

COMPASS

Navigate Your Commercialisation Process with Confidence

Compass is Kindling Ventures' structured audit and methodology service for Technology Transfer and Knowledge Exchange teams. We combine hands-on training, deep process review, and bespoke methodology development to help your team triage smarter, move faster, and build a pipeline that delivers.

120+

Organisations supported in UK & Europe

100+

Spinouts created

1,000+

Researchers trained

What is Compass?

Many TT and KE teams operate with well-intentioned but informal processes — reviewing projects reactively, lacking clear triage criteria, and without shared frameworks for managing researcher relationships or IP strategy. Compass changes that.

Through a structured Innovation Potential Audit, two focused training sessions, and the development of a bespoke commercialisation methodology, Compass gives your team a clear, defensible framework to evaluate and advance every project in your pipeline.

Who is Compass for?

Technology Transfer Offices & KE Teams

Universities and research institutes with active commercialisation or knowledge exchange functions.

Teams Building a Structured Pipeline

Organisations building or refining a repeatable, evidence-based approach to commercialisation.

Teams Facing Growth or Change

Organisations preparing for growth, restructuring, external scrutiny, or strategic review.

Teams Seeking an External Perspective

Those who want a practitioner-led, evidence-based view of their processes from outside the institution.

How Compass Works

Kick-Off Meeting

Online · 60 min

1

We meet with key TT team members to set the scope, walk through the Compass process, and request documentation — your team structure, existing processes, roles, and strategy.

Triage Tools Training

In person or online · 3.5 hours

2

All TT team members are introduced to the Kindling Canvases — practical tools for engagement planning, project assessment, and staged decision-making. A foundation for everything that follows.

Innovation Potential Audit

Questionnaire · 60 min review

3

A bespoke questionnaire is developed and sent to your team. We review responses, identify gaps, test assumptions, and facilitate a follow-up discussion to gain a granular understanding of your current processes and priorities.

Methodology Development & Strategy Training

Workshop · 2.5 hours

4

We develop a draft bespoke methodology for your TT pipeline and facilitate a co-creation session covering roles, KPIs, and process standardisation — turning audit findings into practical, embedded change.

What You'll Receive

IPA Report

Audit findings, challenge areas, and targeted recommendations — concise and actionable.

Bespoke Methodology

A visualised, branded commercialisation methodology tailored to your team's structure and pipeline.

Two Training Sessions

Expert-led sessions on Triage Tools and Strategy & Frameworks, covering assessment, KPIs, and process design.

Ready to find your bearings?

Get in touch to discuss how Compass can work for your team.

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