

BIOFUELS & BIOENERGY

An expansion and diversification of bioenergy in heat, power and transport is observed worldwide. With markets will optimizing around their domestic resources, opportunities for economic growth and international collaboration may open up new business opportunities for technology developers.

Advancing efforts can be seen in the development of new biochemical and thermochemical processes that allow a greater variety of feedstocks to be used. There are also opportunities in increasing the economic and environmental performance of first generation biomass conversion processes.

Companies in a range of sectors are realising that there are benefits in getting involved in bioenergy and biofuels. The commercialisation of new technologies might requires cooperation across industries to complement in-house capabilities and guarantee long-term access to feedstocks.

In addition, biomass derivatives can be used in the production of a number of high-value products. This offers an opportunity to improve the economic performance of bioenergy systems and reduce environmental impacts by lowering the need for additional biomass production.

OUR CLIENTS:

Our clients are typically companies who want to apply their capabilities and expertise in new sectors, who want to expand their existing business into new unfamiliar territories or, who are looking for technological solutions that are not readily available in the market.

We cover applications in power, heat and transport, in both the UK and in prominent international markets. We also cover feedstock development, biomass pre-treatment and conversion processes - including (current and advanced generation technologies) and sustainable agricultural practices.

Clients use our knowledge and networks to understand the markets and identify potential development and exploitation partners. We help clients develop successful partnerships for research and technology development, exploitation and transfer.

Most of our clients are based in the UK. We also work with companies in other key markets, including Brazil and India. We have access to a truly international network of contacts that are developing new technologies or looking for opportunities in bioenergy.

OUR OFFERINGS:

We carry out market to help business clients to identify, develop and exploit opportunities in technology development and transfer in the UK and in prominent markets. This includes the identification of potential clients and development partners – e.g. companies that have access to feedstocks. Through our network we can also offer access to grants, VC and angel funding.

We help clients to develop R&D strategies and identify suitable research and development partners. We can also help them identify sources of funding for research and development and develop funding applications. We can also manage the relationship with the research providers if required.

InCrops runs a distributed enterprise hub with 13 world-class research institutes with complimentary capabilities in biosciences, agricultural R&D and environmental sciences. That means that business opportunities are addressed within their scientific, technical and commercial contexts, by the InCrops team of Business Innovation Managers and hub partners.

CASE STUDIES

Technology transfer and partnership development

A British supplier of anaerobic digestion systems is looking to enter the Brazilian market with its proprietary technology for treatment of liquid bio-wastes and production of bioenergy. We are producing a comprehensive report on the anaerobic digestion sector with the view to identify potential development and exploitation partners for the client and facilitating introductions.

Market analysis and product innovation

A British SME with proprietary know-how on biochemical processes and with experience in the biofuels sector is looking to partner with a major sugarcane and bioethanol producer in Brazil to joint develop a novel process to produce high-value chemicals from biomass. We are analysing the size of the market for their technology and identifying potential development partners.

R&D strategy and market analysis

A British SME with a novel process for the production of bioethanol from residues of the fruit sector in Central America is looking for R&D partners to upgrade the technology to industrial scale and is considering the possibility of entering South America. We are helping them identify research and development partners in the UK and understand the market and opportunities for their technology in Brazil.