
Colin Scott

Senior Vice President, DownSelect® of Innventure (NASDAQ: INV)

Executive Summary

The Systematic Innovation Architect

Bridging the Gap Between R&D Brilliance and Commercial Success

Biography

Colin Scott leads Innventure's proprietary DownSelect® analysis, evaluating breakthrough technologies for their commercial potential and guiding the creation of new companies. With extensive experience spanning electrical engineering, business development, and even wellness entrepreneurship, Colin brings a unique perspective to innovation commercialization.

What sets Colin apart is his ability to bridge the gap between invention and innovation through economic value quantification. While others focus on technical features, Colin teaches audiences to see innovation through the lens of dollars and cents—the only perspective that drives real adoption. His systematic approach transforms abstract innovation concepts into concrete evaluation frameworks teams can implement immediately

Having evaluated over 150 opportunities since 2015 and launched only four companies, Colin has developed a rigorous methodology that transforms how organizations identify and commercialize breakthrough innovations. Whether addressing R&D leaders frustrated by low commercialization rates, executives seeking better innovation ROI, or teams struggling to bridge technical and commercial perspectives, Colin delivers insights that transform how organizations approach innovation.

[OFFICIAL BIO: \(website\)](#)

Areas of Expertise

Technology Commercialization & Market Strategy

Systematic frameworks for evaluating commercial potential and transforming R&D investments into quantifiable ROI through rigorous market-technology alignment and strategic identification of pressing market challenges where innovative solutions create sustainable value

Innovation Risk Management & Value Creation

Data-driven methodologies for identifying and mitigating commercialization barriers while quantifying economic value propositions, applying disciplined analysis to accelerate technology transfer and maximize return on innovation investments

Strategic Ecosystem Development & Cross-Industry

Innovation Building high-impact partnerships and collaborative frameworks that capture value beyond single-organization capabilities, leveraging cross-industry pattern recognition to accelerate success and create competitive advantages through systematic knowledge transfer.

Signature Speaking Topics

Compelling Talking Points:

- Why Traditional Innovation Models Are Being Disrupted The challenges and opportunities in translating cutting-edge research into commercially viable products
- Understanding systematic approaches to technology evaluation
- Learning key criteria for identifying promising opportunities
- Gain insights into market-driven commercialization strategies
- Discover approaches to systematic risk mitigation through analysis

Industry Experience:

- Sustainable materials and circular economy
- Advanced manufacturing and clean technology
- Data center infrastructure and cooling
- Medical diagnostics and healthcare
- Renewable fuels and energy

Functional Expertise:

- DownSelect® methodology development and implementation
- First principles thinking applied to business challenges
- Cross-industry pattern recognition
- Technology-to-market translation strategies
- Building collective intelligence systems

Personal Approach:

- Core value: Curiosity and willingness to ask "dumb questions"
- Philosophy: Features and benefits vs. dollars and cents
- Method: Systematic evaluation over intuition
- Goal: Building companies that transform markets

Content Topics

From Features to Dollars: The Economics of Innovation

Why customers pay for transformation, not technology

Key Insights:

- "We don't ask 'What can this technology do?' We ask 'What economic value does this create for customers willing to pay for transformation?'"
- The critical distinction between technical invention and commercial innovation
- Quantifying value propositions that drive adoption
- Why 95% of patents fail to commercialize

Playing the Right Game: Strategic Innovation Selection

How systematic evaluation reveals which opportunities deserve investment

Key Insights:

- "DownSelect helps us figure out which games to play and how to play those games to win. Most companies don't even know they're playing the wrong game"
- Building evaluation frameworks that reduce bias
- The 2.7% acceptance rate that drives success
- Critical factors that separate winners from wishful thinking

When Innovation Redefines Markets: A Systematic Approach"

How breakthrough technologies don't just enter markets—they transform them

Key Insights:

- "When you introduce a new technology solution to an unmet need, you don't just enter a market—you redefine it"
- Understanding market dynamics before and after disruption
- Why traditional market analysis fails for transformative innovations
- Creating economic value through systematic evaluation

When Innovation Redefines Markets

Creating new categories through systematic evaluation

Key Insights:

- "When you introduce a new technology solution to an unmet need, you don't just enter a market—you redefine it"
- How to evaluate market expansion potential vs. current market size
- Identifying when markets are ready for transformation
- Timing and solution readiness with market evolution
- How ecosystem thinking accelerates commercialization

Innovation Insights

On Market-First Innovation:

"You've got to flip the script from not just asking what this technology can do, but what needs does this innovation solve in the market."

On Economic Value Creation:

"We must ask questions not just about the features and benefits, but ultimately about the economic value in dollars and cents of the innovation."

On Partnership Value:

"The key learning from building innovation ecosystems: No organization has all the pieces, but the right partnerships can unlock tremendous unrealized value."

On Innovation Evaluation:

"You've got to flip the script from not just asking what this technology can do, but what needs does this innovation solve in the market. It's not features and benefits, it's dollars and cents."

On Collective Intelligence:

"No one organization really has everything that's required to fully capture all of the unrealized value that they have within their organization. And so it requires building an ecosystem."

On Market Validation:

"When you introduce a new technology solution in the market to an otherwise unmet need, you by definition change the market. You need to understand how the dollars and cents flow differently with this solution in the marketplace."

On Fundamental Principles:

"The easiest advice I can provide is to always understand what the underlying unmet need is."

