



The Service for your Success

Unlocking Intellectual Property
(IP) to Generate New Value

ploughshare

The untapped potential of Intellectual Property (IP)

With over 20 years of experience, Ploughshare is a pioneering company which transforms early-stage innovations into new spin-out companies and licensed technologies to deliver economic growth and societal impact. Our work spans across a broad range of industries, including: Defence and Security, Health and Wellbeing, Digital and Data, and Climate, Environment, and Sustainability.

UK innovation is already a significant driver of national prosperity. With rising global challenges such as geopolitical tensions, cyberthreats, antimicrobial resistance, and climate change, it has never been more critical to invest in and convert R&D into real-world impact.

Private sector companies are central to this transformation, as governments and industry signal unprecedented investment in technologies spanning both military and civilian sectors, SME growth, and regional development.

The UK's Modern Industrial Strategy 2025 reinforces this opportunity:

To deliver the Defence industrial base we need to protect our national security while unlocking the sector's significant untapped potential for creating growth spillover benefits through innovation, exports, and scale-ups.

Yet much of the IP generated through R&D remains underexploited – trapped in early concepts, shelved projects, or niche applications. Now is the time to unlock that latent value. By commercialising IP through licensing and creating new ventures, defence companies can accelerate new product development, expand into civilian markets, strengthen sovereign capability, and create new revenue streams that benefit both national security and UK Plc.

Let's turn your IP into growth.

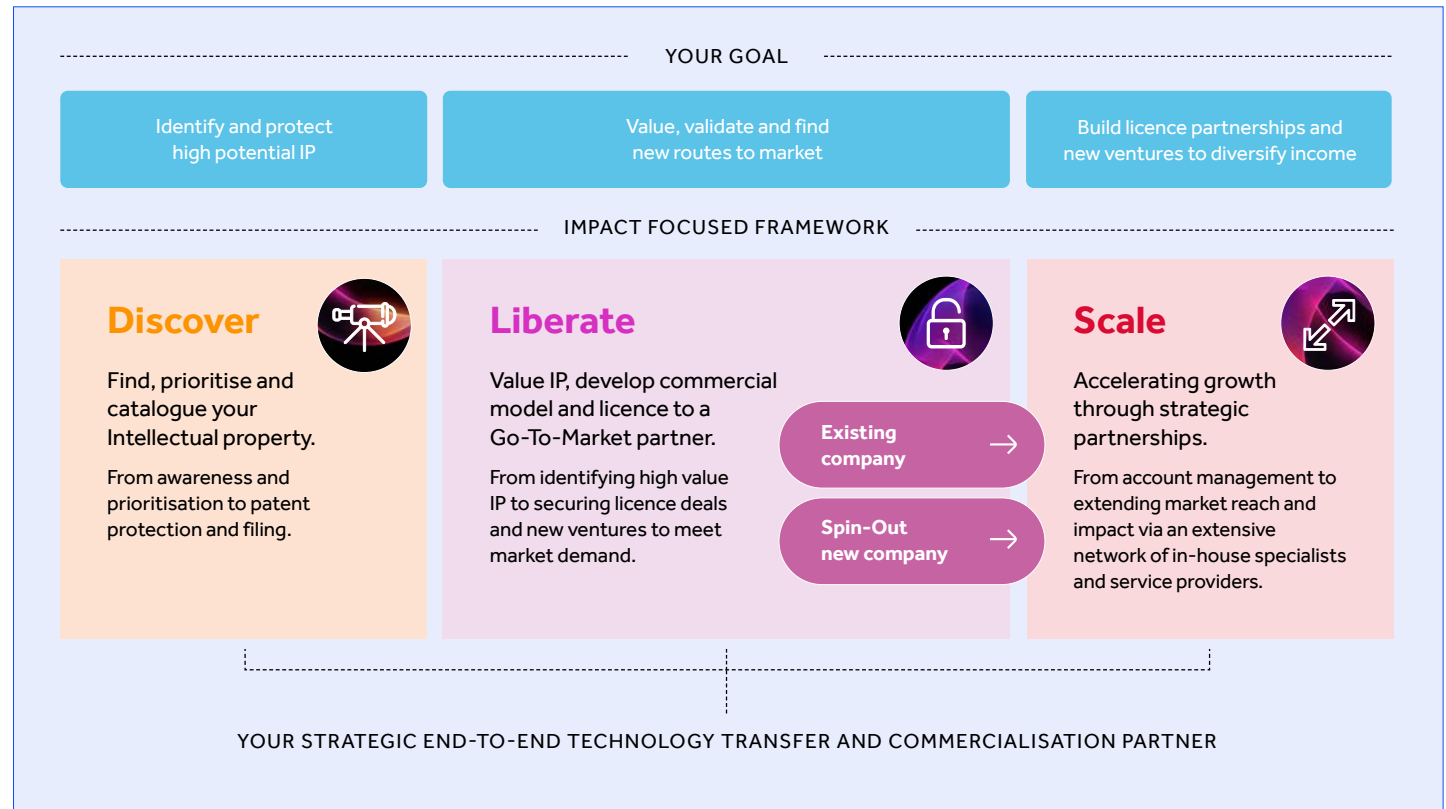
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Why work with Ploughshare?

