FEAST Conference 2006

Research without borders

Session 6

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CEO

Innovation Xchange

Innovation & Internationalisation

this session is sponsored by Solvay Pharmaceuticals

Innovation & Internationalisation

FEAST 2006

The game has changed!

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

But, now the rules of the game have changed!

There is a compelling global shift from closed industrial silos to an increasing reliance on external resources and capabilities.

No one company (or economy) can do it alone – we must look outside for new products and technologies, and to find new opportunities for growth.

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No one can do it alone !

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.

> "P&G employs about 7,000 people in its R&D units but globally there are 1.5 million scientists … with expertise in P&G's areas of interest. It doesn't take a genius to figure out that if you can engage the brains of your 7,000 plus the key ones from that 1.5 million, you can build better products."

Larry Huston, V-P of Innovation at Procter & Gamble.

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No one can do it alone !

Having a substantial, world-class R&D base doesn't mean you can do it all alone. Connection to the right resources and capabilities is now a key driver of growth [MIT Sloan: 45% of corporate innovations coming from sources outside the firm].

"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

"We haven't lost confidence in our own internal research but the company wants to take advantage of as much good science as is available, inside or outside Merck's laboratories."

Merck CEO Raymond Gilmartin

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But it’s not that easy . . .

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

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

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IXC Australia Limited

IXC is a non-profit, commercially neutral knowledge network providing a trusted executive resource for our member's innovation, business development, research alliance and/or commercialisation teams.

IXC's international network of Intermediaries work inside multiple member organisations, under a unique confidential structure, to search for and create connections for business growth.

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IXC Intermediaries™

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

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

IXC disclaims any rights to IP derived from member information.

