

## Spin-out success



## New funds for spin-out

Formed in 2007, Appshare Ltd has developed a collaborative software solution that allows the sharing of electronic information and software applications between groups at different geographical locations.

The Strathclyde spin-out raised its second round of investment in September 2009 from the Strathclyde Innovation Fund, the Alpha Fund and Scottish Enterprise's Co-investment Fund.

The £180,000 investment will be used to refine and pilot its technology with two or three medium to large enterprises, and to develop partner relationships and sales channels.

This is the second investment made by the Strathclyde Innovation Fund.

The Fund previously participated in a new round of funding in the Strathclyde spin-out PSI Electronics Ltd in March 2009.

## Generosity welcomed

ASRANet Ltd spun out of the University of Strathclyde's Department of Naval Architecture and Marine Engineering (NAME) in 2006.

Following a successful 2008/09 thanks to an upsurge in demand for the courses run by the company, ASRANet Ltd has made a £10,000 donation to NAME's Student Development Fund.

Managing Director Professor Purnendu Das commented: "The University, and particularly the Department, did a great deal to help me turn ASRANet from a university project into a spin-out company.

"I'm glad the company is now in a position to make a donation to support the Department's student development activities."

Stuart Mackenzie, the University's Spin-out Company Development Manager, said: "The University seeks to maintain mutually beneficial relationships with all of its spin-out companies.

"This can have financial benefits to the University in the form of research partnerships, licence royalties and returns from shareholdings, but we're also delighted when a company feels able to make a charitable donation of this sort.

"We continue to wish ASRANet Ltd every success and will continue assisting the company where possible."

Professor Das is now focusing on ASRANet's fifth biannual conference, to be held in Edinburgh in June 2010.

# Big breakthrough in beating the bugs

## Food screening commercialised

By Lesley McKeran

Solus Scientific Solutions Limited is developing new technologies destined to make exciting improvements in the food industry.

Incorporated earlier this year and based in the University of Strathclyde's Royal College building, the company is in the process of developing high-speed, high-sensitivity screening assays that are designed to detect bacterial contamination in all types of foods.

At present, three types of screening assays exist in the world and food testing can take from two to five days. The innovative assays designed by Solus will make it possible for food to be tested in less than one working day.

Aside from speeding up the process of food testing, these particular screening assays will have a positive economic effect. Being processed within a shorter timescale, food will not have to be held for long, reducing costs of warehouse storage and refrigeration.

Solus first started after the company's Chief Scientific Officer, Professor William Stimson, was approached by Strathclyde graduate David Cowan to develop an instrument for detection of certain types of pathogens, such as salmonella.

Funded by a SMART Award, the initial work proved successful and it was then decided that the technology could be taken further. However the Solus team lacked commercialisation experience.

At this point, Strathclyde physics graduate Stewart Wallace joined the company.



Professor Bill Stimson (left) and Mr Stewart Wallace of Solus Scientific.

Stewart was recommended by the University's Research and Innovation team after his previous involvement in University spin-out company Essential Viewing Systems, and is now Chief Executive of Solus Scientific.

"Solus needed to be guided and made investor-ready" said Mr Wallace.

"They had clever, patentable technology and just needed to work out how best to commercialise what they had.

### Unique

"In speaking to potential funders, I recognised that we needed an organisation to partner with to help us understand the best way to take the product to market."

The company then partnered up with Anglo Scientific – a private equity firm which specialises in working with early-stage technology companies.

With this help, Solus has now reached the end of its development process for its first commercial product.

The technology has been fully patented and the company is now looking towards securing EU approval to allow full-scale production to commence in 2010.

The salmonella screening assay will first be available in the UK and later in the rest of Europe.

Solus has also now partnered with a sales and distribution company, so early market penetration is much closer than was originally thought.

Professor Stimson said: "With our technology, the detection of bacterial contamination will become much quicker and more reliable.

"Solus's assay will be able to detect salmonella in less than eight hours and that's a significant advantage to the testing laboratories, large food manufacturers and supermarkets. It really is quite unique."

For further information, contact Stewart Wallace: [stewart@solusscientific.com](mailto:stewart@solusscientific.com)

## Strathclyde marine turbine wins top technology award

The Strathclyde engineers behind a pioneering tidal power device have been recognised at the prestigious Energy Institute Awards.

Cameron Johnstone and colleagues from the Department of Mechanical Engineering's Energy Systems Research Unit received the

Technology Award for their contra-rotating marine current turbine, a device that makes it possible to harness energy anywhere within the 8-500m depths of the sea – including where the current is at its strongest.

Unlike conventional turbines, the Strathclyde machine has two rotors turning in

opposite directions, which make it very stable and remove the need for fixed foundations.

Instead, it can be connected to the sea bed by a cable that moves with the flow of the tide, much like a kite flying on a windy day.

The breakthrough marks a new generation of tidal energy turbines.

Mr Johnstone said: "We are delighted to receive this award, particularly in the company of excellent teams from around the UK."

The Strathclyde team successfully tested a scaled prototype of the technology in Islay with funding support from Scottish Enterprise's Proof of Concept scheme.

They are now in talks with industrial partners and plan to create a larger, 8-metre version of the technology that could be in commercial use in a matter of months.



The engineers responsible for the revolutionary turbine receive the award from BBC sports presenter Gabby Logan.

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