The IOP Business Forum

The UK’s Innovation Landscape

“SETsquared Business Acceleration”

Southampton Science Park
Wednesday 25th April 2012

www.iop.org
SETsquared Business Acceleration

Don Spalinger
25 April 2012
Don Spalinger
Director, Research & Innovation Services

- Serial entrepreneur – 5 start-ups – SPI, T3plus, Connexus, ONI, and Kylex
- Executive in large companies – Exxon, Texas Instruments, Gartner Group, Racal, DSC Communications
- 30 years in Silicon Valley
- Track record of converting IP into businesses
Business Incubation & Acceleration

- Business Planning
  - Product/service definition & development
  - Competitive analysis & value propositions
  - Route to market
- Management Team Development
  - Identify skills needed
  - Identify people
  - Team building
- Funding
  - Roadmapping
  - Securing
SPI Lasers

- Created as Optical Communication Components company
  - Commercialising technology developed at ORC
  - Major change in market
- Reinvented as Fibre Laser company
  - Research contracts
  - Technical credibility
  - Market acceptance
- Business Growth
  - Floatation
  - Acquisition
The Innovation Gap

Relative Activity

Academic

Commercial

Theoretical
Concept
Creation

Feasibility
Demonstration

Productisation

Mass
Marketing &
Volume
Production

Technology Readiness Levels
Bridging the Innovation Gap

Theoretical Concept Creation

Feasibility Demonstration

Productisation

Mass Marketing & Volume Production

Technology Readiness Levels

Relative Activity

Academic

Research Councils’ Multi-disciplinary Themes

Technology Strategy Board

Commercial

Catapult Centres
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