



# Matthew Sarkar

M.Des(RCA), Dip.I.C, B.Eng(Hons), ACGI

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DoB 26 April 1972 | Nationality British

A creative thinker and innovator, dual qualified across engineering and product design, with experience spanning development, licensing, intellectual property and partnering. Currently Technology Partnerships Director at Digital Catapult, formerly VP responsible for digital medicine at Science Group and Head of Health Partnerships at McLaren, transferring technology from racing and pivoting the business into medical product development.

## Key Skills

- Business and Partnership Development
- Technology Licensing
- Intellectual Property Management
- Product Development Process
- Innovation Management

## Experience

### 2023-2025

Innovation Partnership  
Digital Catapult

Board

Cambridge Museum  
of Technology

### 2023-2020

Business Development  
Science Group

### 2020-2019

Corporate Development  
Enmovi  
(McLaren Holding)

### Technology Partnerships Director

- Founding technology partnership deals for £37.6M UK Digital Twin Centre<sup>1</sup> (Innovate UK/Belfast Regional City Deal)
- Innovation partnership framework development, ISO56003

### Trustee

- Member of the board and technical committee

### VP, Medical

- Initiating and managing business relationships across connected diagnostics and digital therapeutics<sup>2</sup>
- 7 figure development partnership for digital point-of care Dx platform

### Director of Corporate Development

- Commercial strategy for joint venture spun out from McLaren<sup>3</sup> with Orthosensor, and investment programme with Scottish Enterprise grant funding to exploit patented MotionSense™ wearable tech
- Initial 5 year business plan with board sign off for funding schedule, competitive positioning and IP strategy
- Acquired by Stryker<sup>4</sup>, along with Orthosensor, in 2020. MotionSense is now a marketed product<sup>5</sup>

<sup>1</sup> <https://www.digicatapult.org.uk/about/press-releases/post/revolutionary-uk-digital-twin-centre-announced-for-belfast/>

<sup>2</sup> <https://www.sagentiainnovation.com/news-detail/driving-digital-medicine-in-advanced-healthcare/>

<sup>3</sup> <https://www.prnewswire.com/news-releases/orthosensor-and-mclaren-applied-announce-a-new-business-venture-300984691.html>

<sup>4</sup> <https://investors.stryker.com/press-releases/news-details/2021/Stryker-acquires-OrthoSensor/default.aspx>

<sup>5</sup> <https://www.stryker.com/us/en/joint-replacement/products/MotionSense.html>

**2019-2016**

Partnerships and BD  
McLaren Applied  
Technologies

**Head of Health Partnerships**

- Strategic partnerships across new Health, Wellness and Life Sciences Business Unit
- Internal investment programme to build a business in Digital Therapeutics and wearable health devices
- JV spin out from DT programme of Enmovi Ltd, developing digital orthopaedic products built on McLaren wearable technology

**2016-2014**

IP and Licensing  
Cambridge Temperature  
Concepts

**Director, Intellectual Property and Licensing**

- Broad IP portfolio built and managed from a single patent to multiple families spanning proprietary technology and strategic application areas
- Collaborations sourced with technical partners and clinical institutions
- Development processes reviewed and updated to Eu/US medical device standards

**2014-2013**

Business Development  
Vectura

**Head of Technology Licensing**

- Licence and technology transfer deal to acquire protein coated micro-crystal technology for pharmaceuticals
- Licence deal and collaboration agreement to develop co-crystallisation of small molecule pharmaceutical ingredients for respiratory disease (Technology Strategy Board funding won)
- Two academic collaborations with leading UK institutions for research into biological molecules for lung delivery
- Joint investigative collaboration agreed on spray dried formulation in novel DPI device

**2013-2009**

Intellectual Property  
Management  
Vectura

**IP Portfolio Manager**

- Strategic prosecution of Vectura's device patent portfolio
- Over 40 concurrent patent families

