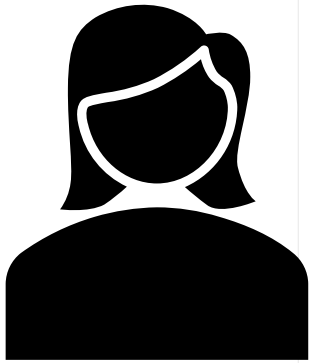
innosabi
a Questel company

innosabi Insight

Partners Identification
For Open Innovation Managers & Corporate Venture

PARTNERS IDENTIFICATION

Need



We spend time **evaluating** companies/technologies, performing deal work and coordinating the firm's data and **reporting** processes.

We need to find and **screen** new companies or technologies. This includes **making decisions** to push companies/technologies forward through the investment process based on initial diligence.

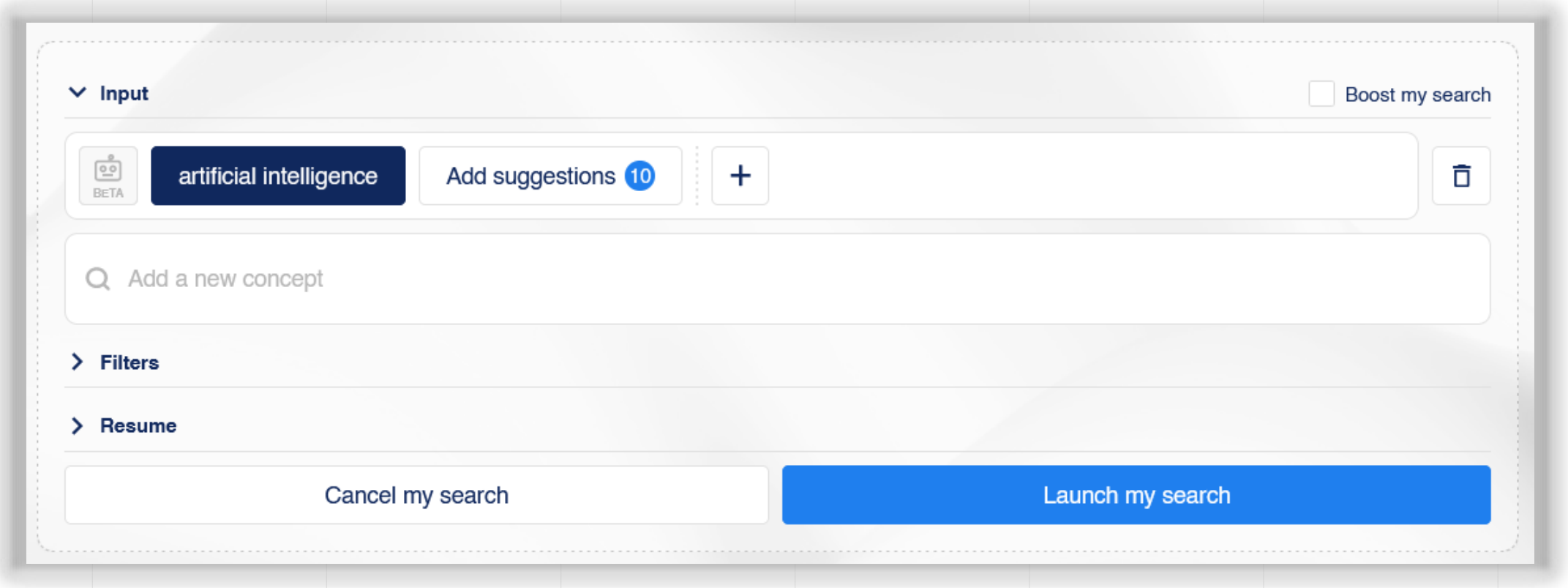
We are travelling often, meeting many people, therefore the need arises to be **efficient** with data mining.

Venture Capital Analyst
Open Innovation Manager
Partnering Manager
Community Manager
Technology Scouter
Investment Analyst

PARTNERS IDENTIFICATION

Everything starts with keywords related to the opportunity

The larger, the better



PARTNERS IDENTIFICATION

Refine your search query

Find synonyms and/or specific terms to improve your search.

Scientific articles are a great source to identify additional keywords.

