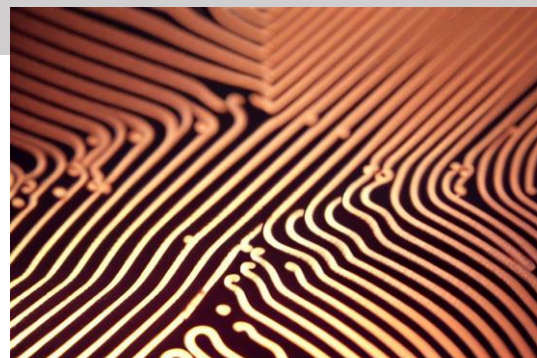


Technology search

Alternative inks for printed electronics

Client overview

A manufacturer of small electrical devices was interested in innovative printed materials as conductive elements to reduce the cost and environmental impact of their products. The printed electronics market is dominated by silver inks, and despite large scale adoption of silver ink and its excellent electronic properties, it is considered unsustainable and therefore did not align with the clients' environmental goals. The client was interested in identifying potential new inks (conductive / resistive) and additive processing methods for paper / card substrates, which could achieve their desired electronic properties with improved sustainability compared to established silver inks. Potential solutions were expected to come from printed flexible electronics used in medical, consumer, automotive, fashion, retail and packaging sectors.



The search

Strategic Allies Ltd (SAL) undertook a technology search identifying inks and processing methods that could be applied to the client's final products. These included large ink suppliers, start-ups, and academics, with the client interested in all stages of development covering both new inks and new low energy processing and printing approaches.

SAL interviewed interesting and relevant potential partners, capturing technical information on their approach and previous experience, with relevant opportunities presented to the client. Further key technical information (e.g. thickness, sheet resistance, substrate applicability, etc) on each opportunity was captured in a summary document, allowing easy comparison to be made between technologies by the client. SAL also gathered and presented wider insights of the market, and specific technology types to help inform the client and aid in their review. This was a valuable reference resource for use when the client starts to engage with potential suppliers.

"Great, really digestible information..."

"Really good input, all check-ins pulled something new out"

"...we have never seen that before..."

Outcome

SAL shortlisted 21 organisations for presentation to the client, capturing technology and company details following interviews

All of these are being reviewed by the client prior to direct contact and next steps

The client was interested in using the technical document generated by SAL for future projects