



Core Technology Ventures proves itself a versatile matchmaker

Core Technology Venture (CTV) is continuing to prove its versatility and efficacy as matchmakers for the hydrogen and fuel cell industries. Consulting both within the industries and between these nascent industries and other sectors, they have proven their ability to match requirement with solution. One of its most recent and high profile success stories to date has been CTVs' partnership with Thomas Swan – a high performance chemicals company. Thomas Swan is a materials supplier (albeit with a highly sophisticated range of products) that wanted to be connected with appropriate partners within the hydrogen and fuel cell industries in order to find novel applications for this exciting technology.

Carbon nanotubes have the potential to make a massive impact on the hydrogen and fuel cell sectors. The material properties of carbon nanotubes are impressive enough to merit investigation on their own, but the really exciting part is their potential to reduce the dependency of fuel cell components on expensive platinum group metals.

Thomas Swan was aware of the potential benefits of its products to the industry, but being outsiders to the industry didn't really know where to start getting involved. **This is where CTV came in. Harry Swan, division head, approached CTV to help fast-track its entry into the fuel cell market. Harry Swan stated that he was "delighted with CTV's contribution to our fuel cell industry marketing campaign. Simon and Phil [CTV's partners] are well informed and very well connected and have undoubtedly accelerated the introduction of our product into the Hydrogen and fuel cell marketplace".**

As well as being highly regarded within investment circles, Core Technology Venture is also well known and respected within the fuel cell industry, and its many years of operating in the sector meant it was a relatively simple task to introduce the product to pertinent component makers. "Everybody we spoke to was interested; we didn't have to sell it," said Phil Doran, a partner at Core Technology. "The benefits spread through the system," he added. "They [the component makers] are finding the results of early research good enough to say 'carry on'." This is a great example of CTVS' excellent industry knowledge being put to the commercial benefit of everyone involved, not least the fuel cell industry itself.

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