Global IP Focused Research Acceleration & Commercialization
About Us

SkyQuest Technology Group is a Global IP focused Research, Accelerator & Investment Bank, profoundly engaged in innovation ecosystem with myriad stakeholders in various capacities helping them leverage external sources of R&D and create value from intellectual property. It operates by way of:

**SkyQuest IP Management & Holdings Inc., USA**
Investments, Technology Transfer & Market Entry (USA, CANADA, EU)

**SkyQuest Technology Consulting Pvt. Ltd., INDIA**
Research, Investments, Technology Transfer & Market Entry (India, Israel, MENA)

**SkyQuest IP Management & Holdings Ltd., HK, SAR, CHINA**
Research, Investment, Technology Transfer & Market Entry (China, Far East & ASEAN)

**Investigators Forum Network, INDIA, CHINA**
Low-cost Clinical Development & Usability Studies for New Tech

**Global Healthcare Innovations, INDIA, CHINA, EU, NA**
MedTech Regulatory Affairs & Distribution management (India, China, ASEAN, EU, NA)

**Ingenuity Ventures, EMERGING MARKETS**
Early Stage Investments in Health & Food, Energy, Digital Media, Water & Agriculture
SkyQuest Quick Facts

- **Sectors:**
  Lifesciences | CleanTech | Agritech | Nano & Engg | FMCG | Digital Media

- **103+** Clients served from around 16 countries
- **540+** Technologies/Products evaluated so far
- The only Private Sector Workstation of UNDP promoted SS-GATE, access to **39** Countries in ASIA, AFRICA & MIDDLE EAST

- **Team of 130** Multi-lingual Tech Management & Data Science professionals, Deal-Makers & On ground global scouts

- **37** Transnational Licensing Deals

- **108+ Mn** USD raised from HNI’s & cos for investments into 16 Start-ups

**Expertise:** Data Driven Research, IP Management & Commercialization
Innovation clusters often start-off and flourish with great hopes and names like Tech Village and BioValley. They also create a successful paradise of budding entrepreneurs. More often than not the sheer lack of direction, urgency to perform and acceleration labels them as ‘failed clusters’

*SkyQuest has taken several initiatives to address intangible bottlenecks directing innovations to marketplace ….**
Initiative 1: SS-GATE – UNDP (www.ss-gate.org)

Problem we wanted to solve for emerging innovations and resource scarce countries
South-South Global Assets & Technology Exchange (SS-GATE) a platform that promote the identification, sharing and transfer of innovations and technologies between developing countries in a number of key development sectors including health care, energy services, agricultural production, housing and infrastructure.

Initiative we took to address them
Design new structure and operational framework tailored to needs of developing/South-South countries through in-depth Assessment of SS-GATE through Vision & Strategy, Business Model, Processes & Systems

Impact created by us
1. Customized short, medium & long term goals to assist developing countries seek and obtain technologies and investments
2. Renewed local facilitation and transactional support provided through country centers, regional hubs and the SS-GATE secretariat
3. Online & offline platforms to promote transactions and services
4. Increased efficiencies through redesigned identification and selection criteria for Workstations
5. Brought in self-sustainable mechanisms through success based fee structure
**Initiative 2: Promoting the much needed ... Innovation Clusters**

Problem we wanted to solve for emerging innovations and resource scarce countries

Shift commercially viable innovations from labs and incubators to Adopters, Implementers, Entrepreneurs, SMEs & Industry

Initiative we took to address them

Developed & Conceptualized Asia’s 1st ever series of Lifesciences Technology Roadshow—a sustainable & accessible transactional platform for Innovation exchange

Impact created by us

1. **Enabled innovators** from over **40 countries** to interact and pitch to Industry, Investors and Implementers independent of the traditional channels
2. 4 Sustainable platforms Transforming successful innovation led enterprises globally
3. **Building, nourishing and churning out** great innovations and entrepreneurs to market place with **higher success rates than Incubators**
First patent tech auction in Asia

Vishal Dutta
Ahmedabad

A HERBAL drink that tastes like beer, a biodegradable product that attracts ants and a novel method of making a crude salt, all traditional herbal concoctions that are gaining currency in the battlefield of drug delivery and a technology that can turn make venom into an analgesic that can help cure severe pain. All these are a few samples of patented technologies that would go on auction in India's first-ever patent tech auction on Aug 25.

