

DuPont's New Partnering Models

Industrial Venture Collaboration (IVC)*

UIDP 2016, Dr. Karsten Keller, DuPont Science & Innovation

** This term does not exist or is used*

Our Commitment to Science-Based Innovation Remains at our Core



DuPont is deeply committed to scientific innovation.

- The changes we have made will improve the overall focus of our R&D company-wide, maintaining scientific excellence and performing more competitively in the marketplace.

DuPont is a leading investor in industrial R&D.

- As one of the highest investing R&D companies in the world, DuPont is driving forward the key innovation principles that have always distinguished the company.

DuPont's Historical Collaborations with Universities (examples)

- MIT – provided **money** to generate excellent **scientific results** (till 2010)
- Stanford – provided **money** to generate excellent **scientific results** (till 2015)
- General university collaborations – provided **money** to get **specific fundamental knowledge** (till 2015)
- Targeted university collaboration (AMS Call) – provided **money** to **solve specific challenges** (till 2016)

Challenge for the Future

- Need of **greater business impact**
- Overcoming “Valley of Death” and “Most Start-ups fail”

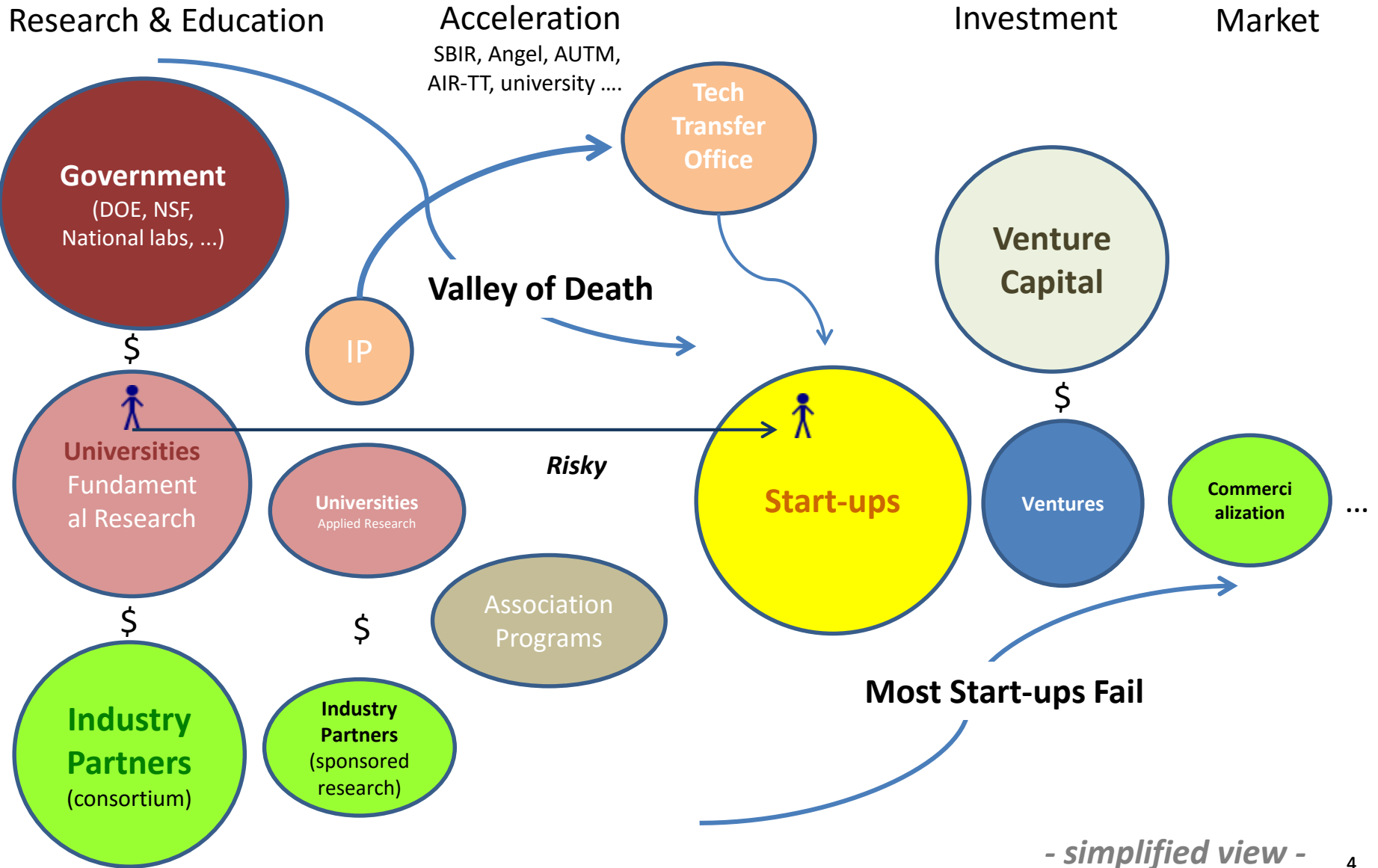


New model to partner as IVC

Traditional Innovation at Universities

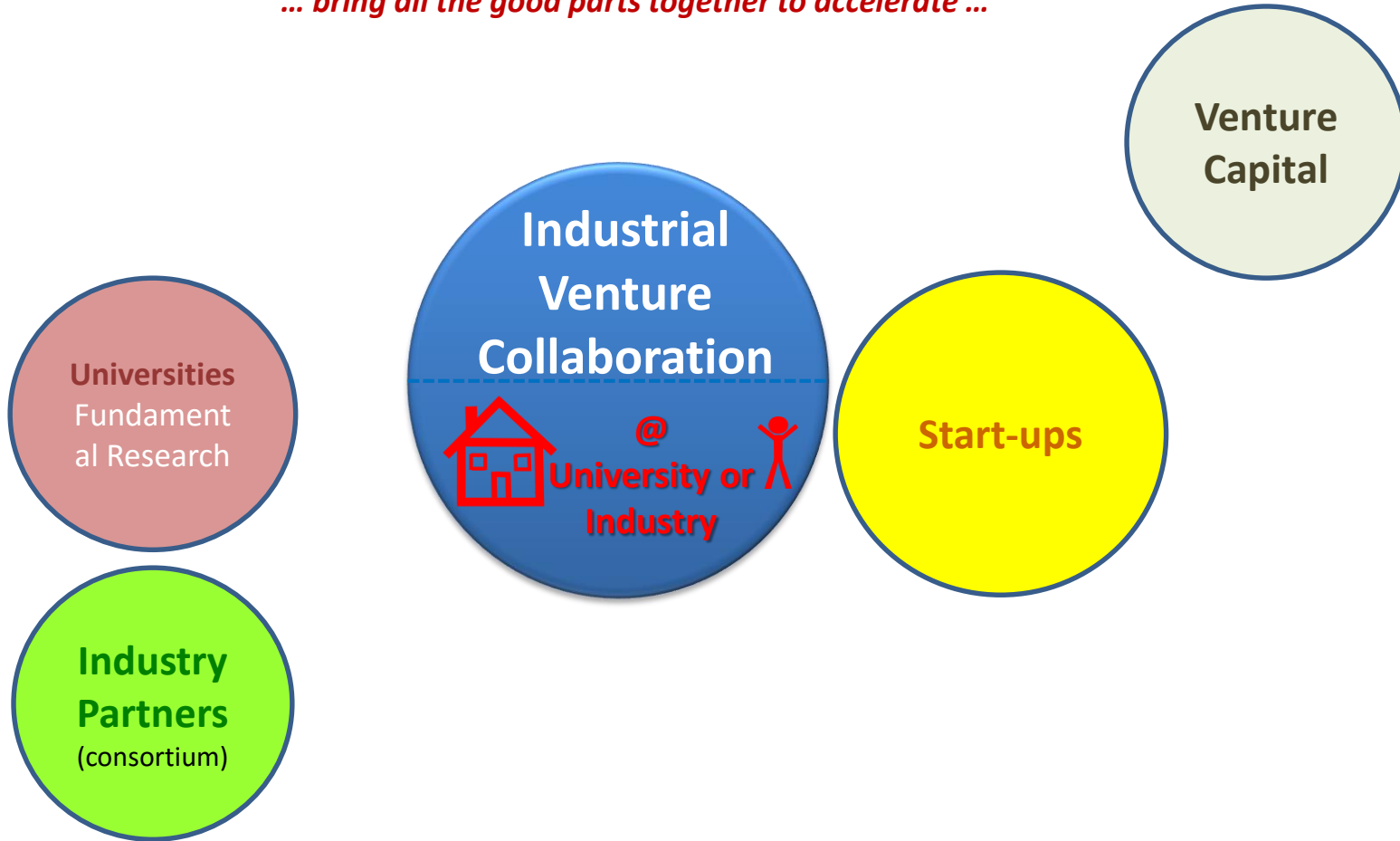


... is linear, in separate places and institutions, and slow ...



