

A free new tool for technology & knowledge scouting

www.theknowledgevine.net

A simple and free email based networking tool to help locate IP from 100's of research organisations

The Knowledge Vine is new system for seeking new technologies from a wide range of technology providers such as universities and public research organisations and SME networks. It is simple, informal and free.

It has been described as an email equivalent of "word of mouth"

It started in the UK in Oct 2006 and is now made of several hundred technology providers from over 30 countries. It has proven to be a very effective technology sourcing tool, providing wide ranges of potentially suited technologies, extremely quickly.

It uses an extremely simple email system, using a set of simple novel rules that make it extremely easy and light touch to use. Any organisation seeking technology is free to use the system.

It grows every week, largely through word of mouth, and as well as technology providers, it includes a number of technology brokers, technology consultants, technology scouts, patent agents, harnessing everyone's knowledge and contacts.

How it works

All a user needs to do in order to use the system is to write a non-confidential technology request in the form of a single sentence question to the email address for the network. The request email is then immediately forwarded to all the members of the network. If a technology provider believes it has IP to match your request, or thinks it knows an organisation that it may match with, they will reply directly back to you privately by email.

Because the email request from you is restricted to a single sentence, it necessitates that it is written in clear simple terms. The result is that the emails are easy digest, and experience shows that users usually read by recipients rather than ignoring them. As they are simple, they are also readily forwarded on time and time again, so matching replies frequently come back from organisations that are not directly on the system. The size of the resource that a request taps into is therefore much larger than the direct membership alone.

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The network is growing quickly, with interlinked networks now springing up in other regions of the world such as Scandinavia, Iberia, Australia and South East Asia giving access some 200 research institutions in total. With the current rate of growth, In the next 12-18 months it is anticipated this will enable IP to be sought from perhaps 1000 Universities and other research organisations using a simple single sentence email.

User comments

Below are some comments from Corporate/technology seeking organisations who have used the system:

"We've received eight responses to date. We have one MTA in place to receive proprietary chemistry for evaluation from one organisation and several other technologies we are currently being reviewing. Not yet sure what will come of this but overall, I was very pleased with the response"

Multinational chemical company

"I received an excellent response!"

Julian Nolan, Honeywell

"I got a very nice little flurry of proffered targets and some look like they are worth a look, few more still trickling in. Definitely worthwhile for me to post and I really appreciate your hooking me up to this group"

Mindy Brooks, Medarex Corporation

So, a summary of the rules

The novel rules of the system are:

1. **Only one sentence** allowed (plus contact information) - this forces the requester to communicate very clearly
2. The sentence **must** be a question
3. **Only** reply to the person making the request (no-one else cares)
4. **No offers, promotions, or advertising**

How to join

You can join at www.theknowledgevine.net (register on the site, then browse to the groups that are aligned to technology corporates or SMEs

The site hosts a number of other technology transfer Knowledge Vine networks that you can access simply by emailing them (i.e. you **don't need to join each one to use**) so if you can't find what you want on one group, you can post your question to another group.

For further information please contact:

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