



BIOCIDE TOOLBOX NEWSLETTER

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UNISERVICES WORKING WITH BTB



uniservices



NIC PENNINGTON
BUSINESS DEVELOPMENT MANAGER



JOSH ALDEN
CONTRACT MANAGER

Auckland UniServices Limited is the commercial research, knowledge transfer and custom education company for the University of Auckland

UniServices provides exclusive access to the University of Auckland capabilities and IP, working alongside world-class academics to identify, protect and develop discoveries with commercial potential, find business partners and commercialise IP.

Projects and intellectual property are delivered by utilising the business, financial and contract management skills of UniServices and the intellectual property, subject matter knowledge and experience of academic staff from the University of Auckland. We also recruit talent from our extended networks outside the University to form task-oriented teams, and collaborate effectively and regularly with researchers at other Universities and with other organisations.

Nic Pennington and Josh Alden from UniServices are working closely with the Biocide ToolBox team to develop commercial pathways, and help make industrial collaborative projects

happen. Specifically, they are assisting the BTB commercialisation team with Callaghan Innovation funded PhD fellowships and project grants. A long sales funnel of companies are being worked on with Nic, and the long term commercial prospects for significant industrial research collaboration is looking exceptionally positive from an Industry/University perspective.

Originally from Australia, Nic Pennington has been a Business Development Manager with UniServices for the last 5 years. He has a background in Materials Science, and has exceptional skills in assisting industrial customers with funding schemes to generate commercially valuable IP. He works mostly with the Faculty of Engineering and the Biocide ToolBox.

Josh Alden has been working as a Contracts Manager at UniServices for nearly 2 years. Josh provides outstanding contract management services to the BTB programme. The Biocide ToolBox uses his business acumen, negotiation and budgeting skills on a regular basis to ensure the Industry/Research engagement process is effective.



UniServices by the numbers

Clients
in over
45
COUNTRIES

More
than **500**
employees

PLUS 5000
access to
university staff
throughout 8 faculties

CUMULATIVE
REVENUE
over the last
10 years
\$1.1
billion

500+
INVENTION DISCLOSURES

250+
PATENTS LICENSED

20 Spin-out
companies

270 Licenses
(last 5 years)

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