



Roy Fuscone

Innovation And Growth

A proactive approach and successful experience advising SMEs on commercialisation of new ideas/IP/technology; and leading cross-functional project teams, from the Innovation Funnel to Commercialised Products. Commercially and financially astute, with strong attention to detail, and delivering on time and to budget. Good knowledge of Intellectual Property Rights, and their management, supported by knowledge of marketing, finance and development of contracts. Experienced as Coach, Consultant, Director and Chairman.

INNOVATION

- Author of NEDO response to Government on Intellectual Property Rights and Innovation
- Author of NEDO Study Paper for the 'IP Industry' on commercialising IP
- Initiated cross-departmental seminar – Cabinet Office, DTI, The Patent Office and The Ministry for Science
- Leading to contributions to Government Policy for successful commercialisation of innovation

DELIVERY AND TRANSFORMATION

- As Chairman and MD, an SME with a world leading consumer healthcare product – Purflo; led IP development and management, business planning; raised £1.4m in grants and equity; led market entry
- As Chairman and CEO, a start-up company with world leading software developments – Fuel Matrix -raised £280K for development, product testing, creation & management of IP, and collaborations with major players; raising €3m for further development and roll out
- As a director, a new company established to develop to market ready new IP based ideas for products and services – IPDynamix
- Successful tender bid and win for funding for a Loughborough University responding to a Government tender for studies in technology transfer
- As Consultant, collaborative international working, and IP management, for Cable & Wireless - a global player developing new consumer mobile telecoms products
- As technology introducer, new consumer healthcare devices for GlaxoSmithKline - a global player in pharmaceuticals

EDUCATION AND AFFILIATIONS

MSc & MBA - Cass Business School (Marketing Core)

C Dip AF – Certified Diploma in Accounting & Finance (CACA)

Certificate in Project Leadership – National Economic Development Office (NEDO)

FRSA - Fellow of the Royal Society of Arts

FCIM - Fellow of the Chartered Institute of Marketing

Associate Member - CIPA (Chartered Institute of Patent Attorneys)

“..... These are skills at which you have surpassed Two of the very best events that this Office has put on having attended the meetings you have chaired as team leader I can only say that I wish more people in the Office conducted their projects in the way that you do.”

L McKinney

Head Of Communications NEDO

“..... I also want to thank you for being the inspirer of the work over the last three years; without that new thinking, I doubt that much real advance would have been made.....”

Jimmie Griffiths CBE

“I write on behalf of us all at the Centre for Commercial Law Studies to express our heartfelt thanks to you for your capable and efficient chairmanship of what turned out to be a most exciting and valuable exchange of views and information. Your handling of a difficult audience in so firm but fair a manner, and your careful control of the various speakers, enabled us to keep up with the clock while ensuring that no-one was deprived of a chance to participate”

Dr. Jeremy Phillips

Lecturer in IP Law

QMC University of London