



## MEMBERSHIP BENEFITS

### BENEFITS TO UNIVERSITIES

- Investigating and evaluating the feasibility of new technology for commercialization, thus screening of projects to identify those with possible potential.
- Identifying possible shortcomings and additional research required.
- I&TN can play the role of taking research projects, where required, to the next phase or level of development, by contracting some aspects out to specialised units, to take identified products to a level of readiness for commercialization.
- Marketing of own services through listing under "Centers of Excellence".
- A link to their own site.
- Making research more applicable; more industry and community related.
- Facilitating of additional research and development (R&D) required for commercialization.
- Assisting with sourcing of R&D funding in order to make this possible.
- Research & development assistance.
- I&TN can also assist with the compiling of clinical trials protocols and facilitating research projects (i.e. marketing trials).
- Listing of projects with potential for commercialization under "Available technology".
- Scouting for industry partners and commercialization partners.
- International and local collaborations.
- Beneficiation and value adding of technology, especially locally.
- Encouraging entrepreneurship.
- Business development plans.
- Project management.
- Community projects.
- IP Management, including patents and trademarks. I&TN would help build an intellectual property docket of the project, ensuring all agreements with third parties are in place to ensure confidentiality, and protection is guaranteed. This can significantly reduce due diligence procedures.
- Consulting services at discounted rates i.e.
  - project management;
  - legal support;
  - etc.
- Advertisements of available positions.

Members of I&TN will have access to on line support services, assisting them with information regarding;

- intellectual property issues i.e. patents and trademarks;
- legal issues i.e. confidentiality, copy right, etc;.
- indigenous knowledge issues;
- business plans and budgets;
- registration issues;
- import and export issues;
- market needs & trends;
- grants & funding opportunities;
- and many more...

### BENEFITS FOR THE INDUSTRY

I&TN has access to most of the research and developments in the field relating to African medicinal plant extracts.

I&TN acts as a contact between companies and research facilities assisting them with the screening of project proposals for potential products, and thus serves as the link between these institutions and multinational companies looking for products to commercialise and market.



## MEMBERSHIP BENEFITS

In this process I&TN can play an important role in:

- Identifying new technology with potential.
- Assisting with literature searches, patent searches and the gathering of scientific information in the fields of interest for pharmaceutical companies, in order to evaluate the potential of development in a certain area.
- Investigating and evaluating the feasibility of technology.
- Identifying possible shortcomings or additional research required.
- Facilitating of additional research and development (R&D) required for commercialization.
- Assisting with sourcing of R&D funding.
- Assisting with R&D.
- Assisting with community projects.

I&TN can also assist with:

- The compiling of clinical trials protocols and the facilitation of research projects and smaller clinical trials, i.e. marketing trials.
- Business development plans.
- Beneficiation / Value adding of technology, especially locally.
- Encouraging entrepreneurship.
- Project Management.
- IP Management, including patents and trademarks. I&TN would build an intellectual property docket of the project, ensuring all agreements with third parties are in place to ensure confidentiality, and protection is guaranteed. This can significantly reduce due diligence procedures.
- Scouting for industry partners and commercialization partners.
- I&TN can play the role of taking research projects, where required, to the next phase or level of development. This will be done by contracting certain aspects out to specialised units in this field in order to take identified products to a level of readiness for commercialisation.
- All major universities and research institutes in southern Africa will be members of I&TN.

Give your company the competitive edge it needs.

Talk to the people, who know the people!

## BENEFITS TO RESEARCHERS

- Registration as member of I&TN.
- Memorandum of understanding between I&TN and the university or institute of employment.
- Confidentiality agreement.
- Access to past research.
- Access to new research on a voluntary basis.
- Members will have access to on line support services, assisting them with information regarding;
  - intellectual property issues i.e. patents and trademarks
  - legal issues i.e. confidentiality, copy right, etc.
  - indigenous knowledge issues
  - business plans and budgets
  - registration issues
  - import and export issues
  - market needs and trends
  - grants and funding opportunities
  - bursaries
  - congresses and conferences
  - and many more... thus making his/her work easier and increasing their output.
- Promoting collaboration, especially internationally and with industry.



## MEMBERSHIP BENEFITS

- This will assist the researcher to do more focused research (more industry and community related).
- Better access to funding (i.e. due to improved collaboration).
- Increased opportunities for contract work and consulting work.
- Output of a better student that is more prepared for industry
- Marketing of own services and those of your center or institute.
- The possibility of making a difference, in the community and life in general!

## FIELDS IN WHICH SERVICE PROVIDERS COULD PLAY AN IMPORTANT ROLE

- Management support
- Planning support (i.e. business plans)
- Financial planning, budgets and cash flow analysis for projects
- Compiling of grant applications
- Patents and trademarks
- Intellectual property management
- Registration of medicine issues (local and international)
- Import and export assistance
- Market needs and trends
- Legal advice and contracts
- Indigenous knowledge systems
- Travel and accommodation arrangements
- Language and translation services
- Cultural orientation services
- IT management
- Laboratory equipment
- Laboratory chemicals
- Placement and personnel issues
- Suppliers of raw material (i.e. herbal extracts) for industry and the export market

This is the ideal opportunity for any company doing business in any of the above mentioned field to effectively reach their market, as well as for companies to get international exposure and experience. It will give your company a focused marketing opportunity with a link to your own site. The people using this site already have a defined interest in making use of the type of service your company provides!

Make sure it is your advert they see and not that of your opposition. Only a limited amount of service providers will be allowed to market per field of interest. Exclusivity can also be negotiated.