

Life after Death: Establishing a Successful Information Research Consultancy

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Summary

- Why do this?
- What does it take?
- Positives and Negatives



Why do this:

- Passion for the subject
- Continued use of experience
- Continued learning
- Doing something that's of value



What Does it Take?



Experience (R&D, 1975 – 1995)

- Agrochemicals
- Pharmaceuticals
- Commodity and Specialty chemicals
and polymers
- Processes



Experience (Information Research, 1995 – 2015)

- Chemicals, plant GMOs
 - Business information
 - Detergents
- but...



...Detergents consist of:

- surfactants (anionic, cationic, nonionic...)
- enzymes
- dyes, fluorescers
- sequestrants
- bleaches
- solvents
- perfumes
- polymers
- thickeners
- product forms, processes

**All of this experience continues
to be used in carrying out
information research projects**



Patent opposition

- inventors undertake prior art research
- patent office undertakes search
- patent granted

- and then...



Patent opposition

- and then...



Patent opposition

...it comes to you!



World Class quality

- one sentence in one document published in any language can break your invention
- we are working in the 99+ % domain



World Class quality

- not for the novice
- at least 10 years experience required



Requirements

- time!
- reduce the “adulthood”
- outsource non-core activities



Starting up

- registered company, VAT number
- business plan
- professional liability insurance
- CDAs
- Confidentiality



Starting up

- type of work
- focus on your core business
- be professional
 - timelines
 - reporting



Positives and Negatives



Negatives

- not a 9-5 job
- company infrastructure disappears
- suppliers' contracts
- paying bills
- tracking income

More...



Even more negatives...

- taxes... taxes... taxes...
- good record-keeping essential
- work can be erratic
 - nothing or OTT



But the positives 😊

- continue doing something that you are passionate about
- work is where the laptop is
- doing something of great value





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Questions ?????

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