# !nnovation flow

the Science of flowing Ideas and Inventions into Innovation

## **Dr Shankar MV**

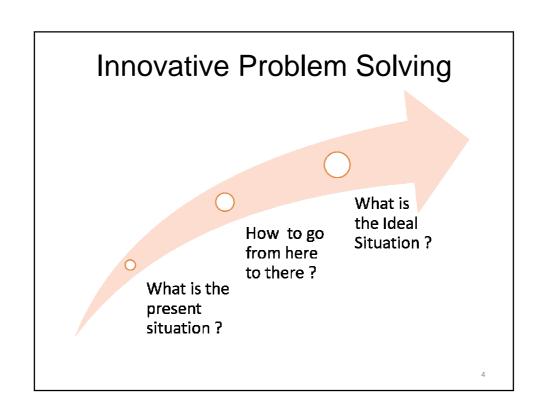
Pune, July 2010, IPFACE, Venture Center NCL Innovation

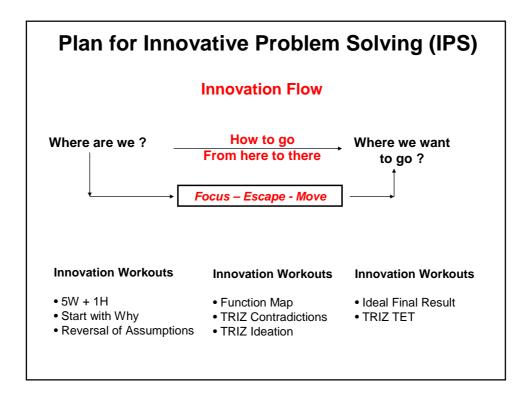
# Hi, I'm Shankar

- Physicist turned Materials Scientist
- Principal Scientist at Dow R&D, Pune
- GE R&D 8 Yrs, Materials Innovation
- · Patented Inventions, New Products
- Innovation Facilitator TRIZ









# Winning in Emerging Markets through Innovation



http://www.sristi.org/cms/





Jehangir Painter (49), a painter from north Maharashtra's Jalgaon town, put together a scooter-powered flour mill to relieve his wife from the tedium of blackout-induced threehour waits for wheat to be ground.

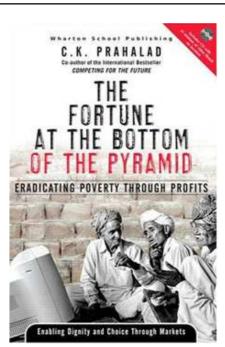


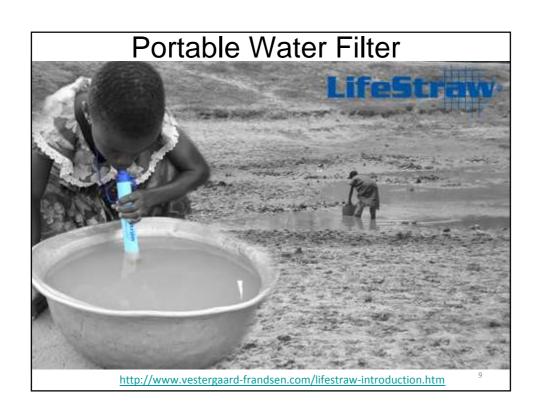
The Indian ability to innovate is not new and is exemplified by the word jugaad.

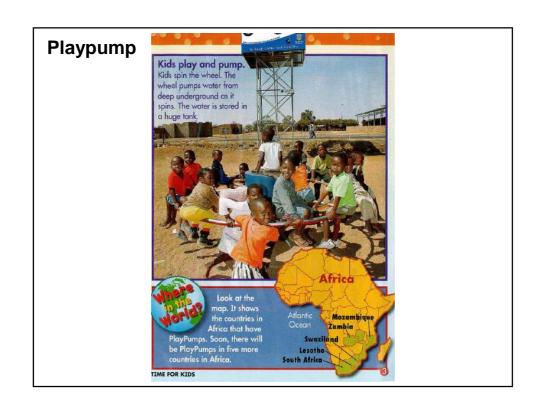
- the ability to engineer a solution—mechanical or otherwise—to a problem.

How to Innovate for Customers at the Bottom of the Pyramid?





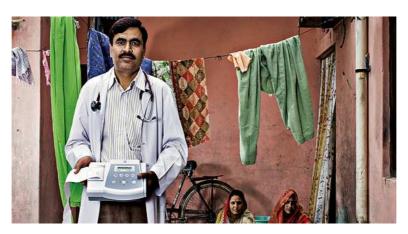






# **Reverse Innovation**

# GE Healthcare's compact electrocardiogram (ECG) for the Indian market is a case study in reverse innovation



In 18 months a team in India, working on a shoestring budget, developed a unique ECG machine that was one tenth the cost and one third the weight of previous units.

Having proven its success in rural India, GE's new MAC 400 ECG is now a candidate for use in all the other healthcare markets in the world. Reverse innovation is an idea whose time has come



# How GE Is Disrupting Itself

### The Idea in Brief

- The model that GE and other industrial manufacturers have followed for decades—developing high-end products at home and adapting them for other markets around the world—won't suffice as growth slows in rich nations.
- To tap opportunities in emerging markets and pioneer value segments in wealthy countries, companies must learn reverse innovation: developing products in countries like China and India and then distributing them globally.
- While multinationals need both approaches, there are deep conflicts between the two. But those conflicts can be overcome.

# Harvard Business Review 🐷

For decades, GE has sold modified Western products to emerging markets. Now, to preempt the emerging giants, it's trying the reverse.

# How GE Is Disrupting Itself

by Jeffrey R. Immelt, Vijay Govindarajan, and Chris Trimble

### **Reverse Innovation in Practice**

ORIGINAL PRODUCT

In the 1990s GE served the Chinese ultrasound market with machines developed in the U.S. and Japan. CONVENTIONAL ULTRASOUND 2002 PRICE

\$100K AND UP

TYPICAL CUSTOMERS
Sophisticated hospital

TYPICAL USES

 Cardiology (such as measuring the size of passages or blood flow in the heart)

fetal health)

General radiology (assessing prostate health, for example)

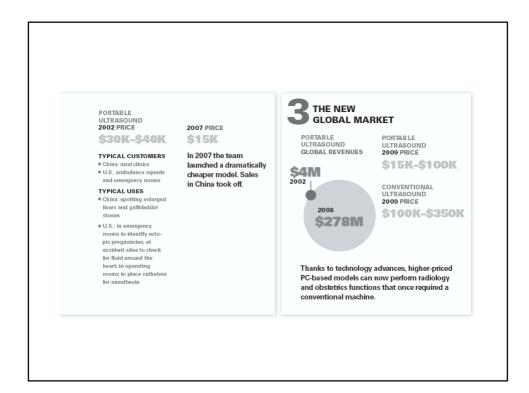
But the expensive, bulky devices sold poorly in China.

THE EMERGING MARKET DISRUPTION

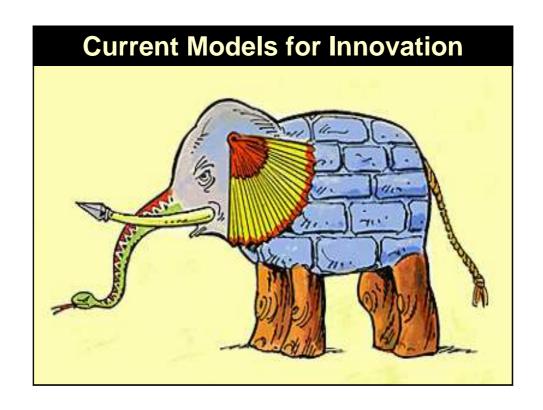
In 2002 a local team in China leveraged GE's global resources to develop a cheap, portable machine using a laptop computer enhanced with a probe and sophisticated software.