Media Appearances & Features

FEI LINKs | FEI 2025 Conference

(May 2025): "Harvesting Innovation Through Collective Intelligence" Workshop

- **Event Speaking:** [Harvesting Innovation Through Collective Intelligence](#)
 - [Video of Interview at FEI](#)
- **Interviews:**
 - **TechBullion:** [Helping Organizations Close The Gap Between Technical Invention And Commercial Innovation; Interview with Colin Scott, Senior Vice President of DownSelect® at Innventure.](#)
 - [Tech Talks Daily Interview with Colin Scott](#)
 - [Why Most "Cool Technology" Isn't Real Innovation | Innventure's MATCH Framework](#)
 - [DownSelect® Summary with Colin Scott](#)

Why Book Colin Scott?

Colin delivers exceptional value to audiences, including:

- **Systematic Innovation Evaluation:** Proven frameworks for removing bias from opportunity assessment and transforming R&D from cost center to value generator through disciplined market-first analysis and the 3:1 value proposition rule for customer adoption
- **Economic Value Creation:** Practical methodologies for quantifying innovation ROI in dollars and cents before investing, identifying which technologies deserve internal vs. external commercialization, and building compelling value propositions that drive market transformation
- **Cross-Industry Expertise:** Unique perspective spanning renewable fuels, medical diagnostics, and deep tech commercialization with 10+ years managing DownSelect at XL TechGroup, combining engineering rigor (Duke) with strategic business acumen (MBA, UNC Kenan-Flagler)
- **Complete Opportunity Assessment:** Systematic approaches for evaluating partner + need + solution + model dynamics, understanding value chain money flows, and building partnerships that close the commercialization loop where portfolio approaches typically fail
- **Data-Driven Decision Making:** Tools and strategies for killing zombie projects with justification, differentiating between premature and market-ready technologies, and converting features and benefits into quantifiable economic incentives that drive adoption

Company Overview

Since 2015, Innventure has launched four companies from the ground up, including:

- **PureCycle Technologies (NASDAQ: PCT)**, which recycles polypropylene plastic based on technology sourced from Procter & Gamble
- **AeroFlexx**, which produces a sustainable, flexible liquid packaging solution also created with P&G technology
- **Accelsius**, which offers two-phase direct-to-chip liquid cooling technology

- **Refinity**, which seeks to commercialize advanced recycling technologies for conversion of plastic waste to drop-in chemicals in collaboration with The Dow Chemical Company

Quick Facts & Metrics

Background:

- Senior Vice President, DownSelect at Innventure (NASDAQ: INV, 7+ years)
- Board Member, Accelsius (data center cooling technology, June 2022-Present)
- 10+ years with XL TechGroup managing DownSelect evaluation methodology
- Electrical Engineering degree, Physics minor (Duke University)
- MBA in Strategy and Entrepreneurship (UNC Kenan-Flagler)
- 20+ years in technology commercialization
- Serial executive across medical diagnostics, renewable fuels, and deep tech ventures

Executive Track Record:

- Grew revenue ~60% and earnings 2.5x as VP Sales & Marketing, Kitchen Cabinet Distributors
- Drove 5x customer base growth as EVP, Broga Yoga
- Led technology commercialization across renewable fuels, medical diagnostics, and enterprise software sectors
- Executive roles spanning operations, product development, sales, and strategic partnerships

Innventure Impact:

- Leads proprietary DownSelect methodology evaluating 100+ opportunities annually
- Board oversight of Accelsius achieving 5x deployment growth in H1 2025
- Systematic evaluation approach targeting higher success rates than traditional venture models
- Building companies designed to achieve \$1B+ enterprise value through market transformation

Innovation Heritage:

- 20+ years evaluating and commercializing breakthrough technologies from multinational corporations
- Systematic risk mitigation approach developed through serial venture creation at XL TechGroup
- Cross-industry pattern recognition spanning cleantech, healthcare, data infrastructure, and consumer sectors

- Market-first evaluation philosophy quantifying economic value before technology investment

Philosophy and Approach

Colin's leadership is defined by four core principles:

- **Market-First Evaluation:** Starting with quantifiable market needs before technology assessment, using the 3:1 value proposition rule to ensure customer adoption economics drive innovation decisions rather than technical elegance
- **Systematic Risk Mitigation:** Applying engineering rigor to remove bias from opportunity evaluation through data-driven frameworks that identify and address commercialization barriers before capital deployment
- **Complete Opportunity Assessment:** Evaluating partner + need + solution + model dynamics to build companies that transform markets, not just develop technologies, with focus on value chain money flows and ecosystem requirements
- **Economic Value Quantification:** Converting features and benefits into dollars and cents ROI before investing, transforming R&D from cost center to value generator through disciplined financial analysis

Availability

Colin is available for keynote speaking, innovation workshops, corporate R&D forums, technology commercialization seminars, entrepreneurship programs, and venture development conferences. He tailors each presentation to align with audience objectives and event themes, drawing from his extensive background in systematic technology evaluation and cross-industry venture creation.

Preferred Links

- Innventure Website: www.innventure.com
- Innventure LinkedIn: [linkedin.com/company/innventure](https://www.linkedin.com/company/innventure)
- Colin's LinkedIn: : www.linkedin.com/in/colinscott
- Innventure X: <https://x.com/weareinnventure>
- Innventure YouTube: <https://www.youtube.com/@weareinnventure>

Additional Resources:

- [Innventure Website](#)
- [DownSelect® Methodology](#)
- [LinkedIn Profile](#)

Booking Information

To book Colin Scott for your event, podcast, or media opportunity:

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Innventure (NASDAQ: INV) founds, funds, operates, and scales technology solutions that solve major market needs, collaborating with multinational corporations and technology innovators who seek to become early customers or distribution channels.