

CASE STUDY: **4RAD Ltd**

OVERVIEW

4RAD Ltd. was incorporated just over 12 months ago specifically to develop a range of products aimed at industries which require safe handling, storage, transportation and venting of equipment (e.g. decommissioned pipework) contaminated with NORM radiation.

This project has been driven by first hand experiences of the director of the company whilst working in offshore decommissioning.

OUR APPROACH

Our initial engagement with 4RAD was to support them to secure early stage funding to help the team prove the concept and define / develop the commercial case.

After successfully helping 4RAD to secure proof of concept funding our role has included:

- Monitor the team against their agreed milestones on behalf of the funding body
- Review and advise on the business plan, business model and financial model
- Support and advise on IP strategy (Patenting and Trademark)

- Identifying alternative commercial opportunities and facilitating introductions e.g. Nuclear Industry
- Provide introductions to technical expertise (supply chain / academia) to help inform the development of the technology and achieve customer need (e.g. industry standards, pricing structure etc.)
- Act as a sounding board and provide strategic thinking

NEXT STEPS

4RAD is scheduled for small scale manufacture and introduction to the market.

FIS360 will be supporting the team to market the technology and advise on how to pitch to potential customers.

FIS360 will also be critically reviewing / comment on the business plan, financial forecasts and support future funding applications (grant or equity) alongside advise on any commercial contracts e.g. licensing

“FIS360’s proactive and engaging approach and breadth of commercialisation knowledge has enabled 4RAD to focus on the critical commercial and technical activities.”

Jonathan Jackson, Director, 4RAD Ltd.