Fuzzy logic, neural networks …

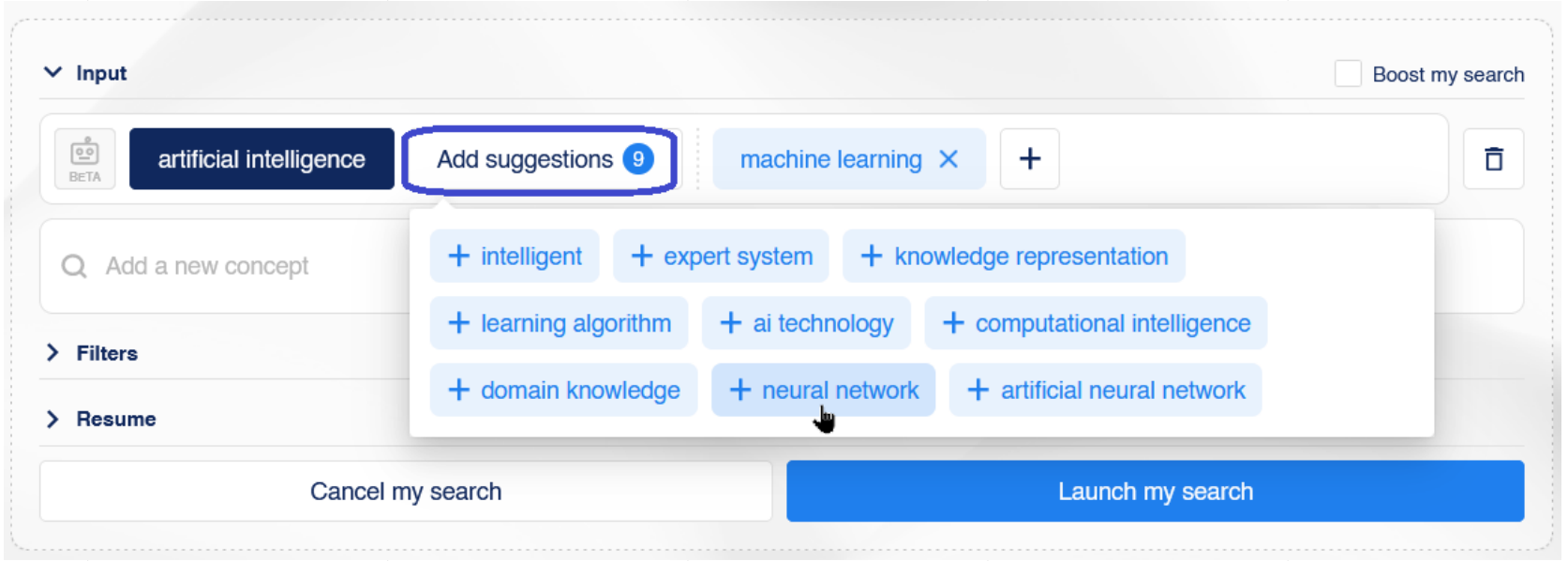
PARTNERS IDENTIFICATION

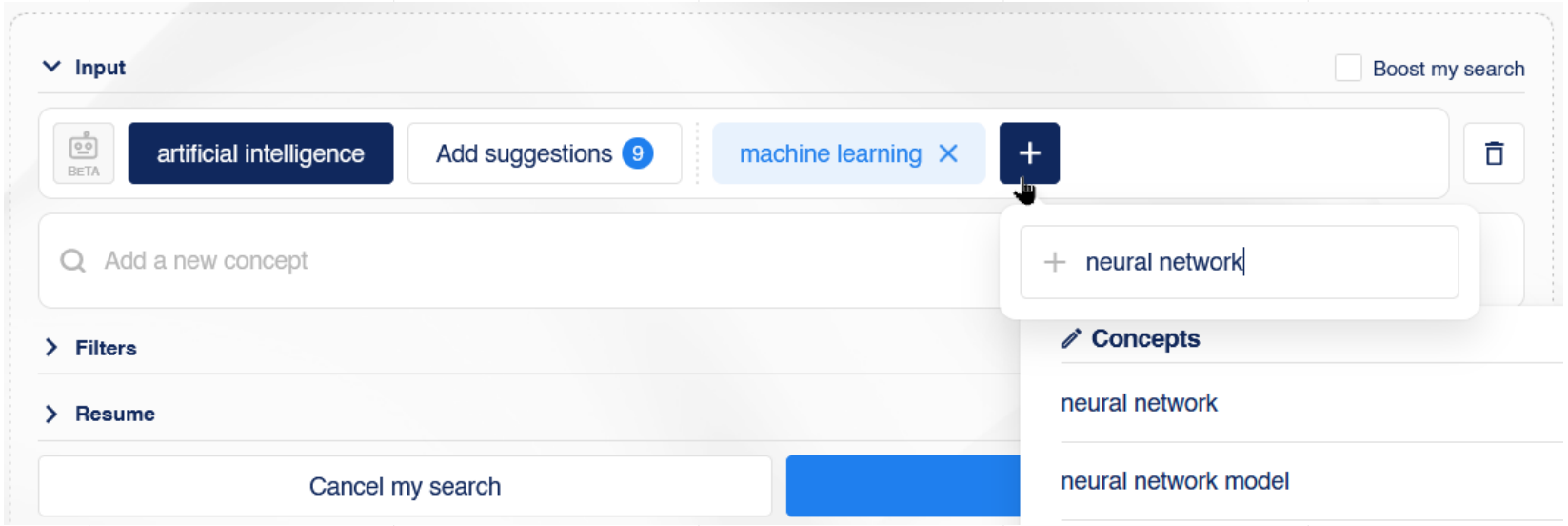
Refine your search query

Develop your search query to obtain an accurate landscape of your opportunity

Use the keywords suggestions to refine your search

Type keywords manually if there are not in the suggestions



