

Application search

Seeking applications for novel microporous elastomeric and adjustable materials

Client overview

A materials client had extensive IP for a unique PTFE-based microporous membrane that was gas permeable and liquid tight, with adjustable elasticity and/or 3D formability. The material could be used to protect components from damage or unexpected environmental changes (e.g. pressure or temperature differentials) and tuned to control liquid and gas flows in 1 or 2-way directions. The associated manufacturing process enabled it to be customised to the application.

The client had identified applications within their own customer base, but wanted to understand the wider scope for use and identify new applications.



Gas molecules pass through the membrane.



Liquid and particles are repelled.

The search

SAL engaged with both its established intermediary network and also reached out to an extensive network of personal contacts in the chemical and packaging industries.

Contacts were invited to suggest new applications based on the material's properties and issues with existing solutions. The client's interest was initially focused on receiving qualified (i.e. from contacts in a relevant industry) potential new applications for the material - these would allow further market studies and development to be undertaken internally. However, a number of potential partners engaged with SAL and had current market needs and technical knowledge to introduce new products to market. The client required complete anonymity and had IP considerations, so SAL took on an active role in subsequent conversations, screening respondents, ensuring the client connected only to those with appropriate potential applications, sufficient technical knowledge and market penetration to be considered as potential product partners.

"...we had very good meetings with 6 global companies you introduced and will continue our discussions on how they can use our material..."

Outcome

SAL engaged with **over 2000 network and project partners**, sharing non-confidential technical information to encourage potential new applications

Over 60 new applications were received from various regulated and unregulated industries, with the vast majority unknown to the client

Client chose to engage with **6 global companies in unregulated sectors** on potential new products