The one-day patent tech auction has been organised by Foundation for MSME Clusters in collaboration with Skyquest Technology Consulting, a private company engaged in facilitating buying and selling of patents in India. If things go as planned, India would soon join the US, which became the first in June, Japan and Australia, where economic growth is facilitated by technologies bought and sold through auctions in a regular format. This would be one of its kind patented technology exchanges in the country showcasing 50 patented novel technologies from across India. One of the major attractions for the pharma industry would be gefitinib (Iressa), a drug used in the treatment of non-small cell lung cancer, and the product is a patented product of AstraZeneca since 1994. As per the annual report of AstraZeneca, the company generated revenue of $2.77 billion and is one of the fastest-growing products globally. Presently, Natco Pharma manufactures it using a different process method while India's Biopharmaceutical industry is growing in terms of size, quality and market share.

According to Shriya Dhaman, co-founder and CEO of Skyquest Technology Consulting, it is the first-of-its-kind patent auction that has been organised in this country, where patent holders (sellers) and companies (potential buyers) would come face-to-face on the same platform to discuss, negotiate and strike a deal. "There is a huge potential for developing businesses in a patent auction and the economy grows. Companies who produce more products to add to their existing portfolio and in line with patented products, the companies can create more market for themselves," she adds.

Currently, there is no common platform where companies can also shop up patented products, which is now a common practice in developed countries. Similarly, a large number of patents hold their place in the country. This auction is going to be the first of its kind.
PAN Asian Technology Roadshows: Innovation to Markets

Innovation Transfer and on-ground commercialization efforts- improving technology access & dissemination activities in India, Israel, South Korea, China

Connecting Innovators and entrepreneurs to Industry and Investors
What does success looks like

*contribution, resource sharing and exchange amongst the innovation ecosystems*

- **800+** Incubators, TTOs, Universities
- **22** Nodal technology hubs and innovation clusters
- **40+** Countries are accelerating innovations to market
- **4** Transactional platforms developed
- **250+** Expression of Interests for innovations showcased
- **38** Innovations mobilized to market
- **$108 mn** available from HNIs to fund innovations

$108 mn available from HNIs to fund innovations
Initiative 3: Magnitude of Skill Crisis in developing countries

Asia faces an acute skills gap challenge

Insufficient numbers of domestic skilled manpower compels foreign players to hire talent from west

The lack of skilled personnel and the increasing gap between the supply and demand of well-qualified human resource is acting as a major hurdle for Asia to emerge as a center of research and innovation

There is a lack of coordination between the private skill development organizations and ministries who offer a multiplicity of programmes

There are turf wars between ministries whose proposals run parallel to each other
Initiative 3: Identifying inefficiencies and finding opportunities

Problem we wanted to solve- Cross sector skill crisis facing Industry and Implementers

1. Identified the **key attributes/Skill sets required** by cross sector Industry vis-à-vis ability of existing systems, infrastructure and development plans to address the pain points
2. **Brought down inefficiencies** to align research outcomes to unmet ecosystem needs

Initiative we took to address them

1. Assessed current R&D status & technical skill sets of R&D personnel, behavioral mapping of Individuals, Trainers, Institutions, Implementers
2. Mapped functional bottlenecks & inefficient corridors
3. Identified successful practices adopted & implemented globally vis-à-vis existing infrastructure and findings
4. Built required pre-requisites to strategize the pilot plan and measure research outcomes

Impact created by us

1. **Sector specific action plan** on bottlenecks in R&D (quality research, skilled manpower etc), Best practices followed in other countries **outlining immediate focus areas**
2. **Organize & conduct Train the Trainer programs** (for 300 participants)
3. Focussed sessions to **increase bandwidth over commercialization/productization**
4. Customized modules to **focus on addressing the ‘soft-skills’ gap** in R&D professionals
Solving the Skill Crisis and finding opportunities – PAN-ASIA
Initiative 3: What does success looks like