**2008-2002**

Project Management  
Vectura

**Programme Manager**

- Technical lead on collaboration, development and licence agreement with Boehringer Ingelheim to develop a device to deliver a range of BI proprietary respiratory products for the treatment of asthma and chronic obstructive pulmonary disease. Milestones and equity payments received totalling £30 million<sup>6</sup> with additional milestones payable for each product developed in the inhaler and royalties on global sales of products delivered
- Management of Vectura's new concept (early stage) device projects
- Project management of complex medical device from initial design through to production and clinical trial: Management of the development of Aspirair<sup>®</sup>, Vectura's active aerosolisation technology platform, into a drug inhalation device for systemic, pulmonary delivery to pilot production levels and into Phase 2b clinical trials

<sup>6</sup> <https://www.reuters.com/article/vectura-milestonepayment-idUKBNG42256820081031>

<p><b>2002-2001</b> Engineering Design <b>Vivid Medical</b> (Cambridge Consultants spin out company)</p>	<p><b>Senior Designer</b></p> <ul style="list-style-type: none"> <li>• Technology development and generation of intellectual property</li> <li>• Joined with 4 other Cambridge Consultants employees to co-found a drug delivery company and develop IP in the area of deep lung delivery of dry powder drugs, resulting in patented Aspirair® technology, spin out from CCL to form 'Vivid Medical Limited' and successful sale of team and IP to drug formulation start-up company Vectura<sup>7</sup> (Vectura then successfully floated on the London stock exchange AIM in 2004)</li> </ul>
<p><b>2001-2000</b> Lecturing and Tutoring <b>The Indian Institute of Technology</b></p>	<p><b>Assistant Professor</b></p> <ul style="list-style-type: none"> <li>• Teaching on the Master's programme at the Industrial Design Centre, IIT Bombay</li> </ul>
<p><b>2000-1996</b> Product Design <b>Cambridge Consultants</b></p>	<p><b>Design Engineer</b></p> <ul style="list-style-type: none"> <li>• New product development and design consultancy - Working in multidisciplinary teams at CCL to develop new products for a range of clients including:</li> <li>• Electrosurgical arthroscopic handsets for keyhole surgery on knee and shoulder joints</li> <li>• Drug delivery device developments including dry powder inhalers</li> <li>• The camera unit and an innovative folding charger cradle for the world's first GSM video phone (for Orange™)</li> </ul>
<p><b>Education</b></p> <p><b>2013</b> Management and Business Administration</p> <p><b>2010-2009</b> Intellectual Property Law</p> <p><b>1995-1993</b> Industrial Design Engineering</p> <p><b>1993-1990</b> Mechanical Engineering</p>	<p><b>Qualifications</b></p> <p><b>General Management Certificate</b> Cambridge Judge Business School</p> <ul style="list-style-type: none"> <li>• Successful Negotiating Strategies</li> <li>• Finance and Accounting</li> <li>• Strategic Management</li> <li>• Successful marketing for Hi-tech firms</li> <li>• Managing Innovation Strategically</li> </ul> <p><b>PG Cert.(IP Law)</b> Brunel University</p> <ul style="list-style-type: none"> <li>• Fundamentals of Intellectual Property Law</li> <li>• Intellectual Property Practice and Management</li> </ul> <p><b>M.Des.(RCA)</b> The Royal College of Art</p> <ul style="list-style-type: none"> <li>• The Royal Commission for the Exhibition of 1851, Industrial Design Studentship</li> <li>• Vorwerk International AG, Future Homes Award</li> </ul> <p><b>B. Eng.(Hons), First Class</b> Imperial College of Science, Technology and Medicine</p>

<sup>7</sup> <https://www.thepharmaletter.com/article/vectura-and-cambridge-consultants-inhaler-deal>

**Granted US/EP  
Patents**

GB 2532919B, EP1191966B1, US7246617B1, EP1301231B1,  
US6948496B2, EP1386630B1, US7107988B2, US7854226B2,  
EP1658872B1, EP1732630B1, US7845349B2, US8474453B2,  
EP2254633B1, US8739784B2, US8739785B2, US8522776B2,  
EP2389214B1, US8919342B2, EP2082769B1, US9125998B2