PAGE 6

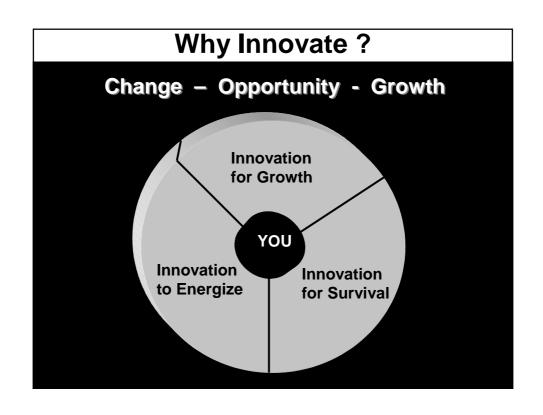
HARVARD BUSINESS REVIEW • OCTOBER 2009

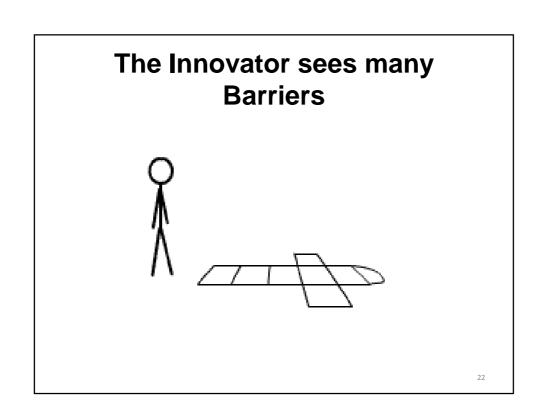


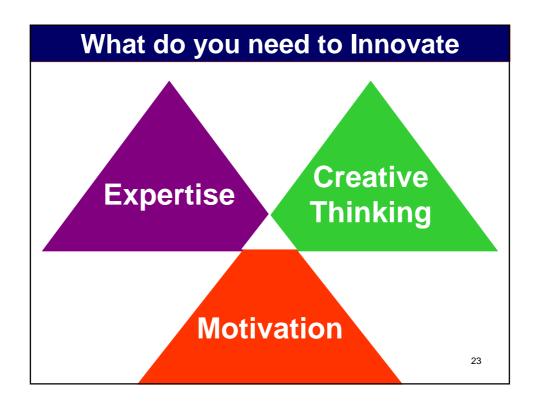
# What is Innovation?

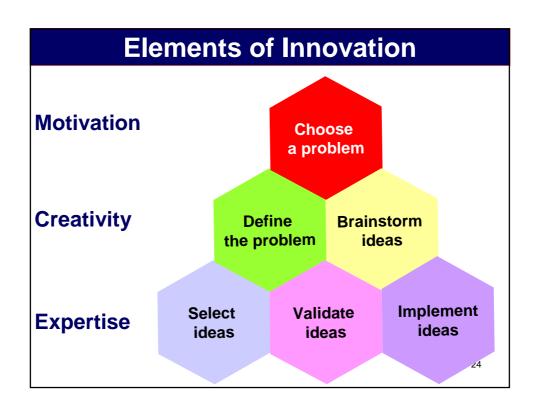


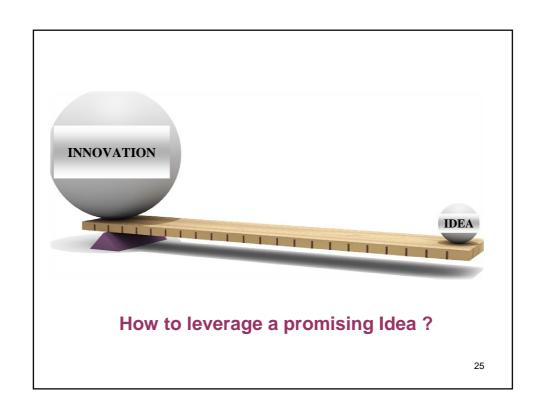
# INNOVATION IS BRINGING AN INSIGHTFUL IDEA SUCCESSFULLY TO THE MARKET

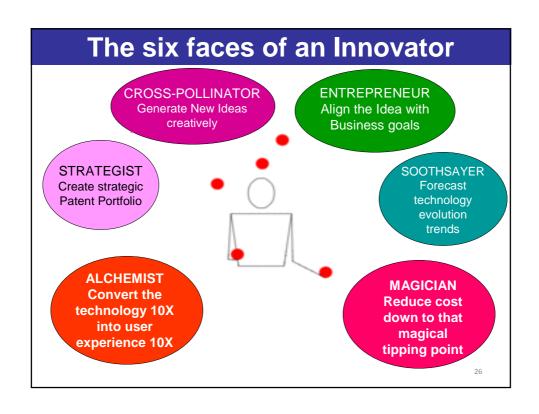












Creativity & Ideas are not enough,

they need to be

structured, defined and directed

to result in Innovation



# **How to Grow the Innovative Potential of Ideas?**

Innovative product that wows the User



Strategic IP Portfolio



Scale-up
Prototype Alignment
Manufacturing with
Innovation
Opportunity







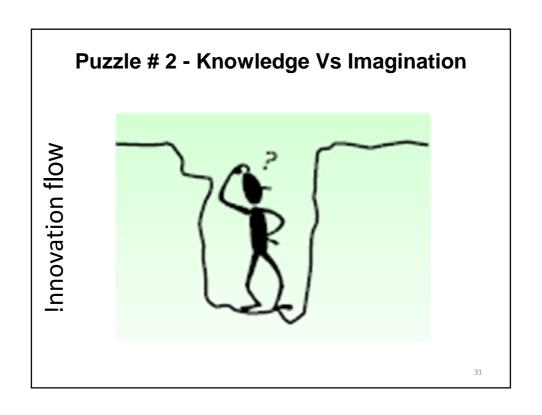
The Idea

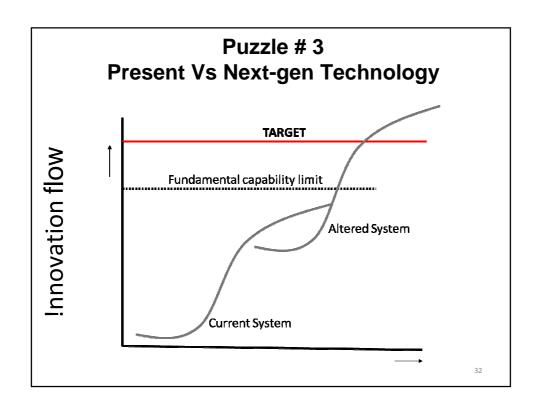
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# Puzzle # 1 - Tree Vs Forest