Ploughshare is the trusted IP commercialisation partner working on behalf of the Ministry of Defence (MOD), with over 20 years' experience unlocking the latent value of defence-originated technologies. We help organisations identify high-potential ideas and transform them into market-ready IP propositions – whether through licensing to established companies or into new product ventures called spin-outs. Defence companies generate some of the UK's most valuable IP, but promising ideas often stall before reaching their full potential. Whether due to limited internal investment, unclear market pathways, or resource constraints, IP can get stuck at any point from concept to commercial impact.

Ploughshare's proven Discover, Liberate, and Scale framework is purpose-built to break through these barriers. It's a reflection of real-world experience gained from working with MOD, the Met Office, NOC, and other high-integrity institutions. However, this framework doesn't just organise activity, it enables clarity, consistency, and measurable progress.

We work intuitively across complex, secure, and deep technical environments, combining domain insight with commercial expertise to demystify opportunities, open new markets and activate new revenue streams.



Together, NOC and Ploughshare have built our entire tech transfer and IP management process using Ploughshare's Discover, Liberate, and Scale approach and that's made it feel really robust.

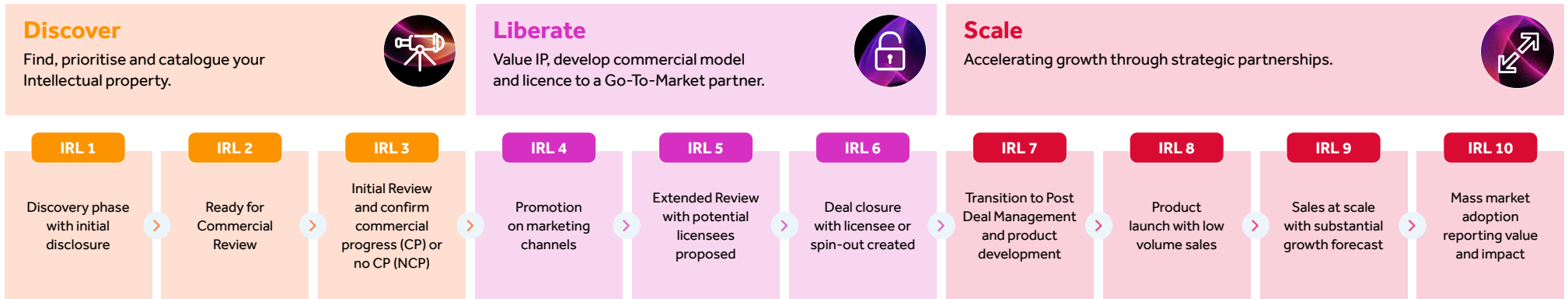
Huw Gullick, Director of Applied Science, National Oceanography Centre (NOC).

A framework that drives real progress

Ploughshare is committed to helping you drive outcomes that matter. The Discover, Liberate, and Scale approach uses Impact Readiness Levels (IRLs), tangible indicators that track progress through the commercialisation journey toward client growth and impact measures that you define. Ploughshare's clients can view IRL progress through the Client Portal, giving valuable insight into how close a concept is to commercial viability, helping you make informed decisions at every key stage, allocate resources and budget effectively, and maintain critical momentum.

With decision gates, defined milestones, and a comprehensive library of supporting artefacts, Ploughshare's framework transforms complexity into clarity.

