

# INNOVATIONS FOR SEPARATION AND FILTRATION

JULY-AUGUST 2022

## PROBLEM STATEMENT

Pall Corporation specializes in filtration technologies for a broad spectrum of industries and applications. For their first foray into innovation services, the project had an equally broad scope. Spread across three focus areas, Pall Corp sought innovations in:

- Sustainable Substrates For Purification: new, sustainable materials to be used as filtration medium for biochemical work and experimentation
- Novel Chemistries For Purification: utilizing new chemical compounds to selectively concentrate biochemical materials
- Cutting Edge Separation Technologies: a catch-all topic to uncover innovative approaches to filtration and separation regardless of industry or application

Across all three focus areas, the intent of this project was to identify new potential collaboration partners for Pall Corporation to engage with on various technical concerns. In particular, Pall was focused on identifying early-stage companies with promising technology.

## OUTCOME & RESULTS

This project was very well received, resulting in 47 unique submissions from 46 different respondents, across all focus areas. Many different geographic regions are present in the location data for submissions: North/Central/South America, Oceania, Asia, the Middle East and Europe. In total, submissions came from eleven different countries, primarily the USA.

Following their initial assessment of submissions, Pall Corp selected nine different respondents to participate in a virtual pitch event, seven of whom were able to attend. Each respondent was allocated time to make a brief, non-confidential presentation followed by Q&A with the Pall team. Utilizing the information from their submission along with information obtained during the pitch presentation, Pall Corp identified four companies for direct engagement.

Feedback provided via email from the Pall program lead indicated that they found the entire process, especially the virtual pitch day, to be worthwhile.

The size of responding companies meshed well with the intention of Pall Corp to uncover new collaboration partners early on in the development and growth of their company.

## TESTIMONIAL

Through our project with TechConnect we were able to identify companies and universities with technology solutions we were not previously aware of. We had the opportunity to hear directly from these solution providers and to leverage TechConnect to help us screen potential partners to a few we were ready to engage with directly. We have since launched a research collaboration around a technology that is progressing through a proof of concept with promising results.

- Amy Achter  
VP External Innovation Partnerships,  
Cytiva (formerly Pall Life Sciences)

47  
ENTRIES

4  
DIRECT  
ENGAGEMENTS

55%  
PROTOTYPE  
DEVELOPMENT  
STATUS

9  
FINALISTS

25%  
TRL 4

48%  
EARLY STAGE  
STARTUPS

11  
COUNTRIES