Pilot sectors facing significant skill crisis have been identified for bridging skill gap

Countries assessed to map Best Practices and Skill Benchmarking

Centers have completed Impact Assessment study to analyze the benefits accrued from the training to the quality in research

R&D professional, PostDoc’s engaged across sectors

Key Outcomes & Activities

Global Purview

Multi-Sectoral Approach
Impact - Conceptualizing Skill Gap Bridging Initiatives

Our initiatives have helped Nodal innovation agencies, Researchers, Problem solvers from developing countries like China, Thailand, Malaysia, India, Srilanka, South Korea to:

1) Enhance Technology & Research Management Skill-sets of Nodal innovation agencies and researchers
2) Develop ability to comprehend challenges and implement strategies for Technology Resources and IP Management
3) Improve value transference in evaluation, Protection and monetization of IPs
4) Enhance decision making w.r.t evaluating Risks associated with R&D projects
Millions of dollars are spent on Incubators, Mentoring, strengthening Nodal research institutions, scaling-up infrastructure, designing programs etc. In most cases, the results never shape up (changed priorities, over/under underutilization of funds, unchanged research approach, talent pool etc).

Great companies and innovations are often born in garages, cramped spaces, kitchen tables, basements and dorm rooms and small research set-up that is far away from incubator distractions. Globally the innovation potential and bottlenecks at the Bottom of the Pyramid have always been undermined.

*SkyQuest has set a bold example to unlock the potential & the kind of contribution this segment can bring in*
Problems that we wanted to solve were to make Innovations accessible, Efficiently manage technologies and also address innovation monetization crisis at ground level.

Initiatives that we took to address them:

1. Mapped innovativeness & commercial viability of innovations from researchers, universities, R&D centers, TTOs, SME Clusters, Start-ups and incubators.
2. Structured & conceptualized an integrated plan to:
   - Sensitize the ‘Problem Solvers’ on IP concepts
   - Importance of IP & Research Management
   - Advanced Training & Mentoring
   - Proposal/Grant writing
   - Best Practices of IP Monetization
3. Conceptualized ‘Innovation = Currency of research’ initiative for developing ecosystems viz India, China, Thailand & South Korea.
Initiative 4: What does success looks like

Impact that we were able to bring in

1. 900+ Aspiring Innovators and Techno-entrepreneurs trained
2. 1200+ Innovators, Researchers, Entrepreneurs, Start-ups benefiting from the initiative
3. 18+ Universities/Research Institutions from 4 countries
4. Technologies adopted by 8 sectors
5. Sustainable and Ready-to-deploy platform implemented in 28 innovation hubs
6. Improved value transference in the evaluation, protection & monetization of IP’s generated

Change-makers

“Seeing farmers as agents of technology”
— Dr. M.C. Sharma
Professor & Head—Deptt. of Biotech
Kadi Sarva VishwaVidyalaya

“A new face of IP exchange, with an online social network”
— Mr Akash Bhavsar
MD, SkyQuest Technology Group

Inspiring the young blood

“Started with setting up a lab at the garage of our ancestral house”
— Dr. P. K. Desai
Director, Span Diagnostics

“I was a B.Com Graduate having no background in biotech”
— Mr Rajiv Gandhi
CEO & MD, Hester BioSciences
Other initiatives

Endeavors to provide Multi-national resources to SMEs, Innovative Start-ups, Researchers and Innovators to accelerate technology adoption

*An indicative list of initiatives*
Living Lab – The Usability/Adoption Showcase

SkyQuest launched **Living Lab Model** to address challenges associated with implementation & adoption of new technologies.

Identified **11 Centers** wherein the technology seeker/user/customer can see the technology in action and conduct their own due-diligence.

