

Technology Scouting – Researching & Finding Technologies

| Services | Deliverables |
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| • Technology Scouting | ▪ 60-100 hours of research with validated report |

Technology Scouting

The Technology Scouting research service is for the company that is in need of finding a technology, material, or expertise that fills in the missing piece of a specific project or growth opportunity. So often, management has a clear vision of a strategic opportunity and knows what the desired end result will be but there is still a missing piece of the puzzle that is keeping that end result from becoming a reality.

There are many situations that companies find themselves in where Technology Scouting research is needed. These can range from the company that is creating a specific new product or service but there are still some unknowns, to the company that wants to expand into new offerings and needs to explore new materials or technologies that fit their core capabilities, to the company that wants to improve the efficiencies of their production line but is not familiar with the technologies or the machinery that can make that happen.

Technology Scouting Research is not for the answers that can be found by making a few calls to some familiar suppliers but for companies who need vital information and data but do not have the time or resources to investigate and analyze “The haystack to find the needle”

With Technology Scouting Research you continue to run your business while our research professionals find the answers you are looking for and provide validated results that you can instantly act upon with contact information of suppliers, patent holders, experts and resources who have been spoken to, vetted, and are awaiting your call.

How it works and what you will receive:

- A “Needs Assessment” is performed, on site, with the company stakeholders to ascertain the “unknowns” that they need answers to, and the scope of the project.
- “Phase I” consisting of 20-30 hours of primary research to investigate broadly and document all of the areas of exploration.
- A presentation and discussion of Phase I results so the client can choose the area or areas where they would like the “Deep Dive” research to be performed on in Phase II
- “Phase II” where the remaining hours are spent investigating in depth the chosen areas to find the technologies, materials, or experts that are needed. All suppliers and experts will be interviewed and vetted.
- A weekly progress report is sent weekly to ensure the research activities are consistent with the client’s needs and expectations.
- A comprehensive summary report is presented and discussed on site, which contains the following:
 - All potential opportunities found with their associated point of contact.
 - An actionable set of well-defined recommendations designed to address lower to higher potential opportunities
 - Additional items or information discovered during the research that may be pertinent to the client.

“Researching and Finding the technologies you are looking for”