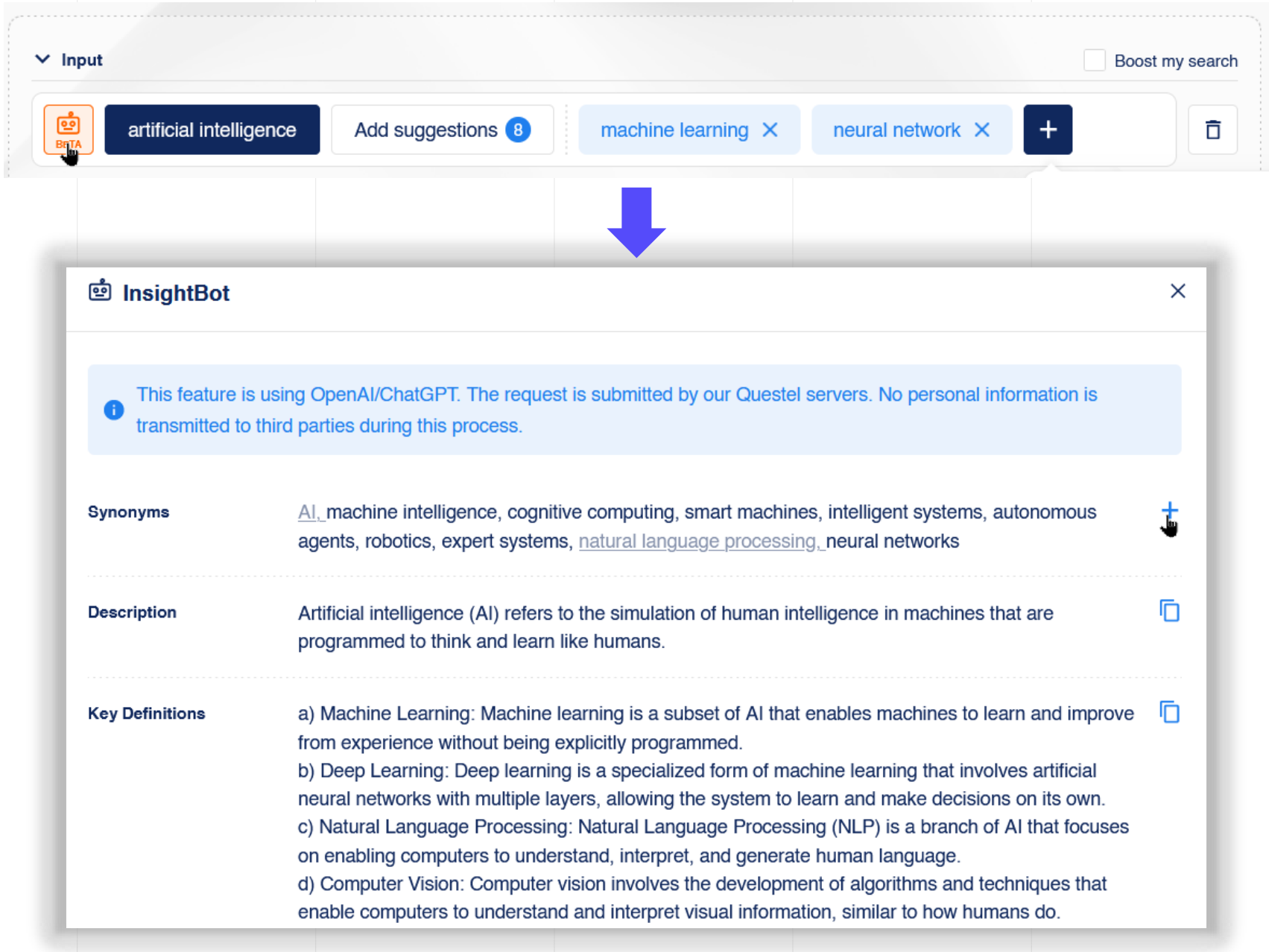


PARTNERS IDENTIFICATION

Refine your search query

Develop your search query to obtain an accurate landscape of your opportunity

InsightBot provides you with rich information to help you builidng your search strategy



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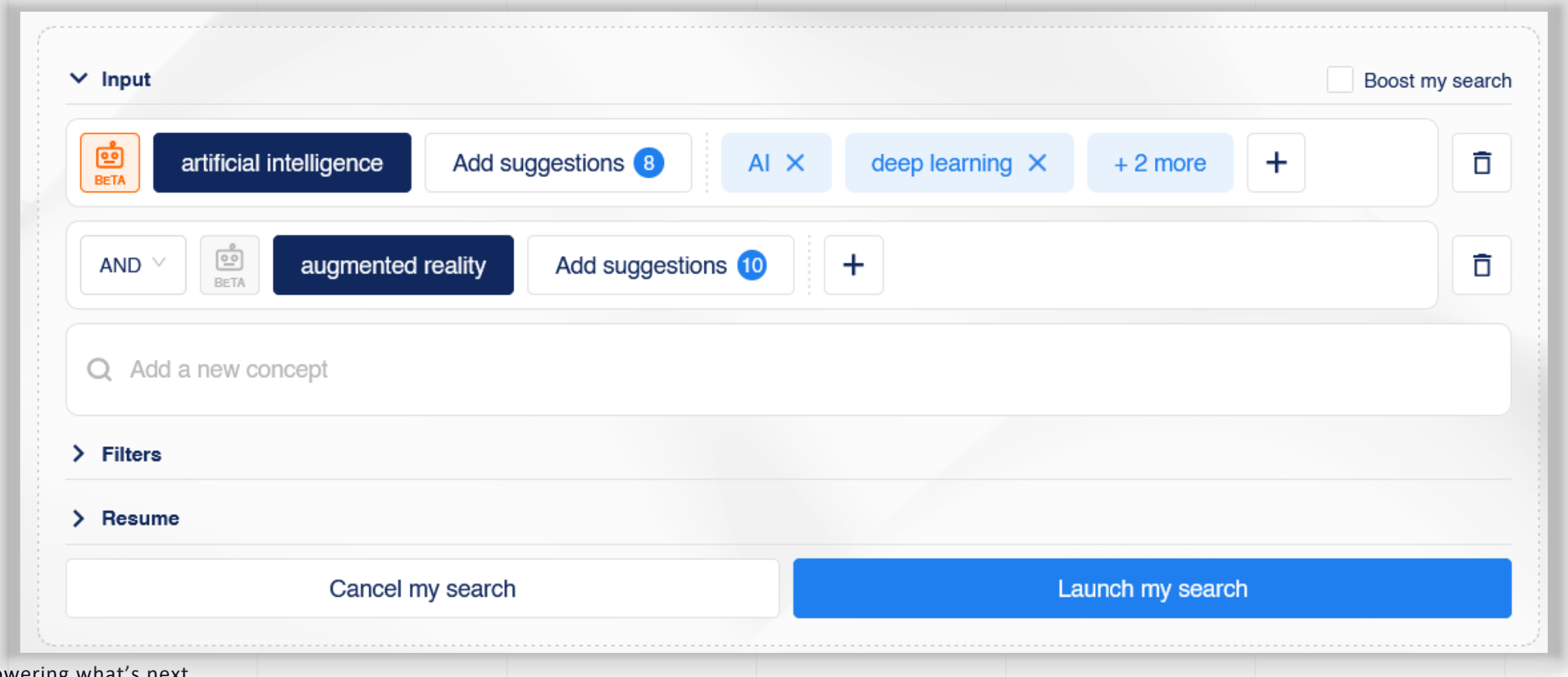
Refine your search query