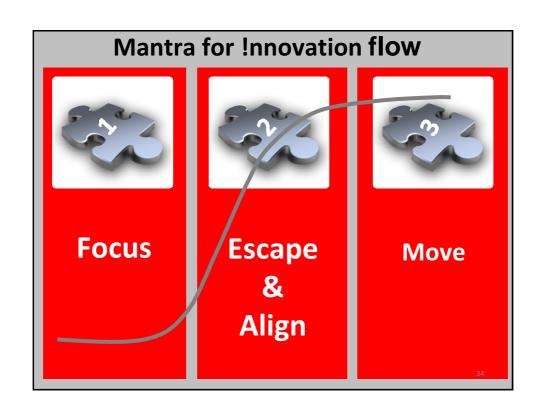
Innovation flow



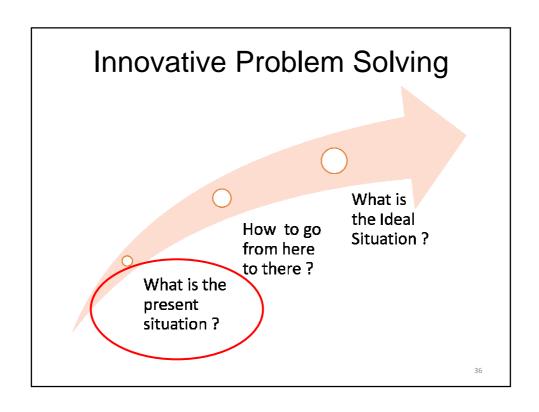


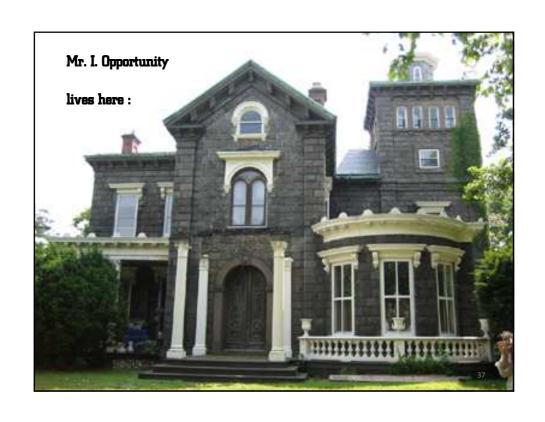


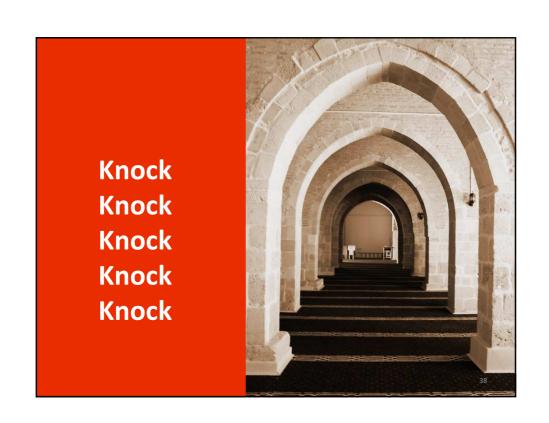


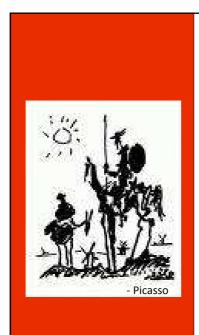


# **Innovative Problem Solving**









The Kingdom
was lost
because
a nail was
missing

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# The Kingdom was lost because a nail was missing

- Picasso

# 1. Why was the Kingdom lost?

because the battle was lost.

# 2. Why was the battle lost ?

because the soldier could not fight well

#3. Why could not the soldier fight well?

because he lost his horse.

# 4. Why was the Horse lost?

because it lost its shoe.

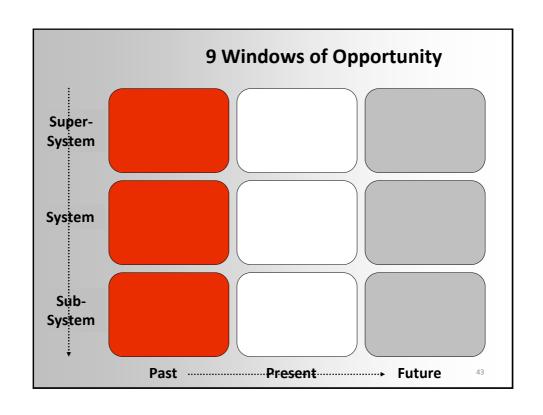
# 5, Why did the horse lose its shoe?

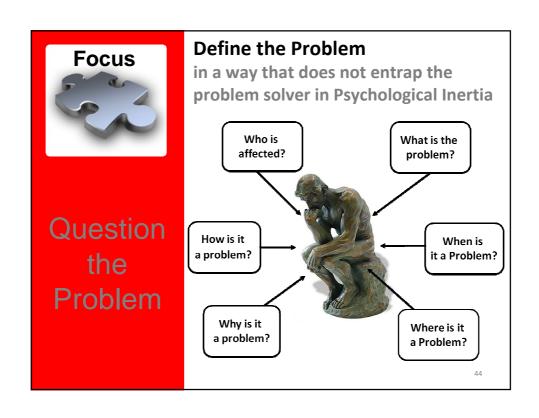
because a nail was missing.

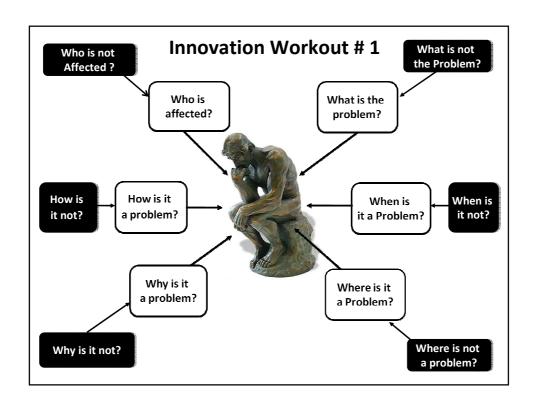


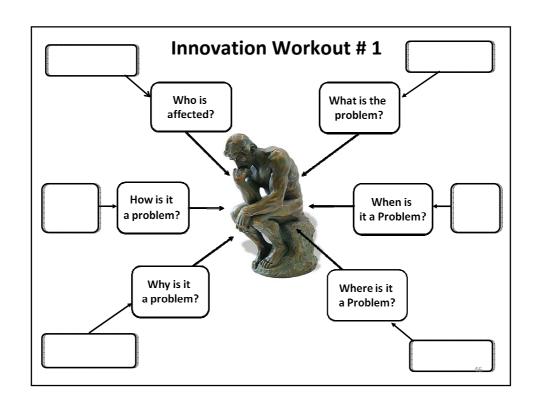
Why	because	Idea Trigger
Why do we have a problem with UPD?	UPD is deforming on impact	
Why is it deforming?	it absorbs the energy from colliding car but is unable to transmit it anywhere	Can we convert the absorbed kinetic energy to other useful forms
Why is it unable to transmit energy?	the supports are rigid	Can we vary the rigidity of support?
Why are the supports made rigid?	otherwise impact is transmitted to truck	How can the truck take impact but not affected?
Why is impact transmitted to truck?	there is no alternative path	How can we provide an alternative path for flow of energy?

