

## Technology search

## Technologies to enable systems approach for chemicals portfolio

### Client overview

A multi-national manufacturer and supplier of construction chemicals was seeking to differentiate their products for concrete, wood and metal from other suppliers - current products were used in residential, commercial, industrial, infrastructure and institutional applications. The client was seeking to provide contractors and facility managers the ability to apply a product quickly and consistently, check progress / quality of its application, monitor integrity and functionality continually, prevent breakdown and alert a suitable contractor to repair needs. Combined with leading chemistry, an improved product offering or 'system' could increase the health and service life of the structure whilst reducing its overall cost, ensuring the product system is a 'must have' for the end-user.



### The search

The client wished to augment their current product portfolio with enabling technology and devices, which in combination with current chemistry offerings would create a system with distinctive benefits. Technologies of potential interest included: - self-healing solutions for coatings; systems for early and ongoing detection of corrosion inhibition; embedded sensors for in-situ structural health monitoring; improved applicator technologies and software solutions to support, etc. The client was particularly interested in solutions that could be transferred from outside the building and construction sector, in addition to proof of concept stage technologies designed for their application which required further development and support of an established partner. Strategic Allies Ltd (SAL) shared the client's request with their proprietary network, generating a large number of potential concepts for review by the client. Through regular meetings with the client, SAL was able to focus on those solutions of most interest, gaining detailed information from each provider, and providing insights on each technology area.

*"...thanks for all the great hits..."*

*"...thrills me as something really new..."*

*"...we need to evaluate what our business idea for the sensor arena will look like..."*

### Outcome

**37 companies and solutions were shortlisted and presented** to the client over a **6-month search period**

The client prioritised **8 companies for direct contact** to explore further – initial conversations were held and NDAs were signed with 4 companies to discuss testing, with **2 options progressing to advanced strategic discussions** (at time of writing)