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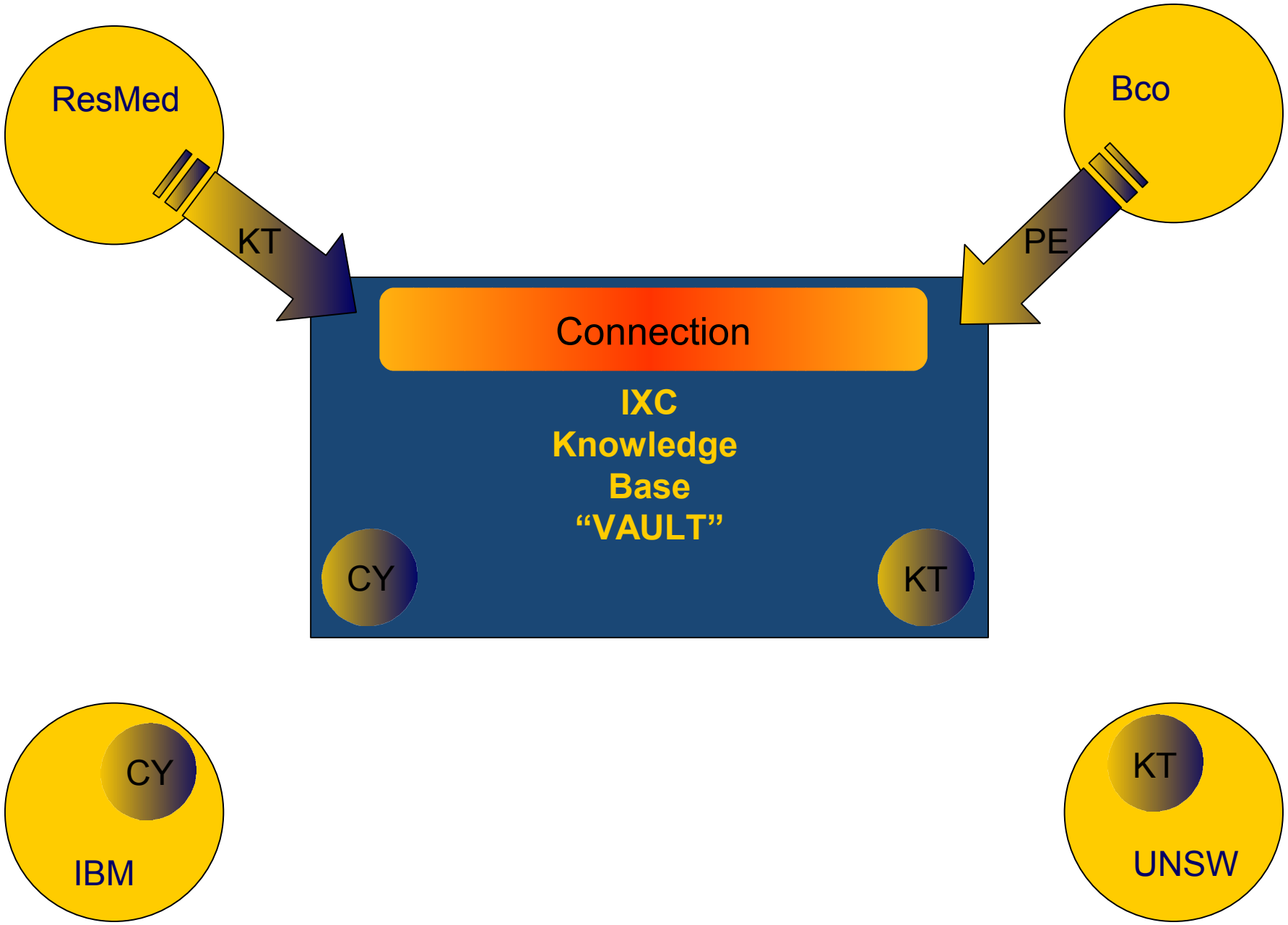
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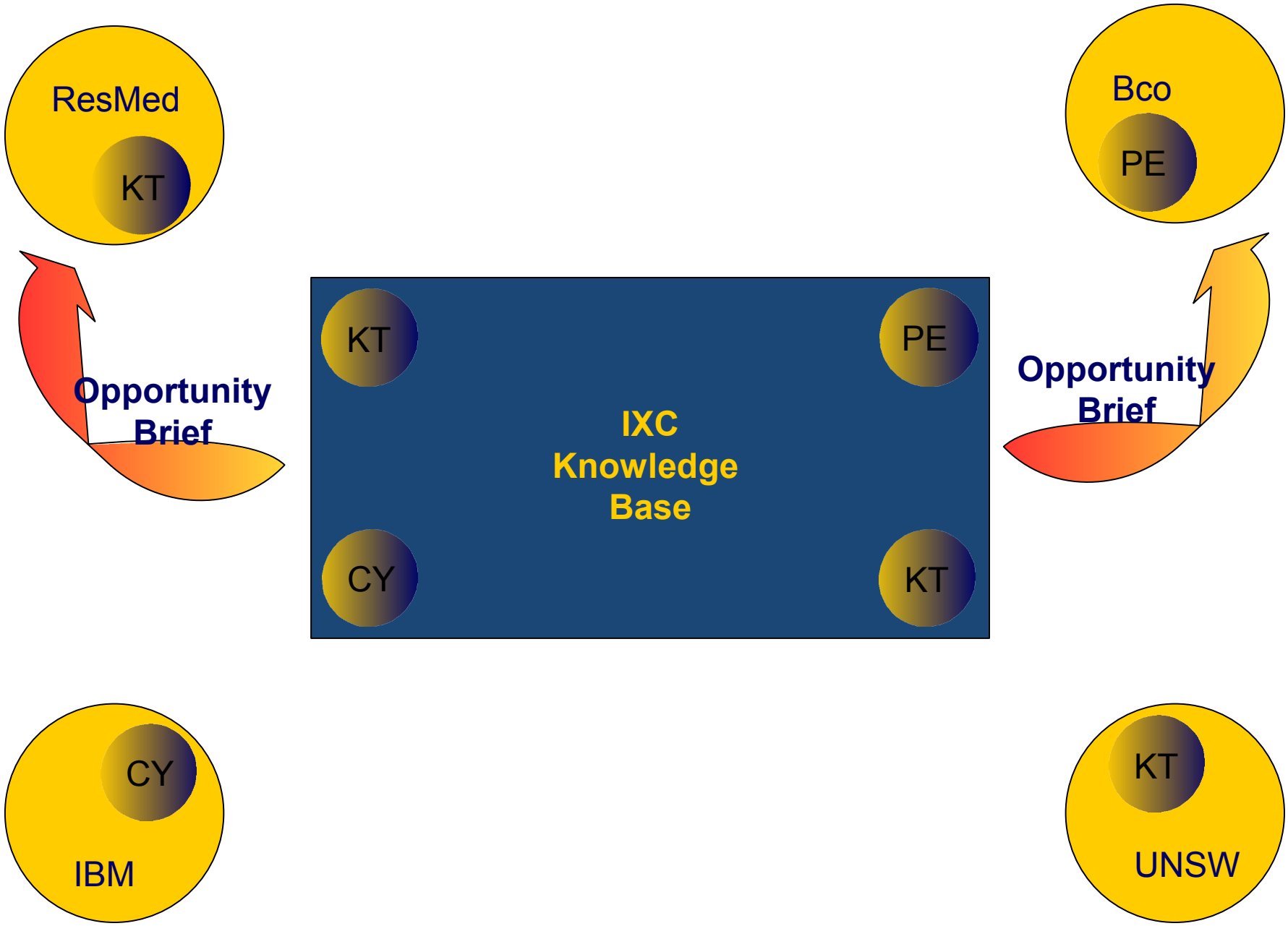
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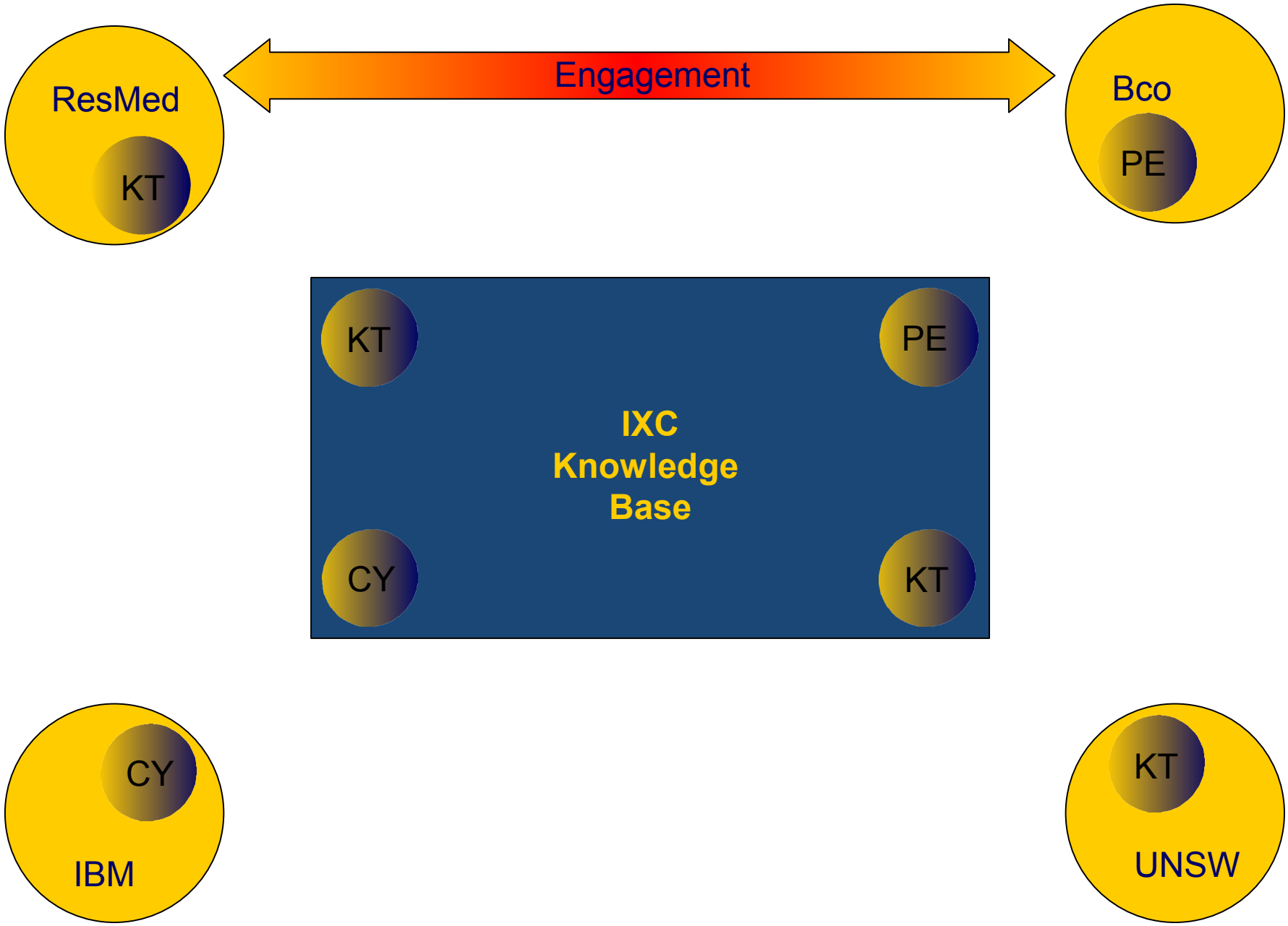
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IXC helps members to . . .

- Collaborate to solve problems and create opportunities.
- Securely access external IP and find better ways to exploit their IP.
- Speed up their business innovation and product development.
- Connect their internal programs to external networks.

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IXC's Membership

- Major Australian and International corporations include Fonterra, Johnson & Johnson Research, ResMed, the Crane Group and Proteome Systems.
- Smaller firms and start-ups include Applimex, MiniFab, Starpharma and Virax.
- Elite research institutes include Murdoch, WEHI, ANSTO, FSA as well as Macquarie, Monash, Newcastle, New South Wales and Sydney Universities.

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IXC International

- IXC-UK will begin operations in January 2007 following the training of management and first IXC –UK Intermediaries here in Australia in November 2006.

- Negotiations well underway to establish IXC in Chile, Malaysia and New Zealand.

- In addition to its Australian based Intermediaries, IXC has two business development executives in San Francisco.

- IXC International planned to be formally established in Melbourne in 2008.

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Thank you.