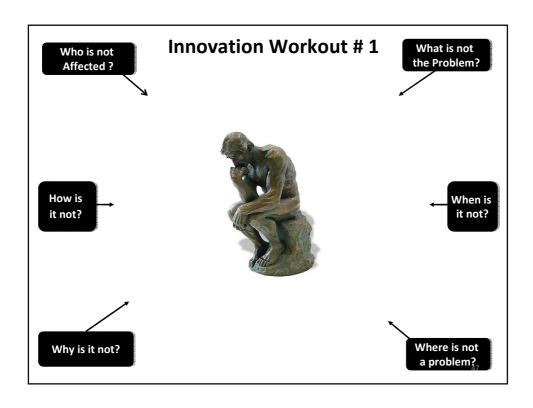






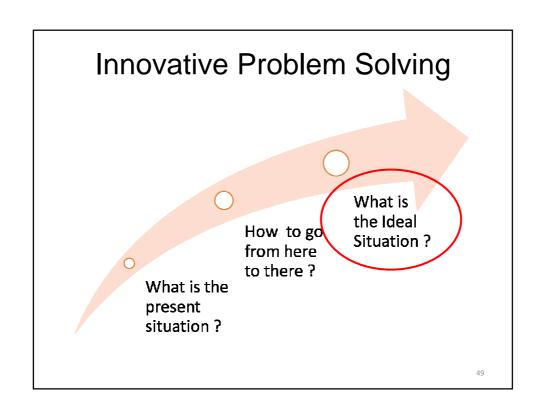


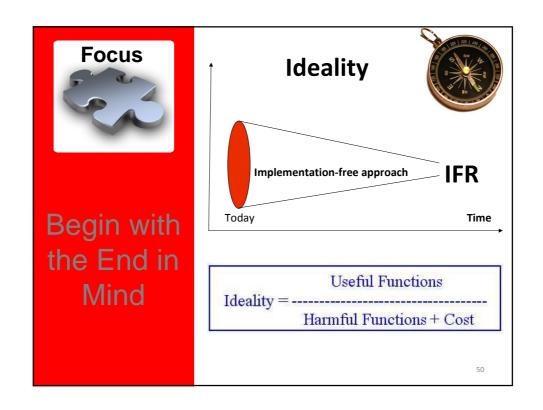




# Innovation Workout # 2 What if ...?

- What are your basic assumptions about the system?
- What if you reverse each one of these basic assumptions ?
- Now brainstorm around the reversed assumptions
- Take the ideas back to the original system







# Problem: Cleaning the exterior of the windows of tall buildings

## Ideality = Cleaning / ( Injury + Cost )

### • IFR -1

Introduce an element that will clean the exterior from inside – without complicating the design

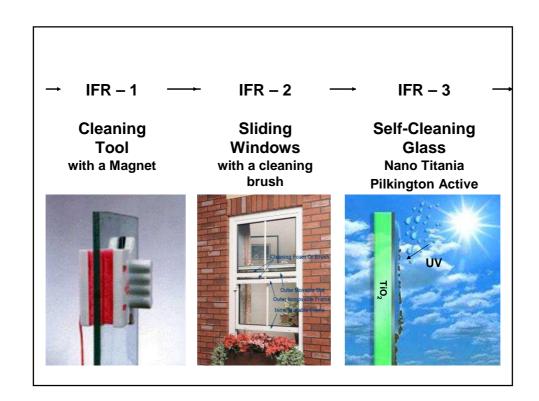
### • IFR-2

No new substance or parts System itself will do the useful function

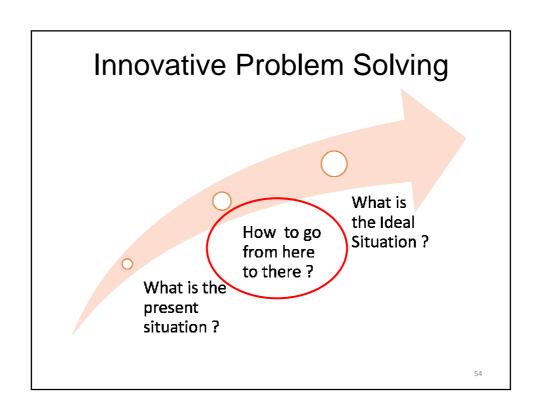
### • IFR-3

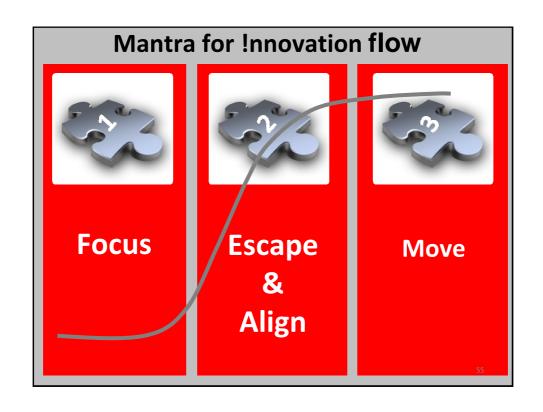
Zone of Contradiction itself performs the function

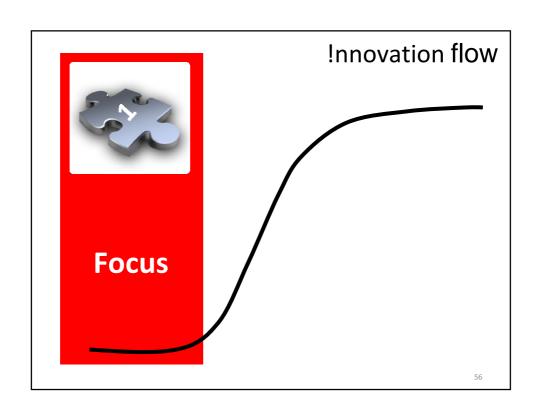
Source: Kraev's Korner – System Ideality, TRIZ Journal http://www.triz-journal.com/archives/2007/02/08/

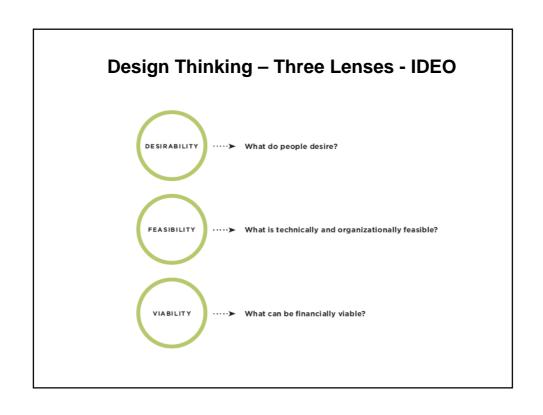


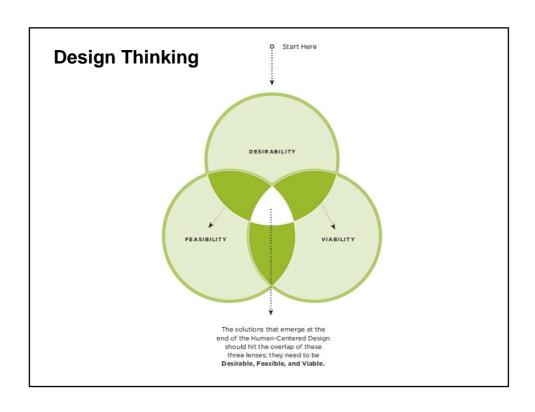
# Innovation Workout # 3 Ideal Final Result











# **Design Thinking – IDEO's HCD Model**



### HEAR

During the Hear phase, your Design Team will collect stories and inspiration from people. You will prepare for and conduct field research.



#### CREATE

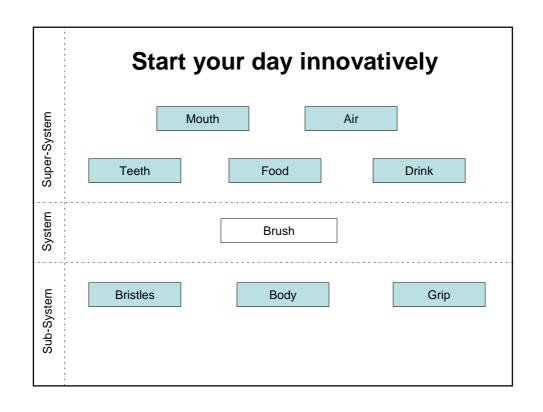
In the Create phase, you will work together in a workshop format to translate what you heard from people into frameworks, opportunities, solutions, and prototypes. During this phase you will move together from concrete to more abstract thinking in identifying themes and opportunities, and then back to the concrete with solutions and prototypes.