Develop your search query to obtain an accurate landscape of your opportunity



PARTNERS IDENTIFICATION

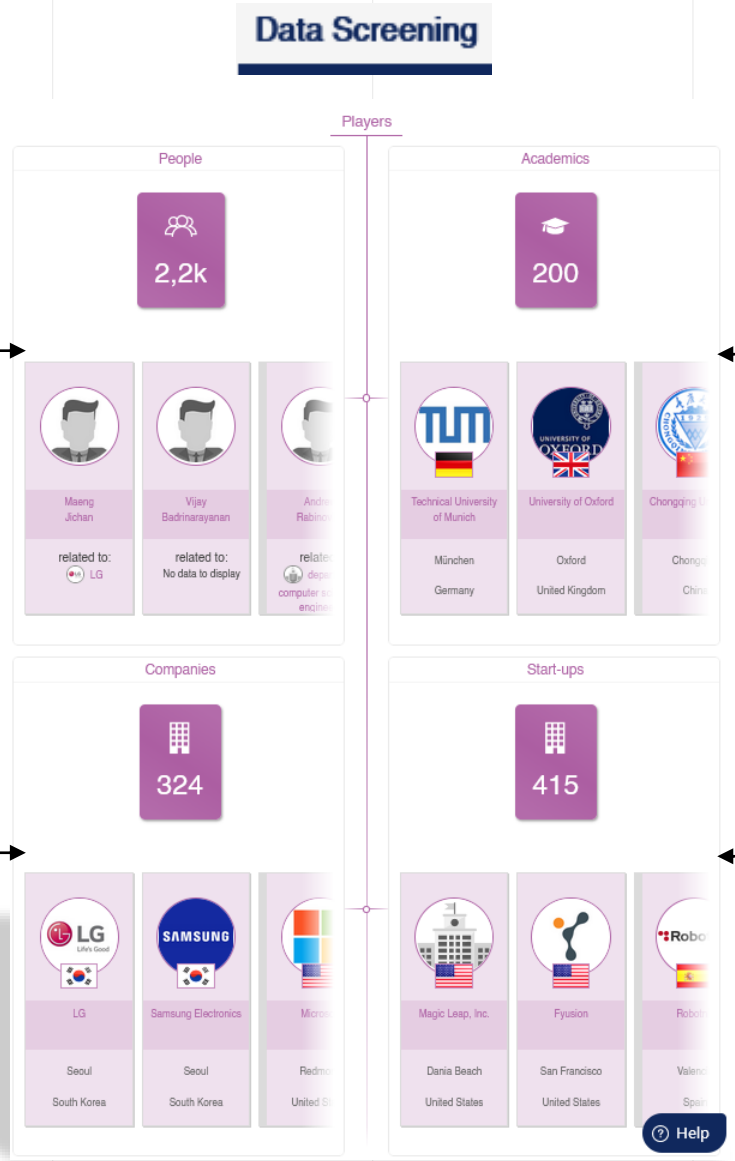
Identify

The best scientists, engineers or inventors of the field, likely to be able to bring value to your company

The most skilled academical entities for the studied domain. A great source of partners to fill the gaps of your team or provide additional competencies in innovation projects

The leading companies regarding their innovation performance

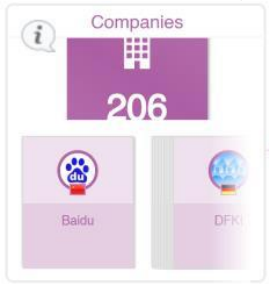
A list of potential startups and small companies (<250employees) that needs to be assessed and considered as possible acquisitions or partners