- simplified view -

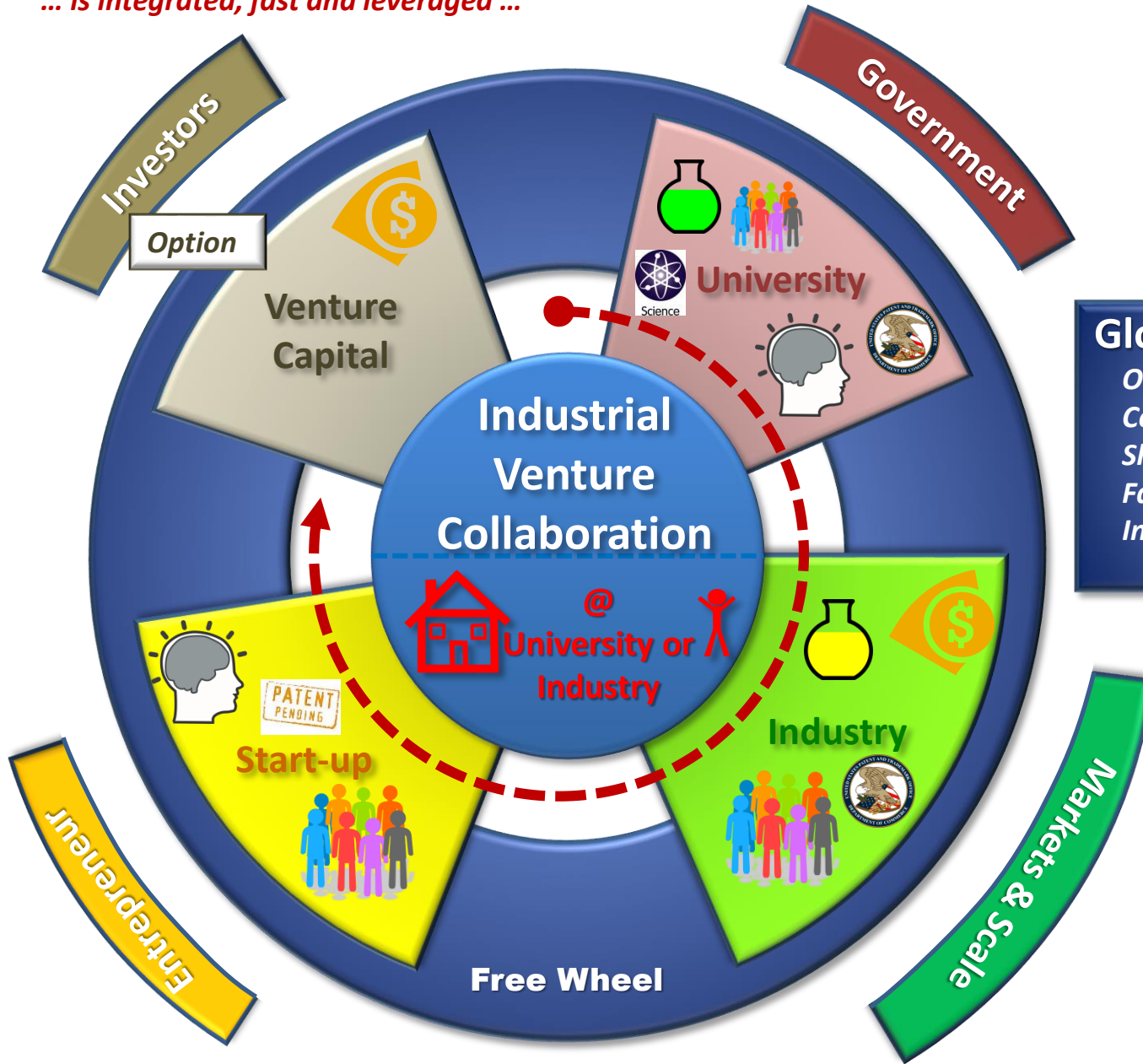
... bring all the good parts together to accelerate ...