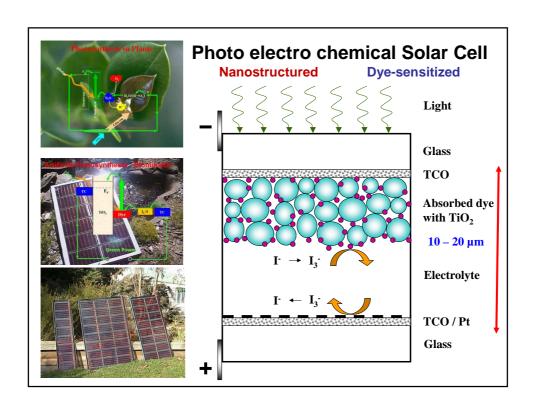


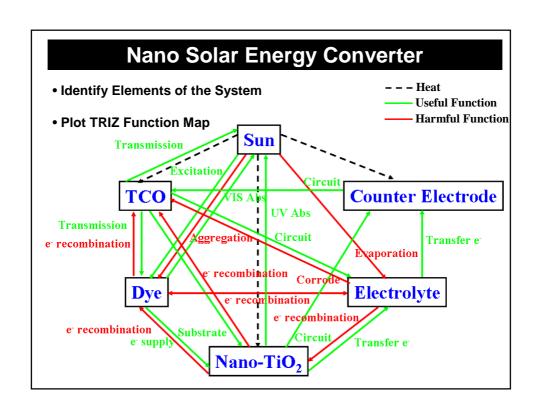
### DELIVER

The Deliver phase will begin to realize your solutions through rapid revenue and cost modeling, capability assessment, and implementation planning. This will help you launch new solutions into the world.

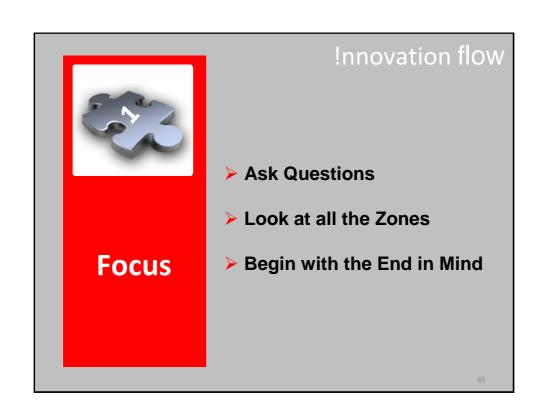
Innovation Workout # 4
Functional Mapping
to focus on the
Innovation Opportunity

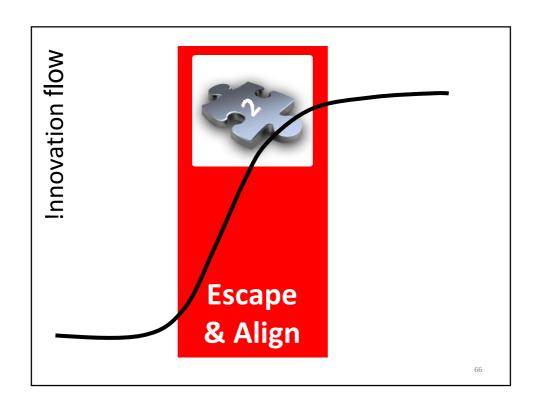


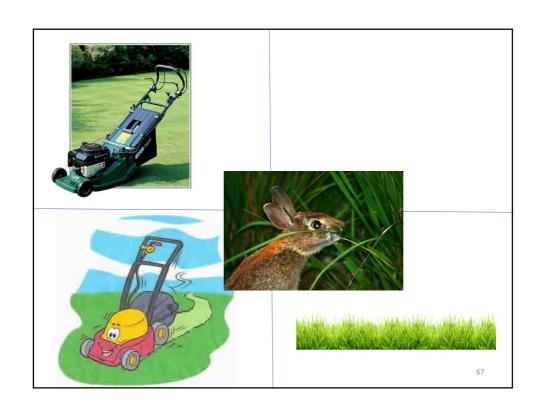


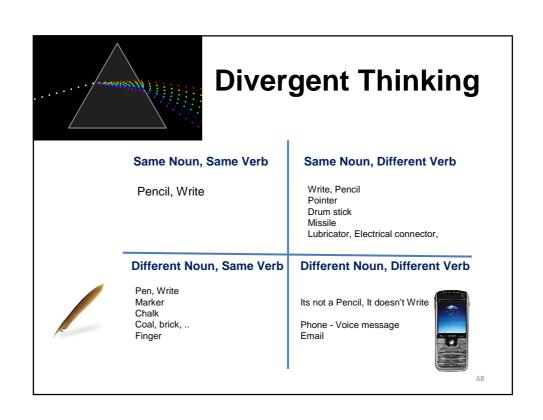


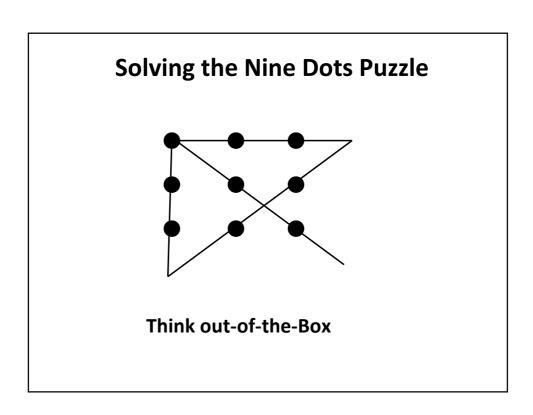
		ng you bad		
Element	Present	What is desired?	What is to be improved?	What is holding us back?
	170	High transmittivity &	1.1	
TCO	ITO	electrical conductivity	Light transmittivity	low conductivity
			Electrical conductivity	loss in transmittivity due to light scattering
Light harvester (Dye)	Organic molecules (Ru-based)	absorb entire spectrum of incident radiation	# Absorbed photons	Aggregation, selective absorption
		convert all absorbed photon energy into excitons	# Excitons generated	Recombination
Nanoporous photoelectrode	Nano TiO2	conduct electron away immediately	Electron mobility	Transfer of e from dye to TiO2
Electrolyte	lodine based redox couple	conduct hole away immediately	Hole mobility (liquid electrolyte)	volatility, leakage
		supply electrons		
Counter	Pt on	continuously, not react	Chemical stability,	corrosive nature of
electrode	glass/TCO	with electrolytes	electron donating ability	electrolytes and cost