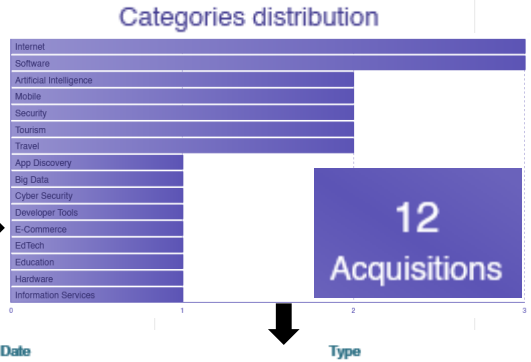
PARTNERS IDENTIFICATION

Screen

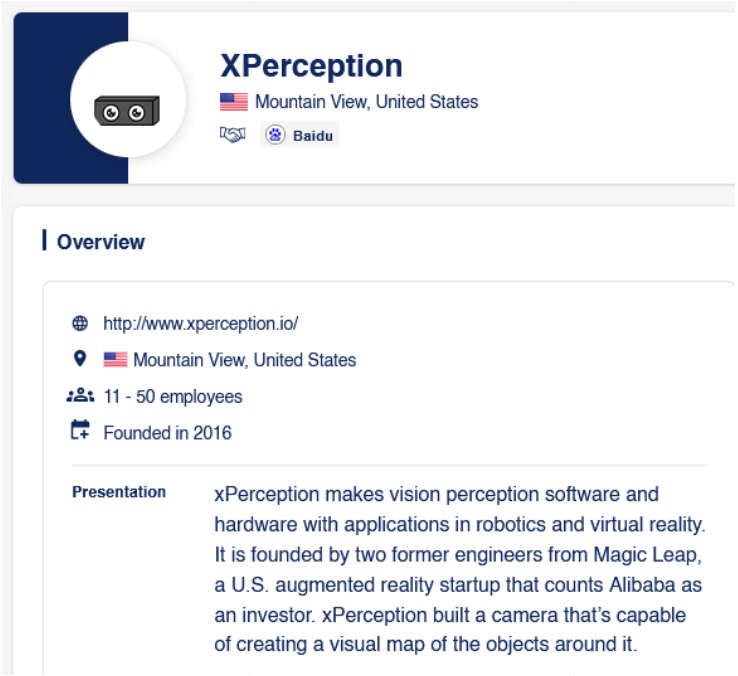
Our ranking helps to analyze open innovation activity of the best companies



- Baidu
- Capital One
- Sony Interactive Entertainment
- Accenture
- Tobii
- Facebook
- DFKI
- Airbus Group N.V.
- Adobe Systems
- Tata Sons
- Naver Corporation
- European Data Incubator
- Koninklijke Philips
- Qualcomm



Date	Type	Related to
5 Jul 2017	Acquisition	KITT.AI
13 Apr 2017	Acquisition	XPerception
16 Feb 2017	Acquisition	Raven Tech
1 May 2015	Acquisition	popIn
16 Apr 2015	Acquisition	Anquanbao
9 Oct 2014	Acquisition	Peixe Urbano



Among the top companies involved in AI solutions for augmented reality, the M&A activity is not intense -R&D is supported internally. However, Baidu has made an excellent acquisition in 2017, Xperception.

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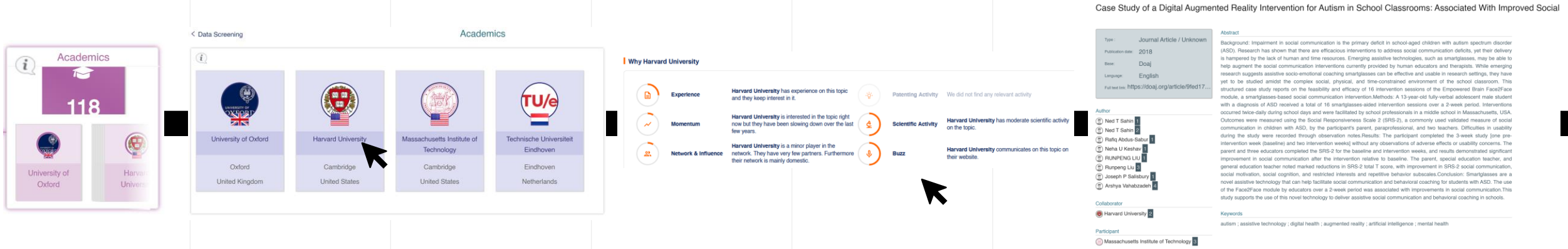
Evaluate

In-depth analysis of our metrics and documents for a specific player allows to select skilled partners.



