

BDC - The Business Development Company GmbH (BDC) located in Hochwald/Basel, Switzerland, specializes in Technology Brokerage, IP Consulting and IP Administration in the Life Sciences.

Technology Scouting

Traditionally, technology transfer starts with the identification of a valuable technology, the choice of the adequate form of protection, followed by a commercialization, licensing, selling, collaboration phase. In this framework the technology generally originates in a public research institution and later on moves to the private industry.

BDC is a company with the taste for innovation. For its customers, BDC has elaborated a new service in the technology transfer area: the Technology Scouting. If traditionally research institutions seek for industry partners in order to sell/license their technology, BDC has developed a tool to provide the reverse service. With the Technology Scouting tool, industry has finally the possibility to look for technologies that really meets its needs, irrespective of its origin either from public research institutions or private industries.

Thanks to the partnership with DTD - Deutsche Technologiedienst GmbH, BDC has access to a networking database with more than 150'000 contacts into the academy and industry sector. Together with the wide experience in the technology transfer business gained through the managements of hundreds of projects during the past ten years, BDC has the skills to provide its customers with their dream technology.

BDC's Technology Scouting will analyze and research for international R&D partners. The scouting involves the following steps:

- Analysis, initial research and target definition
- Summary and formulation of a specific technology inquiry
- Distribution of inquiry via selected mailing lists
- Structuring and assessment of answers sent in by the network
- Final evaluation of all results, assessment and compilation of report

The final report provides the customer with a detailed insight of all recent research activities, projects, and the latest technical discoveries in the desired technical area. After review of the final report the customer has the opportunity to get in direct contact with all the possible technology providers, this procedure ensure customer's anonymity until internal decision processes are accomplished.

In addition to the technology scouting service, BDC is ready to support its customers in all the related technology transfer issues like evaluation of the invention in context of market/business opportunity, intellectual property situation, strategic filing and prosecution of (additional) patent applications, setting up of licensing/selling/collaboration strategies, licensing/acquisition/collaboration mediation, license drafting and negotiation, transfer of collaboration agreements and much more.

Costs and Duration:

Dependent on the geographic focus and the type of target group CHF 13'000.00 to 20'000.00 (excl. VAT). Approximately 8 to 10 weeks from receipt of the relevant documents.

Contact:

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