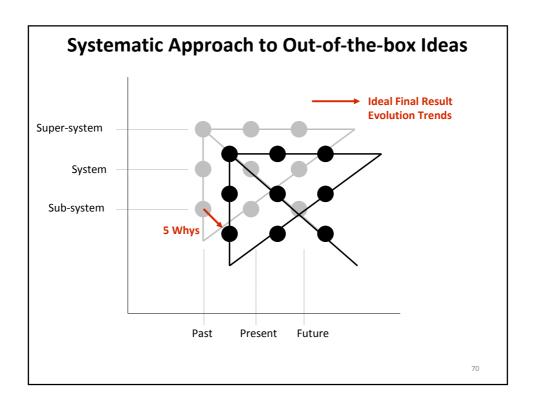


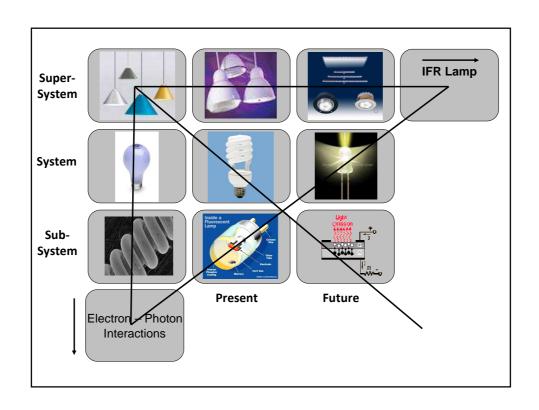














# Innovation by standing on the shoulders of Giants

# TRIZ

None of us is as good as all of us

Someone somewhere has already solved a problem similar to yours

### TRIZ (pronounced "trees")

# Russian: Теория решения изобретательских задач

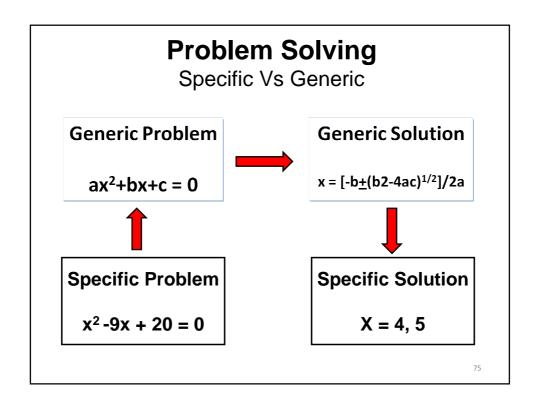
(Teoriya Resheniya Izobretatelskikh Zadatch)

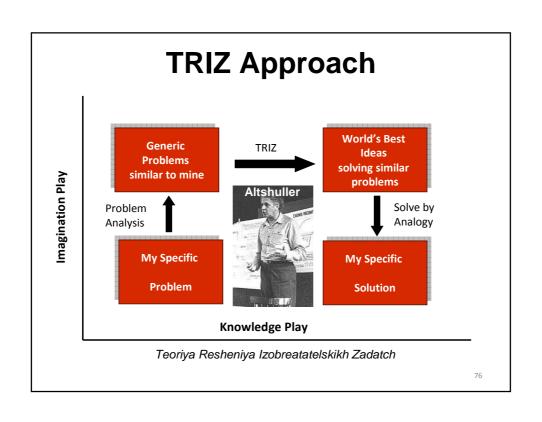
"The theory of solving inventor's problems"

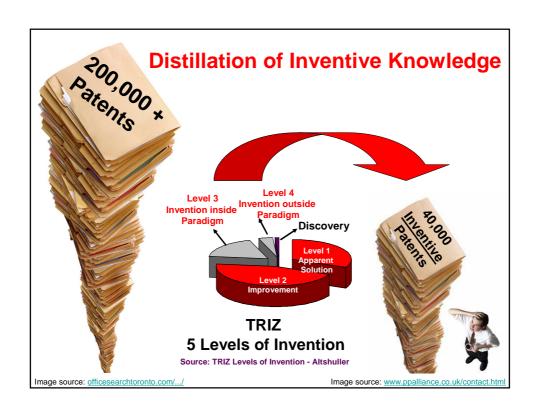
- a systematic problem-solving methodology based on collective inventive knowledge
- Altshuller et al (1948 1998) studied patented inventions and identified recurrent principles and patterns characterizing inventive thinking

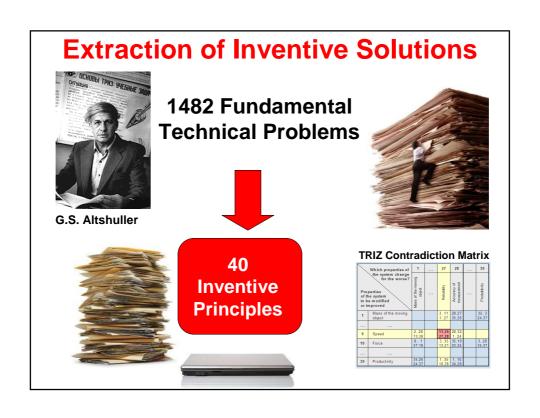
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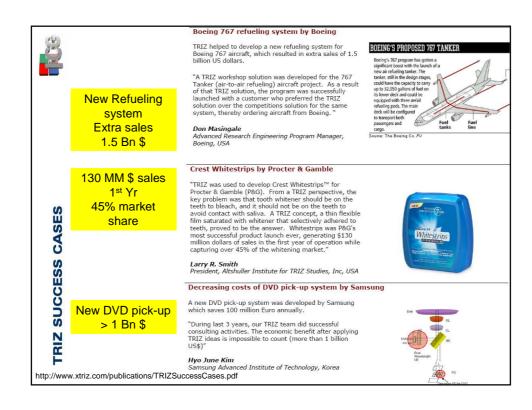


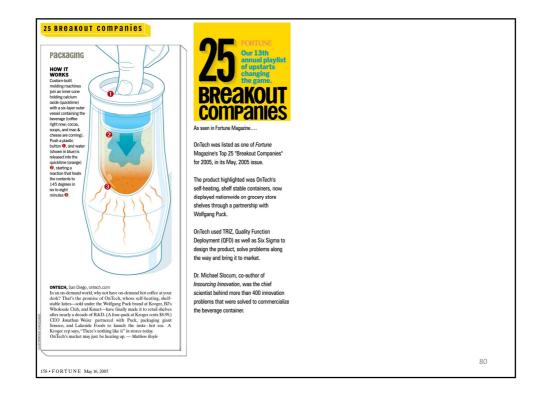


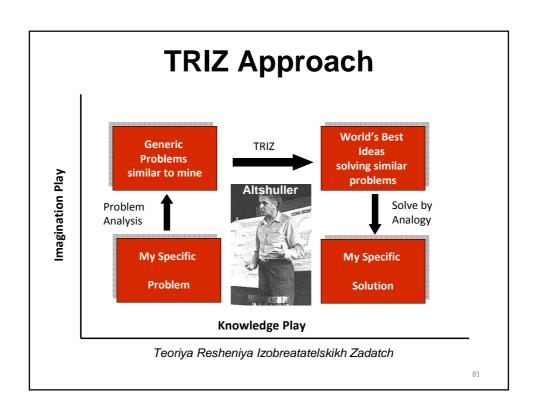


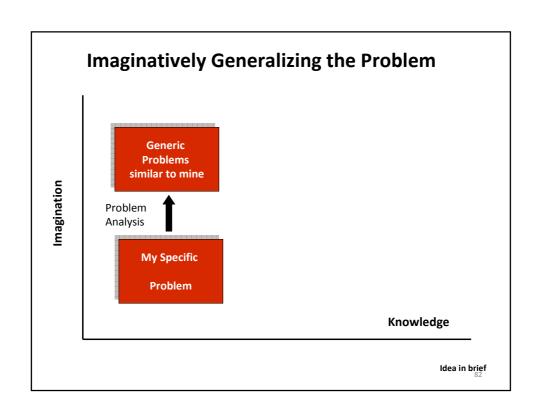












# **TRIZ** Engineering Parameters

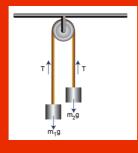
- 1. Weight of moving object
- 2. Weight of nonmoving object
- 3. Length of moving object
- 4. Length of nonmoving object
- 5. Area of moving object
- 6. Area of nonmoving object
- 7. Volume of moving object
- 8. Volume of nonmoving object
- 9. Speed
- 10. Force
- 11. Tension, pressure, stress
- 12. Shape
- 13. Stability of object
- 14. Strength