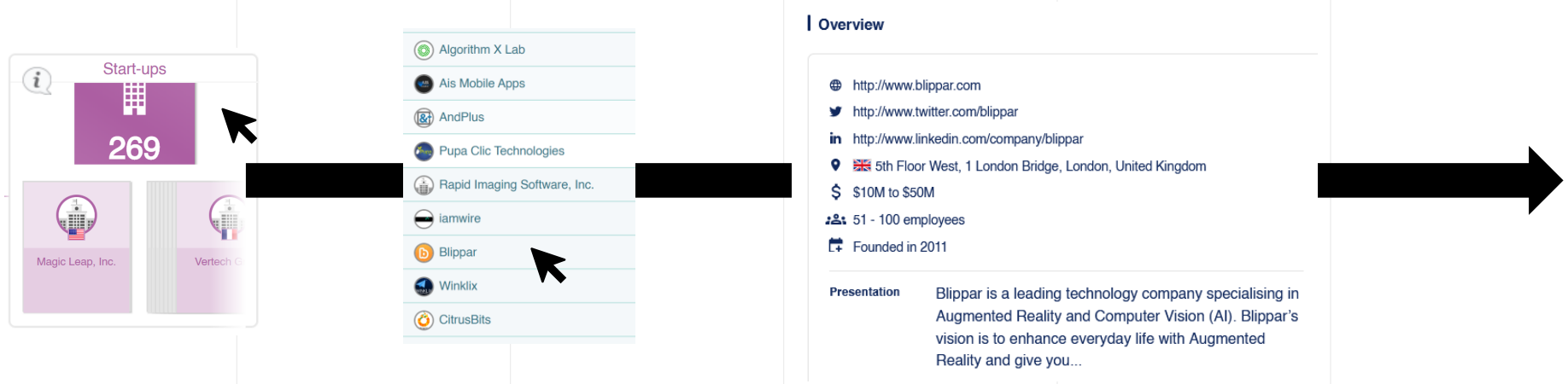
Harvard University has a knowledgeable team regarding the use of augmented reality for coaching and improved social communication.

According to their collaborative network, they have yet to work with another corporation, therefore there are no strings attached.

PARTNERS IDENTIFICATION

Evaluate

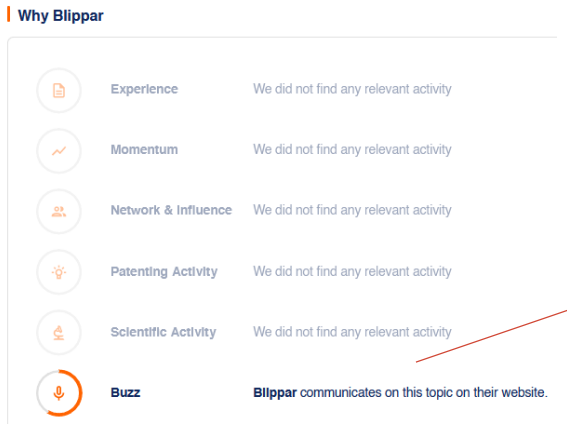
Going over the presentation of potential startups assists in identifying disruptive companies aligned with our search.

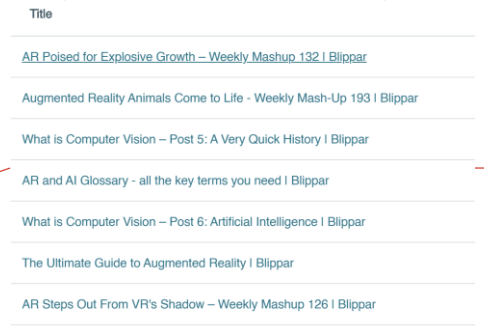


Blippar is active in the field and matches with the use of AI in augmented reality.

