

Enhance Market Demand for ICM Technologies

To enhance market demand and the efficiency of translating ICM-related R&D, we suggest following strategies:

- **Expand Technopreneur-In-Residence**

To boost researchers' understanding of the challenges and opportunities in the ICM market, a group of Technopreneurs in Residence ("TIRs") can serve as bridges and advisors. These TIRs have the technical expertise, commercial experience and market contacts to assist the researchers in IHLs and RIs in understand the business opportunities presented. Working closely with entrepreneurs, TIRs help IHL and RI build high growth, innovation driven tech startups that can scale up quickly and serve global customers more efficiently.

- **Enhance technology search platform**

We can enhance current technology search platform(s) to create awareness of the rich and compelling suite of ICM technologies and research areas from local IHLs and RIs. It will allow ideas to cross-pollinate across the whole R&D value chain, and can potentially be used as a crowd-sourcing platform to validate business relevance of research works. Interested companies can post challenge statements on the platform for the research communities to solve. This will result in better matching of supply of new technologies to industry demand and a smoother flow of IP between IHLs/RIs and industries. It also provides excellent networking sessions for technology seekers and technology providers to gain access to a diversified pool of IP and technologies.

- **Encouraging an Open-Source Spirit to Accelerate R&D**

More brains are better than one. That is why an open-source approach, where organisations share their internally-developed knowledge with people outside, is useful to catalyse R&D in Singapore. For example, Procter & Gamble's "Connect + Develop" initiative taps on a community network of customers, former employees and external experts to accelerate internal innovation.

- **Enhancing the Commercialisation Process of Existing Technology Transfer Offices**

Technology Transfer Offices ("TTOs") can consider adopting best practices from local and overseas agencies to enhance the commercialisation process. For example, TTOs can improve the way Singapore-based businesses acquire technologies to improve their processes, products and services.

- **Providing Public Sector Support**

The public sector can take the lead to be one of the first customers to test new ICM technologies. This can help bring R&D from the labs to the market.