



TechEx.in's Technology Matchmakers and Technology Showcases

TechEx.in employs a unique way of marketing the technologies which are sourced from various R&D labs across the country: Technology Matchmakers. The Matchmakers are aimed at theme based matchmaking of Technology Providers with Seekers. These matchmakers, to our knowledge, are the first ever pro bono effort taken up by a non-profit organization in India .

We launched our very first matchmaker on the theme of “Renewable Chemicals and Materials” in Dec 2020 and held subsequent 2 technology showcases in April 2021. With the ever-increasing significance of adopting environment-friendly and sustainable practices in industry, the theme [Renewable Chemicals and Materials-\(RCM\)](#) was chosen. Till date we have organized total 4 theme based matchmakers:

- 1) [Renewable Chemicals and Materials Matchmaker](#)
- 2) [Biosimilars Matchmaker](#)
- 3) [Rehabilitation Products Matchmaker](#)
- 4) [Sustainable Ingredients Matchmaker](#)

Process employed by the team: As a starting step for the matchmakers we form a core team of distinguished advisors. Thereafter, we start contacting scientists and innovators to gather details about their technologies related to the theme. Then we obtain submission of ideas on our portal.

To enable presentation of ideas in a framework that would be appreciated by the industry, the team creates a detailed template pitch for use by the technology providers. The team also develops marketing collaterals that are disseminated with the relevant information in a meaningful and easy-to-understand structure to the industry. Thereafter, we start contacting the decision makers directly to explain in detail the key concepts, core ideas and potential of the technologies besides guiding them on TechEx.in's capabilities to facilitate end-to-end technology transfer.

As a culmination of this groundwork we organize a technology showcase event wherein the technology providers make their detailed pitch to participants from the industry. And the expected outcome of the showcase is to get expressions of interest from the industry for the showcased technologies.

Impact of the all the matchmakers taken together:

Total number of technologies showcased: 42	Total number of institutes participated: 10+	Total number of start-ups participated: 6
Total number of scientists participated: 17	Total number of industries contacted: 200+	Total number of EoI from the industries: 60+
	Total number of unique companies interacted with: 50+	

Such an impact by earning good will amongst scientists has drawn many R&D institutions willing to showcase their technologies in our matchmakers.

Success in the form of developing connections with the industry players has laid the foundation for launching the [TechNet program](#). This is a program exclusively for corporates as a paid technology matchmaking and seeker-provider knowledge exchange program. Our team has successfully enrolled 5 clients and of them 2 are repeat clients.

Technology Matchmaker Process

1. How did the idea come up?

The idea originated with an intent to have industry engagement. We had just started with our TTO and we hardly had any industries in our network whom we could have approached for the technologies being developed in the research institutes. We were thinking of a platform where we could bring innovators and industry together. We thought of showcasing technologies which could be of relevance/ interest to the industry.



2. How do we shortlist the industries and scientists?

We announce a call for submission of technologies based on the theme that is decided. After submissions are received, we seek advice and guidance from the advisors for short-listing. For every showcase we create a matrix for scoring the technology and we rank them. The criteria used for scoring are the following for most of the cases: TRL, market size and opportunity, credibility of the team and value proposition

3. Onboarding of experts and mentors

We reach out to mentors once we have decided upon the theme of a particular matchmaker. We rely on our networks to onboard experts with relevant expertise.

4. Process to scout technologies

We cast a wide net and reach out to groups/ scientists from various institutions making them aware of a technology matchmaker. We try to identify capabilities of scientists/ innovators based on the theme for a particular matchmaker. For this we read their patents, publications, areas of interest etc. The ways employed to connect with the innovators are: phone calls, via business development division, direct emails.

5. Learnings from each of them...

- It requires active reach out to the innovators for technology submissions.
- There is a gap between the kind of research that goes on in research institutes and the requirement of industry professionals.
- Industry looks for a technology which is at least at a TRL 5 level to be taken up for TT of further development.
- Research institutes require an intermediate facility where their technologies could be advanced to a point where big industry players could come on for TT.



6. Testimonials received front the technology providers

Excellent exposure to find a good industrial partner to explore the commercial aspects of developed technology

Dr Syed Dastager, NCL

It was a wonderful experience. The Venture Center created a very comfortable environment where technologies developed in the national institute can be promoted for its translation at industrial scale. Both the Industry and academia will indeed feel more faith if a reliable third party, the venture center, exists as a strong link between the two partners of different orientation.

Dr Sudhir Singh, CIAB Mohali

Appreciate the sincere efforts by TechEx.in team in supporting the scientific community and promoting renewable chemicals and materials for transition to a sustainable future.

Dr Suresh K I, CSIR-NIIST



I am thankful to the entire team of TechEx.in and Venture Center for taking this excellent initiative and for organizing the event proficiently. It has been a fruitful experience, leading to identification of Industry partner(s) interested in the showcased technology.

Dr Smita Srivastava, IIT Chennai

It was a great experience to present our technology during SIMM, TechEx.in, Venture Center team, including Pradnya Aradhya and Dr. Premnath was very helpful in preparing the presentation and the coordination for the event was very good.

Dr Naseem Gaur, ICGEB