


## LEADING CHEMICAL COMPANY ACHIEVES ENTERPRISE-WIDE IP TRANSPARENCY, AND UNLEASHES A WORLD-CLASS TECH SCOUTING ORGANIZATION.



*"We had been operating for years with very limited visibility into our own capabilities. Wellspring helped us to organize and manage our internal and external content, while setting us up with a world-class scouting organization."*

— VP of R&D

### PROBLEM

After several decades of mergers, acquisitions and reorganizations, the company began to lose track of all of its intellectual property and external partnerships. At the same time, the company was forming a new tech scouting organization that began to find external partnerships, not realizing that the company already had the same, or better, capabilities in-house.

### Approach

Wellspring helped to integrate the company's IP and partnership agreements across all business units, providing full transparency and reporting capabilities. Wellspring also implemented the Scout (search) platform and provided strategic guidance, best practices and change management services, enabling the rollout of the new tech scouting organization.

### Result

The company was able to integrate their entire IP portfolio and partnership agreement databases enterprise-wide, thus dramatically cutting the costs of redundant agreements and external partnerships where the company already had the technology. Also, the new tech scouting organization was fully functioning in four months, with full access to both internal and external technologies.