

# Building the Knowledge Economy

SAGENTIA

**Knowledge-based sectors are widely seen by economists and policy makers as being key to economic growth in advanced economies. It is little surprise that sectors such as nanotechnology, photonics, ICT and advanced materials are the recipients of targeted support from Governments and development agencies. But to succeed, these interventions demand an understanding of the global characteristics of individual knowledge-based sectors and their technologies, together with a realistic vision for the role an individual region or a nation can play.**



At Sagentia we recognise that Government departments and development agencies do not always have the capacity or expertise to design interventions unaided. Our work in this area has included the research, design and implementation of effective intervention strategies that have been shown to stimulate economic activity in knowledge-based sectors and emerging fields of technology.

Much of our work involves the research of technology landscapes at global, national and regional level. We look at where capabilities exist and where they are being commercially exploited. If appropriate, we will produce patent maps covering such questions as 'Who are the main industrial players?', 'Where is the technology being developed?' and 'Which are the main centres of excellence?'. Our analysis takes account of the time-line; we look at how the present landscape has emerged out of past developments and then forecast how the future landscape will change. Because we have a comprehensive coverage of technologies in-house we are able to interpret developments in many fields

and understand how they may interact or converge in the future.

Having researched the context for a sector, we design ways to intervene. Policy makers cannot, on their own, form wealth creating companies, but they can influence the public science and technology infrastructure such as universities, research institutes, science parks, and standards laboratories. To develop effective interventions in knowledge-based sectors it is vital to understand how businesses in these sectors function. From our work for companies we know how established businesses, SMEs and start up companies develop, produce and market their products. From our work for financial institutions we know how such companies raise finance, and by leveraging this knowledge our recommendations are practical and robust.

**For further information email:**  
[info@sagentia.com](mailto:info@sagentia.com)

## Sagentia

### Many minds make bright work

We create value from technology by developing richer solutions with our clients that enable them to realise better business opportunities.

We operate in six market sectors developing new technologies, products and services that change the basis of competition. We assist business leaders and policy makers to create strategies for technology, innovation and growth.

Our *Collective Technology Wisdom*<sup>®</sup> – the unique characteristic of our company – guides how we work. We form highly creative teams that draw on individuality and collective experience. And we take a multi-dimensional approach to opportunity discovery and problem solving, drawing on our combined technical expertise, business acumen and industry experience.

We can work with you wherever you are in the world. Our teams are situated in state-of-the-art facilities in Europe, the USA and China.

[www.sagentia.com](http://www.sagentia.com)  
[info@sagentia.com](mailto:info@sagentia.com)



**Sagentia Ltd**  
Harston Mill  
Harston  
Cambridge  
CB22 7GG  
UK

T. +44 1223 875200

**Sagentia GmbH**  
Westend Carree  
Grüneburgweg 18  
D-60322 Frankfurt  
Germany

T. +49 69 9550 4500

**Sagentia Inc**  
8161 Maple Lawn Boulevard  
Suite 475  
Fulton, MD 20759  
USA

T. +1 240 547 6600

**Sagentia SGAJ Ltd**  
Unit 6-7, 13/F  
Wah Wai Industrial Centre  
38-40 Au Pui Wan Street  
Fotan  
Hong Kong

T. +852 2866 8701

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