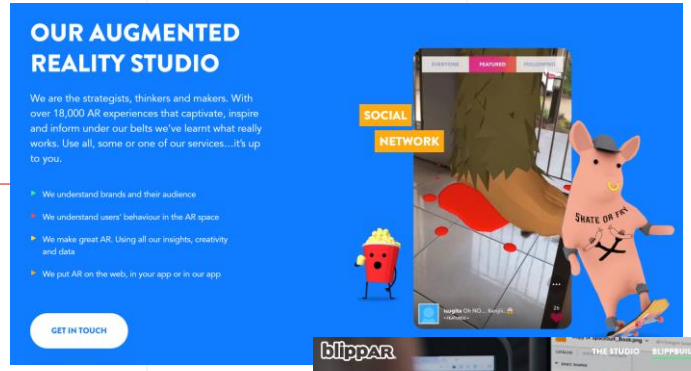
PARTNERS IDENTIFICATION

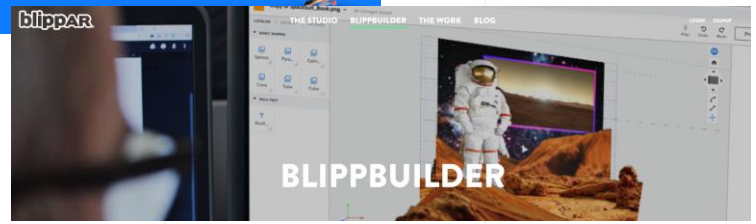
Make decision

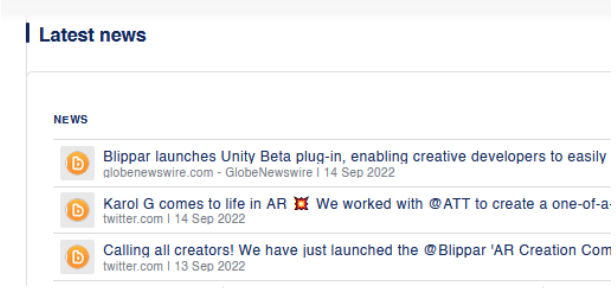


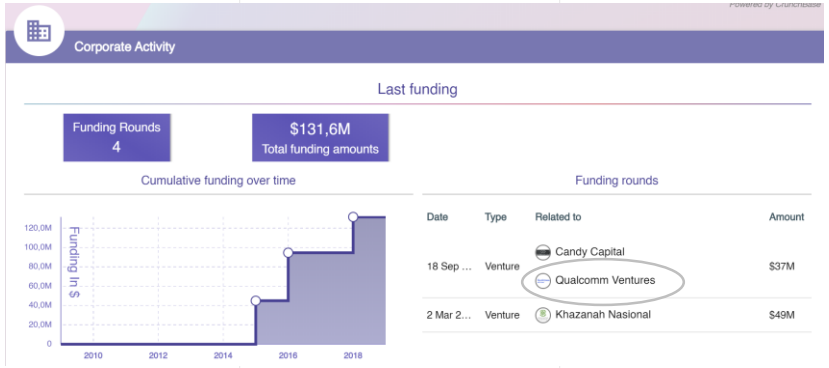


They have no IP, but offer services and a product Blippbuilder.





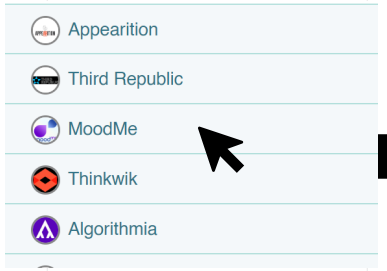


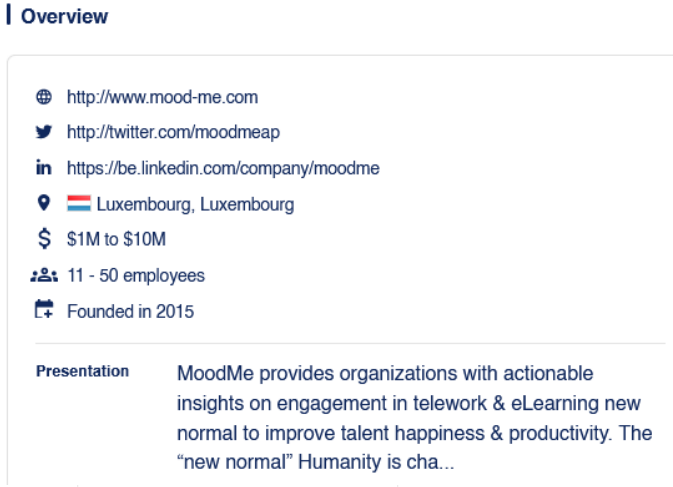


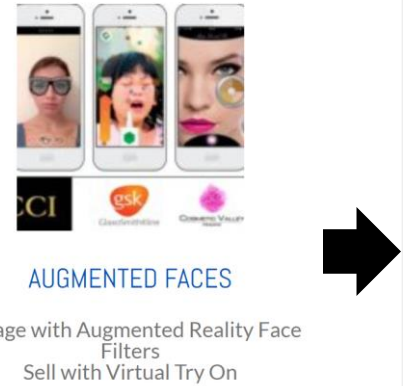
Still very active, they have been very well funded. But the presence of Qualcomm Ventures can be a constraint.