- 15. Durability of moving object
- 16. Durability of nonmoving object
- 17. Temperature
- 18. Brightness
- 19. Energy spent by moving object
- 20. Energy spent by nonmoving object
- 21. Power
- 22. Waste of energy
- 23. Waste of substance
- 24. Loss of information
- 25. Waste of time
- 26. Amount of substance
- 27. Reliability
- 28. Accuracy of measurement

- 29. Accuracy of manufacturing
- 30. Harmful factors acting on object
- 31. Harmful side effects
- 32. Manufacturability
- 33. Convenience of use
- 34. Repairability
- 35. Adaptability
- 36. Complexity of device
- 37. Complexity of control
- 38. Level of automation
- 39. Productivity

### **TRIZ**

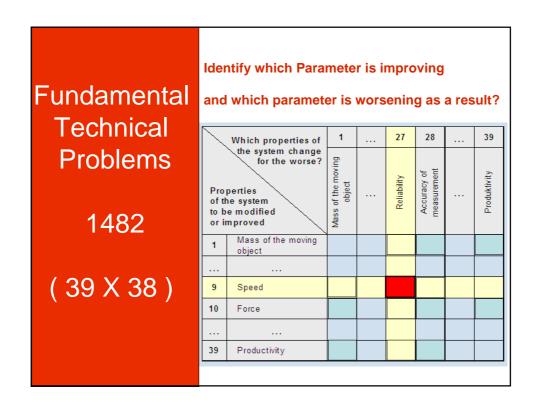
### Contradiction

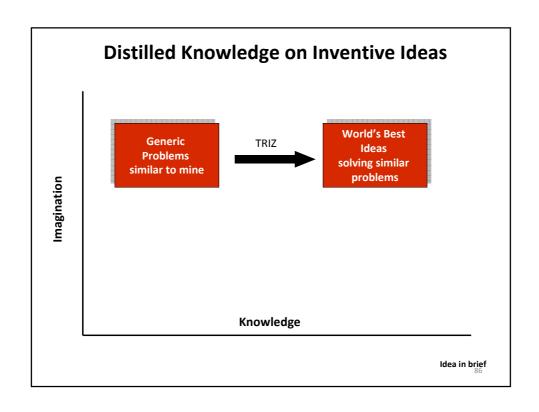


To solve an Inventive Problem.

Inventor needs to find & remove Contradictions.

The TRIZ technical contradiction is that when Parameter A is improved, Parameter B worsens.





# **TRIZ Inventive Principles**

16. Partial or excessive actions

20. Continuity of useful action

17. Another dimension

19. Periodic action

21. Skipping

23. Feedback

24. 'Intermediary'

25. Self-service

26. Copying

18. Mechanical vibration

1. Segmentation

15. Dynamics

2. Taking out

3. Local quality

4. Asymmetry 5. Merging

6. Universality

7. "Nested doll"

8. Anti-weight

9. Preliminary anti-action

10. Preliminary action 11. Beforehand cushioning

12. Equipotentiality 13. 'The other way round'

14. Spheroidality - Curvature 28 Mechanics substitution

27. Cheap short-living objects

29. Pneumatics and hydraulics

30. Flexible shells and thin films

31. Porous materials

32. Color changes

33. Homogeneity.

34. Discarding and recovering

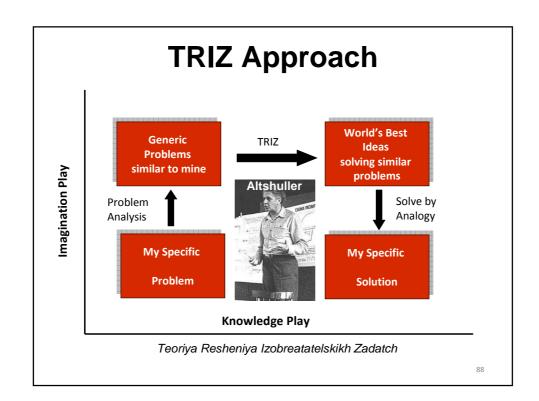
35. Parameter changes

22. "Turn Lemons into Lemonade" 36. Phase transitions

37. Thermal expansion

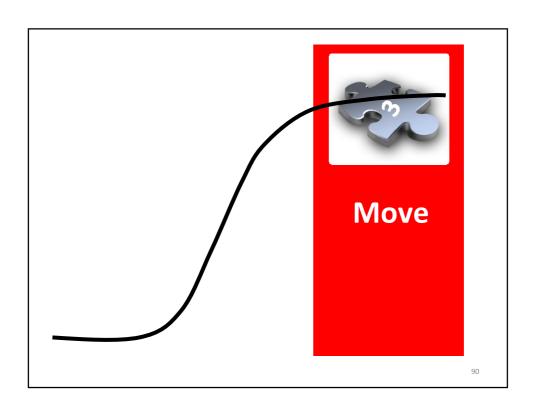
38. Strong oxidants 39. Inert atmosphere

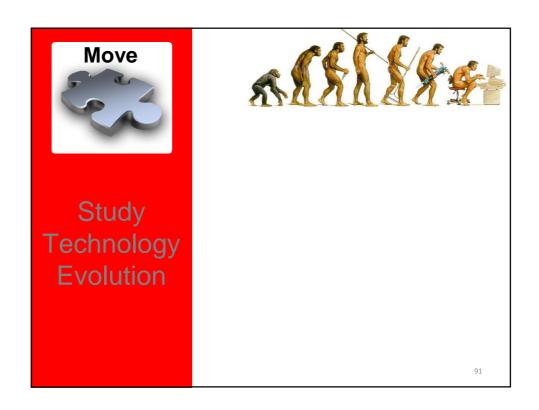
40. Composite materials

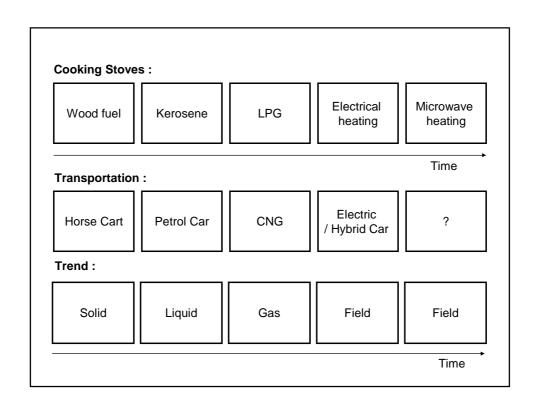


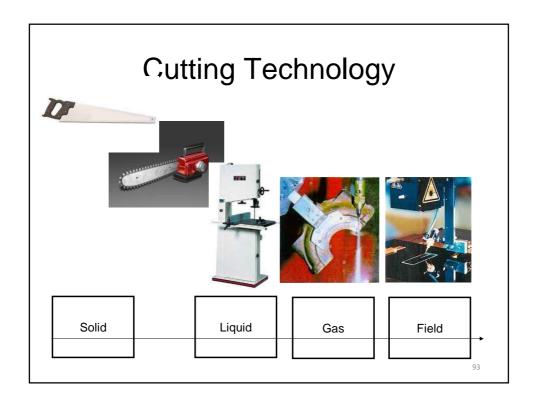
Innovation Workout #5

Ideation using TRIZ Triggers









### Laws governing Trends of Evolution

#### **Static Laws:**

- 1. **Completeness** of parts of the engineering system. Every technical system consists of engine, transmission, limbs and controls. Evolution
- will take place to all these parts.