The Living Lab serves as **Market adoption window for new technologies** thereby accelerating their adoption.
Multi-National Technology Incubation & Acceleration

Graduating start-ups & SMEs to new markets

Indicative- Successful Case studies implemented:

Advancing Technology from Europe to Asia
A point of care diagnostic technology for Women’s Health

Proprietary Biodegradable Super Absorbent Polymer Technology from Israel

Advancing Technology from North America to Europe, LatAm & Asia
Proprietary wound-care dressings by Canadian company targeting Asian & Latin American Markets
Searching for the next big idea to tackle humanities grand challenges

1. Creating Focused Solution Sourcing Platforms
2. Thematic Innovation Acceleration Programs
3. International Problem Solving Competitions
**Eg. 1** *Making WATER accessible to the developing world*

**Objective:** Create innovation acceleration programs to landscape and identify innovative, sustainable & scalable Water tech solutions for Home & Community use for the developing markets

**Sponsor:** Fortune 500 company that aimed to make communities self-sustainable to meet their daily water needs for drinking & community use

**Mandate and target segment:**
- Non-industrial focus (drinking, home & community use)
- Water recycle & re-use solutions for community use
- Identify ready to deploy solutions from startups, SME, academia and R&D ecosystem

**Key highlights:**
- 800+ Universities, research centers, Start-ups & SMEs
- 1500+ Patents
- 60 Viable solutions for developing world
**Eg. 2 Green Antimalarial Solutions for Asian Markets**

**Objective:** Create focused solution souring platforms for Green, Sustainable, Affordable, Anti-malarial solutions for Asian markets

**Sponsor:** Family owned MNC with a portfolio of 400+ products and business operations in 150+ markets

**Mandate:**
- Green, Sustainable, Affordable Anti-malarial solutions lasting for over 9 hours (dusk to dawn)
- Below the radar sustainable solutions with significant consideration to solutions from Grass-root innovators, traditional know-how, Start-ups, SMEs, Research Centers, Universities, Individual innovators, Self-help groups etc

300+ Universities, nodal research centers, TTOs, Start-ups, SMEs

85 Individual innovators, grass-root innovators & self-help groups

58 potential solutions evaluated for efficacy

17 solutions qualified for commercial discussions

*Image for representation purpose only*
Tech Exchange Platform to cater Asian Tech Needs and Solutions

www.IPRX.co/demo
IP Management – Biopharmalife

Tech Exchange Platform to cater Asian Tech Needs and Solutions

- Tech Listing & Profiling
- Assess Objective
- Primary Screening
- Evaluation
- Showcase
- Interact & Populate
- Expert Advise
- Schedule Techno-Commercial Discussion
- Transact
Research and Innovation Patent Management System (RIPMS)-
A proprietary Asset-light Knowledge Management tool developed for R&D organizations
### Market Assessment & Pricing

**Commercialization Risk Assessment tool**

**M.A.P**

– An Objective Comparative IP evaluation System & Dashboard
Market Assessment & Pricing
Social Media Marketing and Technology Promotion

• Target Market Positioning using Sentiment and Big Data Analysis
  For improving visibility

• Online Campaigns:
  Undertaken for promoting technologies as well as looking for technologies through Online polls, online contests

  Used for Technology scouting in the pest control arena for a Fortune 500 client
Who, Why, What & How

Who are we?
A global innovation commercialization and acceleration organization lead by practitioners and change makers

Why we exist in the innovation ecosystem?
There are thousands of Technologies, Innovations, IPs coming in from Start-ups, Research Labs, Incubators, Universities and associated TTOs that have been following a stereotypical (time & resource intensive) commercialization path. The Innovation ecosystem clearly lacks efficient practitioners and implementers to take bold initiatives leaving a self-sustainable impact on the society

What problems do we solve
Directing innovations beyond Labs & Incubators and bring them to the customer and markets where they are required the most (developing countries and beyond)
Bring in expertise viz. access to transactional platforms, functional resources, skill-sets, training to create sustainable commercialisation & monetisation mechanism
Change Makers and the management team

Akash Bhavsar
Managing Director

Shriya Damani
Director & CEO

David Furst
Director- EuroAsia

Dr. AS Rao
Director Partnerships and Alliances

David Chou
Director – Taiwan-China

Bharat Rudra
Country Head-Canada

Dr. Jingli Li
Country Head & Director-China

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Thank You

Management Team/

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