-track the screening of possible anti-fungal compounds.

Potential Partners for University Commercialisation

A university commercial enterprise unit identified its greatest success being in finding potential industrial partners when approaching large privately-owned companies. To make its engagements with industry more effective, it was keen to commission a study to identify large privately-owned companies in certain key sectors. IXC brought the unit in contact with a business research consultancy that owned a unique database of over 3 million UK businesses.

Developing commercially supported research and education services

A university unit was interested in further developing it commercially supported research and education services. One way to achieve this was identified as being through partnering with an established consultancy that operates in its sector. IXC identified a relevant nationwide network of support services as being a suitable discussion partner towards this end. An introduction was arranged to discuss how commercial offerings could be developed in this area.

Industry engagement

A university is keen to broaden their efforts at industry engagement activities. IXC connected them to a software company keen on accessing university talent. Subsequent discussions identified various opportunities to be followed-up on including guest lecturing, 12-month long student placements, monthly networking functions, input on improving course content, and international student placements.