Technology search

Bio-sustainable lubricants

Client overview

An established manufacturer was seeking to achieve differentiated growth through partnerships, JVs or acquisitions. One area of interest was bio-sustainable lubricants.

Modern lubricants were originally designed to meet strict performance specifications, but mounting environmental and sustainability concerns increased the significance of non-technical criteria for the evaluation of lubricants. The first environmentally acceptable lubricants, (EALs), launched around 1990, were marketed as biodegradable and non-toxic. However, newer bio-lubricants are also bio-sourced and made from plant oils, or from biomass feedstocks.

The search

SAL initiated a landscaping study to evaluate opportunities in the bio-sustainable lubricants space. The research highlighted several potential opportunity spaces, so the client commissioned a follow-on technology search to identify partners who could support the manufacture of bio-sourced oils and lubricants across the value chain (from the development of novel feedstocks to commercialised end products). Specifically, there was interest in engaging with start-ups and established companies with products and/or technologies that have been commercialised, or have the potential for commercialisation within a maximum of 5 years. The client was also keen to identify and engage with established consultants, organisations and/or experts with expertise in the design and formulation of bio-sourced lubricants. Primary research was used to verify the appropriateness of each technology and its technical and commercial 'fit' with the client's current business.

"there are definitely a number of opportunities here we will explore further"

"the findings have really helped our internal conversations"

Outcome

28 companies and /or experts were progressed for detailed review by the client

The client took up direct contact with **4 of the 28 opportunities** presented by SAL – three technology owners and one subject matter expert

Samples are currently undergoing evaluation for technical feasibility