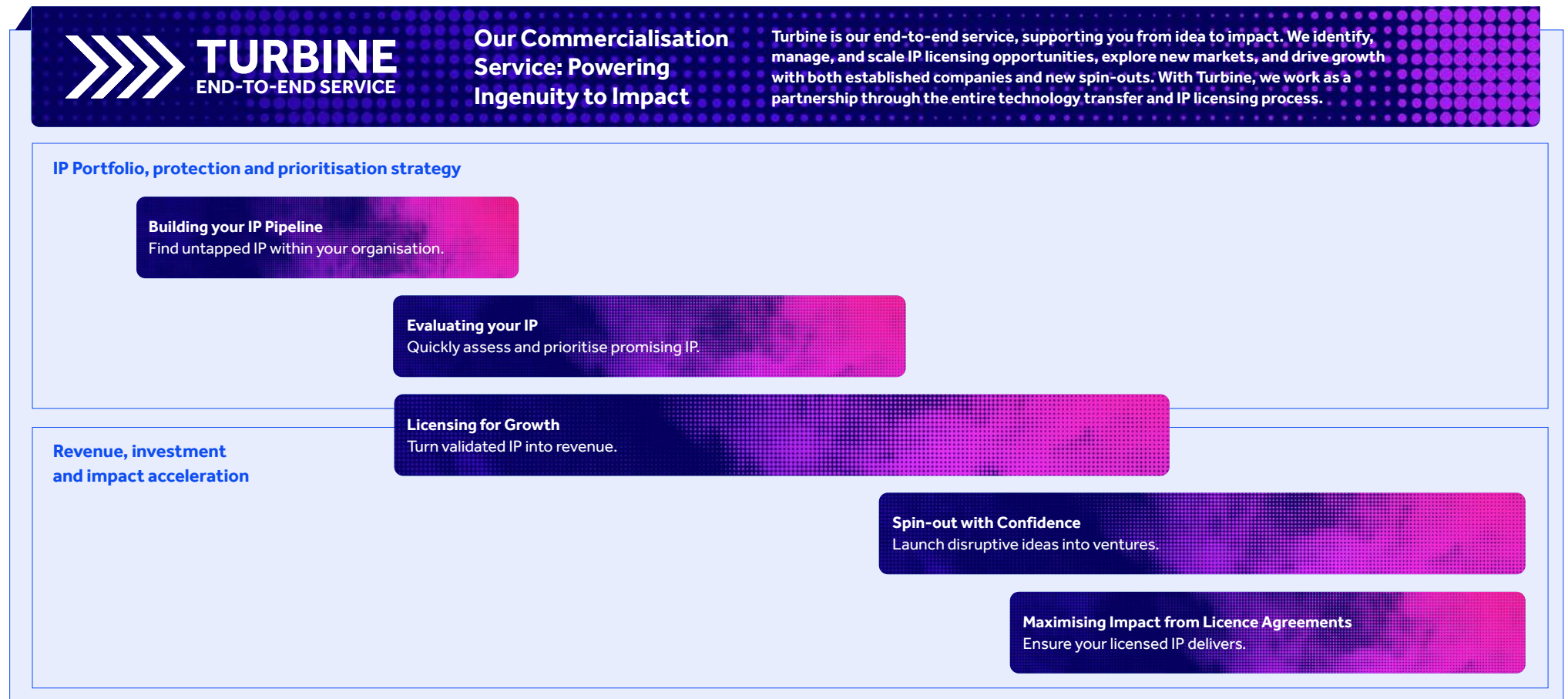
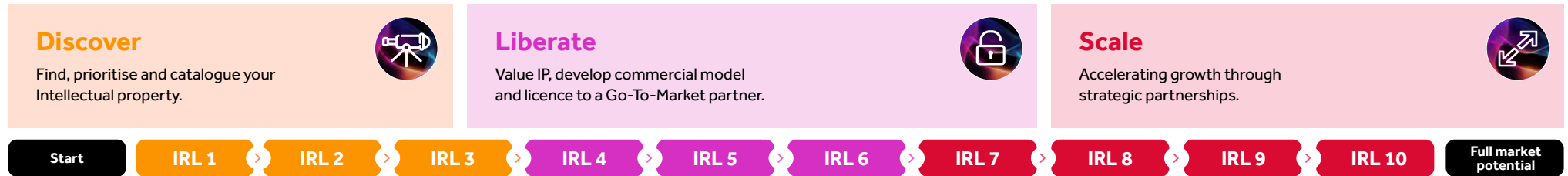
It gives defence companies the confidence to act, the tools to scale, and the visibility to measure success, making it a uniquely powerful partner in IP-led growth.



Ploughshare's End-to-end Service

This all-in-one service meets the sector's unique operational, security, and commercialisation needs.

Security and data protection are foundational to every engagement. Ploughshare is fully GDPR compliant and certified to Cyber Essentials Plus. We can also work with your IT teams to implement a secure email channel, offering end-to-end encryption – secure enough to handle email traffic at UK OFFICIAL SENSITIVE. This offers the highest standards of confidentiality and resilience.