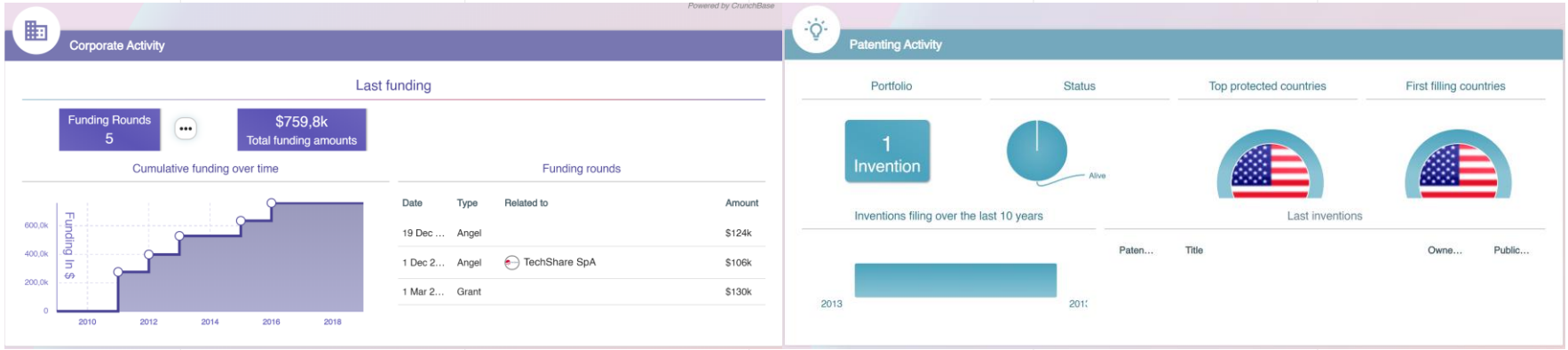
PARTNERS IDENTIFICATION

Make Decision



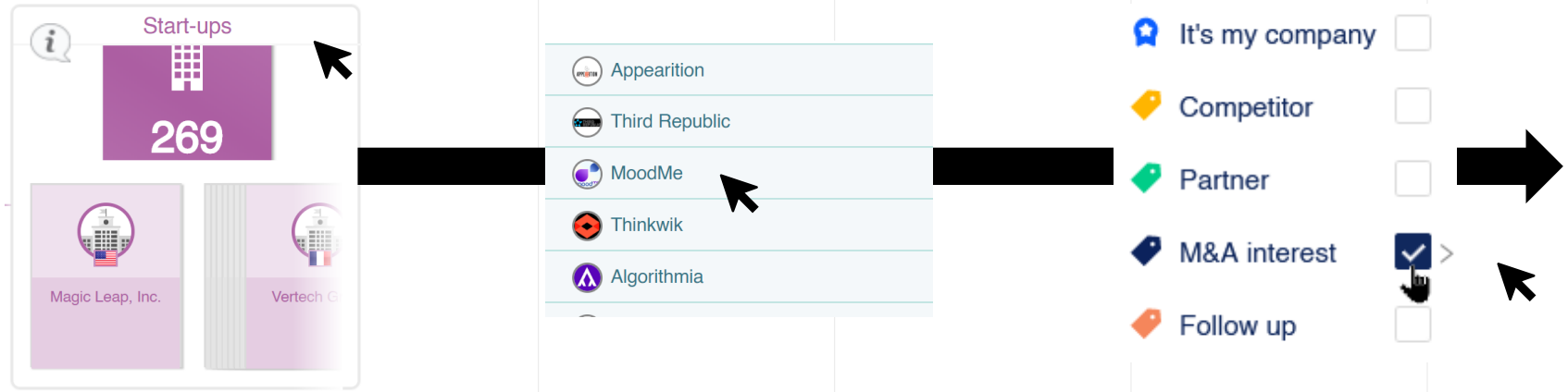






Finally, a startup such as MoodMe, with a patent and a more accessible capital could be a better target.

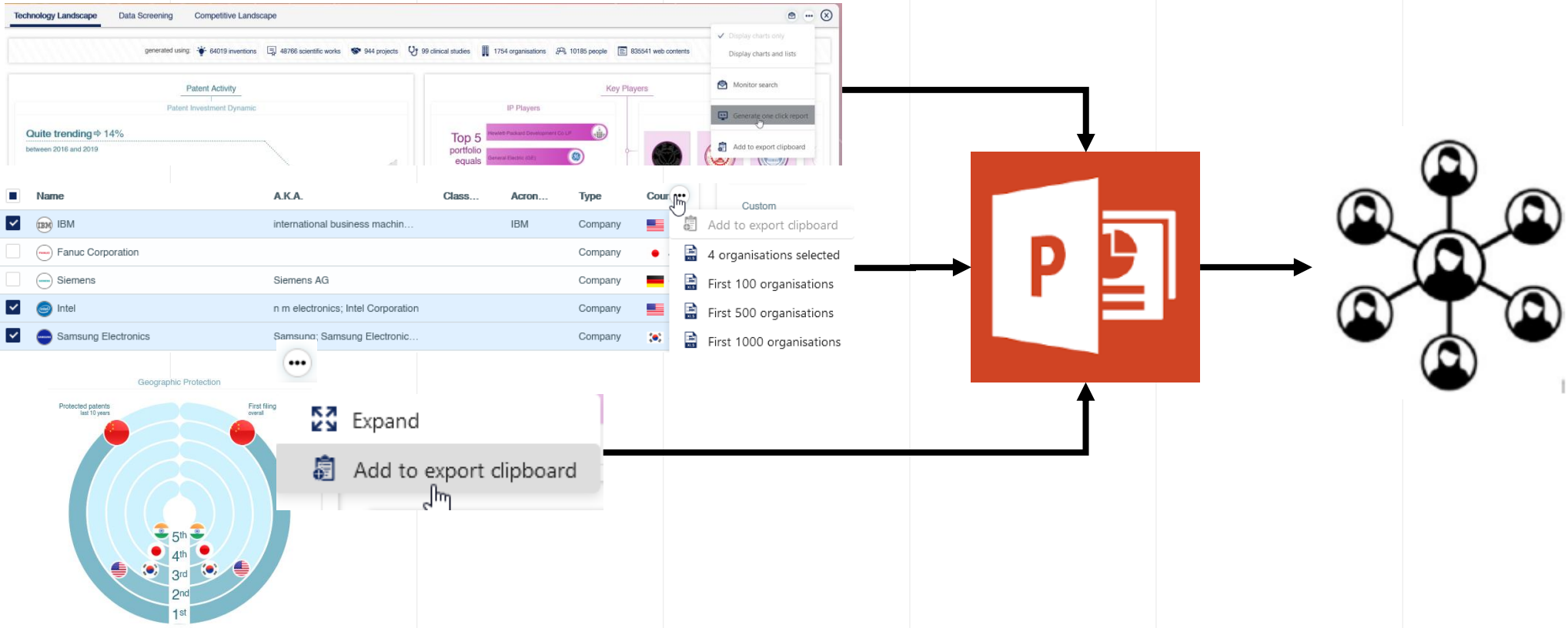
Save


Start-ups
269
Magic Leap, Inc.
Appearition
Third Republic
MoodMe
Thinkwik
Algorithmia
It's my company
Competitor
Partner
M&A interest
Follow up

PARTNERS IDENTIFICATION

Report

All charts and data can be exported as a picture, an Excel spreadsheet or a Powerpoint presentation : It means data can be manipulated and reports can be shared with management or team mates in the company.



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You create the future.

So what are you waiting for? Get in touch and ask for a personal demo or talk with one of our experts to find out how innosabi can help you.

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