Industrial Venture Collaborations (IVC)









... is integrated, fast and leveraged ...



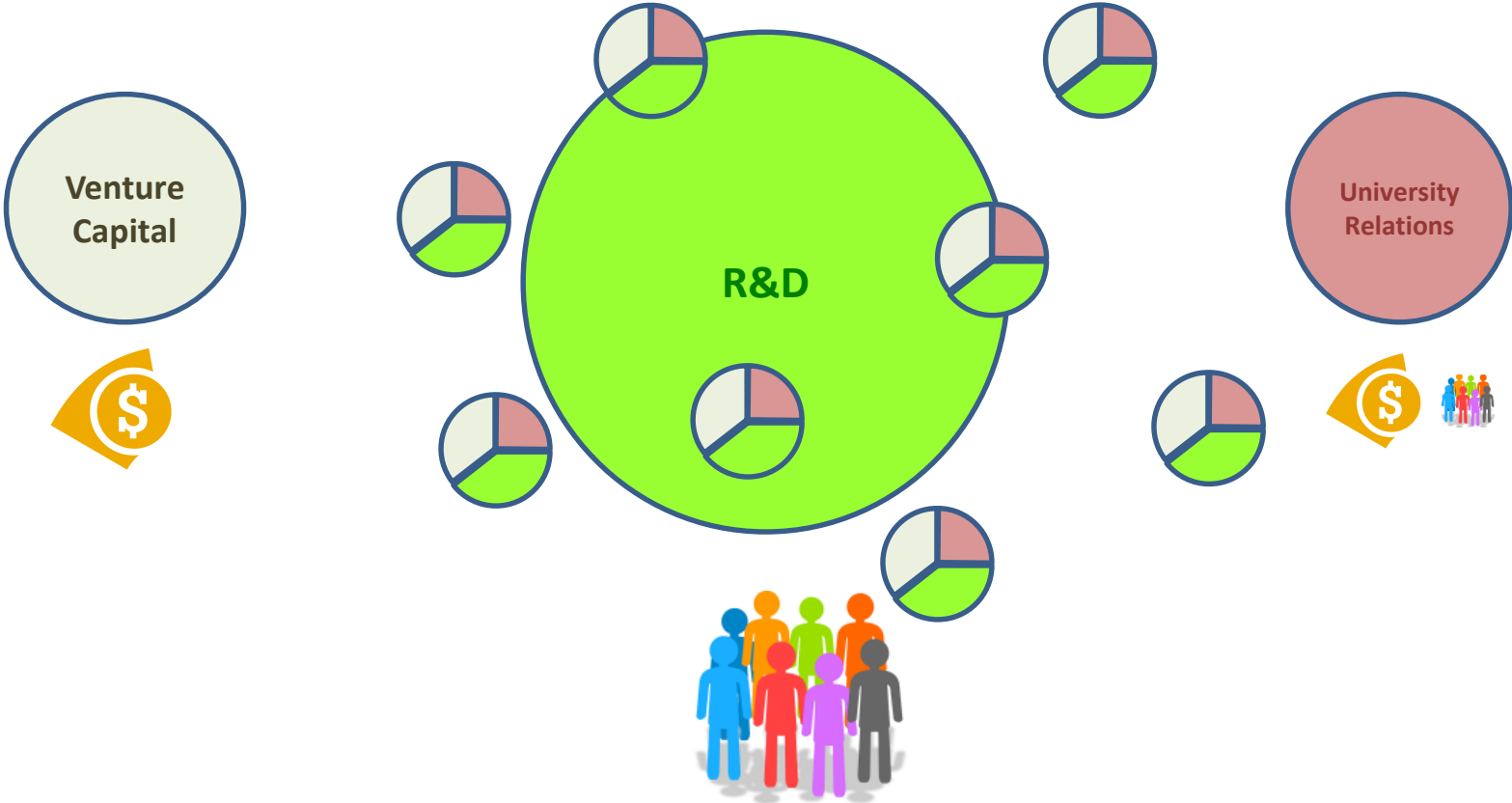
Global Venture Set-up:

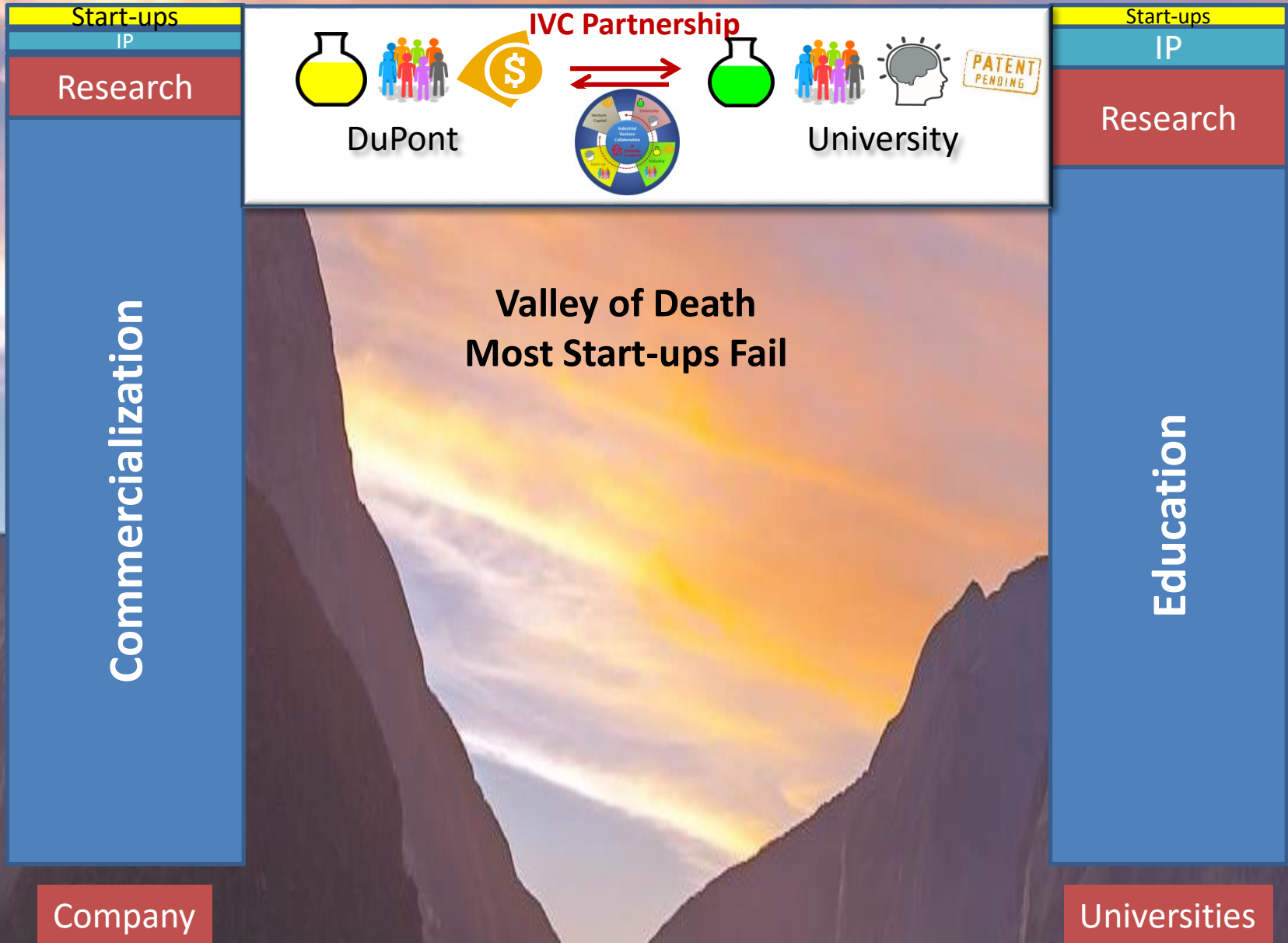
- One Team
- Co-Located
- Shared IP
- Fail Quickly or Succeed
- Independent Leadership




-  Laboratory
-  Active Staff
-  Knowledge & Ideas
-  Patents
- 
-  Learn & Pivot

... building many flexible small teams and work with the start-ups







What's your Feedback?



Appendix