An end-to-end service tailored to your innovation to impact journey

Our expertly crafted service, Turbine, has been developed using decades of experience commercialising defence-originated technologies. This offer reflects our strong defence heritage, sector insight, and deep domain knowledge.

Turbine spans across the entire length of our Discover, Liberate, and Scale framework, and offers end-to-end support for organisations working to bring defence-inspired innovations to life along your 'ingenuity to impact' journey. Each component of this service draws on Ploughshare's unique assets:

trusted relationships with inventors, secure environments for handling sensitive technologies, and a comprehensive library of commercialisation tools and playbooks. Our team combines technical fluency with commercial agility, enabling us to work at pace to understand complex technologies, relate them to cross-market opportunities, and define the most effective go-to-market strategies.

Initial trial phases of one or more of these components are available for discussion.



Our Commercialisation Service: Powering Ingenuity to Impact

Turbine is our end-to-end service, supporting you from idea to impact. We identify, manage, and scale IP licensing opportunities, explore new markets, and drive growth with both established companies and new spin-outs. With Turbine, we work as a partnership through the entire technology transfer and IP licensing process.

Building your IP Pipeline: Uncover Hidden Potential

We will collaborate with your internal technical and R&D team to identify high-potential ideas and assets that could be repurposed as licensable IP to drive revenue growth, enhance supply chain compliance, or test new markets.

Evaluating your IP: Prioritise for Potential

We will quickly evaluate and identify high-potential IP that could deliver greater commercial impact and value through licensing.

Licensing for Growth: Contract Generator

We will evaluate and market-validate your IP's commercial value, find and negotiate agreements with partners delivering growth and impact while reducing internal resource need.

Spin-out with Confidence: New Venture Builder

Where we have identified the right opportunities, we will create new commercial companies to spin-out your high-potential IP. We handle the business set-up, build the founding team, structure equity, and accelerate market entry, minimising operational distraction and risk for you.

Maximising Impact from Licence Agreements: Delivering Licence Value

You can outsource third-party licensee management to Ploughshare, creating an arm's-length relationship that maximises returns and knowledge exchange.

A strategic connector for growth

Licensing success depends on more than just good ideas. It requires the right connections.

Ploughshare leverages an expansive network of investors, founders, SMEs, academics, enterprise partners and industry bodies across multiple sectors, not just defence. Its team of Commercialisation Specialists, many with PhDs, have a wealth of cross-sector experience and contacts, bring trusted judgement and technical fluency to every engagement.

Ploughshare doesn't just validate propositions, it builds their reach and investment potential, helping companies grow faster, smarter, and with impact.



Our clients and partners

World-changing ingenuity doesn't reach the market on its own; it requires deep expertise and strong partnerships. Ploughshare acts as the linchpin between clients and licensees, continuously optimising impact and growth as new IP-based products and services launch and scale.



In Defence Science and Technology we're always excited about the prospects of our cutting edge programmes and what that means for Defence capability. Ploughshare's work – taking defence ideas and using them to tackle both defence and civilian issues and opportunities – showcases that defence research can deliver beyond immediately protecting and supporting our Armed forces. Seeing the latest developments from Ploughshare's spin-outs, it's great to see the range of benefits being delivered for the UK by our innovative communities.

Head of Defence Science and Technology
Commissioning, Ministry of Defence



Ploughshare have been a vital link between both Licensor and Licensee. They bring a level of accountability to both parties, as well as compliance. In more recent years we've seen Ploughshare become more and more engaged in the through-life support of the contract now, including support with entry into new markets/ applications/customers, and that points to a real long-view on it all.

JCS Nuclear Solutions



Since spinning out, ESROE has grown into a leading provider of unique EW capabilities for global military customers, totally transforming the way that Radar ESM is accessed and utilised to drive Information Superiority across land, air and sea battle spaces. Our journey began with the allyship and support of Ploughshare, whose early guidance helped us establish solid foundations. Today, ESROE continues to thrive – driving innovation, expanding our reach, and delivering software-first ESM solutions that would not otherwise exist.

ESROE

Contact us today to accelerate your growth journey

Ploughshare tailors its services to each customer's growth ambitions, capabilities, and budget. By working closely with you, we ensure every service delivers maximum value for your business.

Speak to our business development team to explore how we can help transform your world-class ideas into world-changing reality.



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Transforming world-class ideas
into world-changing reality

Ingenuity to Impact

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