  2. Energy Conductivity of the system- The better the transfer of energy inside the system, the better the system.
- 3. Harmony of the parts of the system- Better harmony in timing, frequency etc. improves performance of the system.

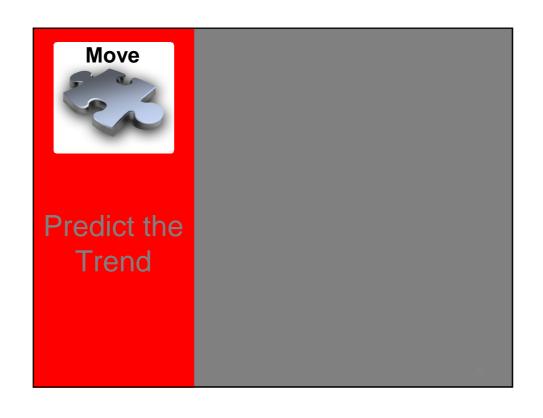
#### **Dynamic Laws:**

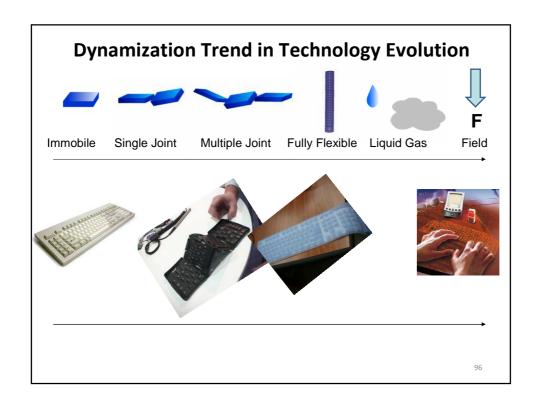
- 4. Transition from Microlevel to Macrolevel which improves miniaturization.
- 5. **Dynamization** that moves the evolution from a rigid structure to a flexible one.

#### **Kinematic Laws**

- 6. Moving towards increasing ideality. Every stage of evolution will move closer to the ideal system.
- 7. Moving from complicated system to simplified system.8. Elemination of redundant stages and Transition towards the super-

Source: http://www.trizsite.com/triztools/evolutiontrends.asp







### **Trends in Technology Evolution**

Transition from single to double to multiple

Monolithic items are split into multiple components for efficiency and convenience. Single purpose products are made multi-purpose products. For example, pen with single color ink to pen with different color ink.

The transition from rigid to flexible to wave technologies.

According to this trend the products are moving from rigidity to flexibility. The future stages of the product will be more and more flexible. For example, fixed gates to collapsible gates, fixed tables to openable and ajustable tables etc.

The transition from mechanical to thermal to electronic energy application.

Machines are becoming more automated. Human operated machines are converted to petrol operated to battery operated machines. Many are converted to solar and atomic energy operated. For example, bicycle to motor-cycle, mechanical watch to battery operated watch, electric lights to solar lights, steam engine trains to diessel engine to electric engine etc.

# **Trends in Technology Evolution**

#### Transition from large to small

Products are moving from large size to small size. For example, Old generation computers were large, which were replaced by small personal computers. Current age laptops and palmtops are still smaller. This shows a trend towards future computers of even smaller size. Another example, Large clocks to small wrist watches to macro clocks.

#### Straight lines to curves

Flat surfaces are made curved surfaces for convenience of use. For example, reclangular tv-remotes are made curved to fit better with the shape of human palms. Flat rests are made curved rests to give better support to the back.

#### Manual to automatic, or moving towards decreasing human involvement

Products move towards reduced human involvements. As human time is precious products intend to work automatically without being operated by human beings. For example, thermostats in car engine fans, tv-timer to switch of tv automatically atter some time.

#### · Transition towards controllability

Products become more and more controllable. Better products have higher controllability. For example, electronic equipments, space shuttles.

## **Technology Evolution Potential**

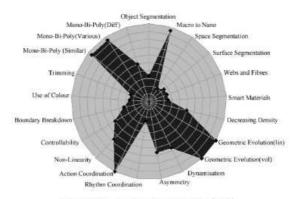
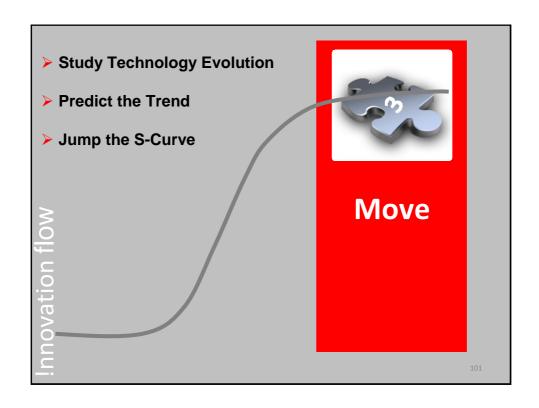


Fig. 11. Evolutionary potential radar plot for US 4,174,358.

Better technology forecasting using systematic innovation methods

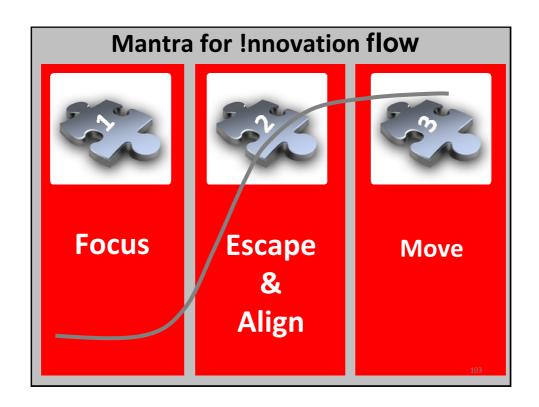
Darrell L. Mann\*

Technological Forecasting & Social Change 70 (2003) 779-795



# !nnovation flow

- Focus on the Innovation Opportunity
  - balance depth Vs breadth
- > Escape from Psychological Inertia
  - stretch the Paradigms
- Align the creative solutions to critical problems
  - resolve all contradictions
- Move constantly towards Ideality
  - transcend to next-gen technologies



# !nnovation flow

Don't aim at Innovation – the more you aim at it the more you are going to miss it.

For Innovation cannot be pursued; it must ensue ...as the unintended effect of one's personal dedication to an Idea greater than oneself

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### Take up one idea.

Make that one idea your life

- think of it, dream of it, live on that idea.

#### Swami Vivekananda



## **TRIZ** Resources

- <a href="http://trizindia.ning.com/">http://trizindia.ning.com/</a>
- TRIZ Books

Altshuller, Genrich (1973). Innovation Algorithm. Worcester, MA: Technical Innovation Center. ISBN 0-9640740-2-8.

Altshuller, Genrich (1984). Creativity as an Exact Science. New York, NY: Gordon & Breach. ISBN 0-677-21230-5.

Altshuller, Genrich (1994). And Suddenly the Inventor Appeared. translated by Lev Shulyak. Worcester, MA: Technical Innovation Center. ISBN 0-9640740-1-X.

- TRIZ Journal: http://www.triz-journal.com/ excellent articles archives from 1996 available
- TRIZ Opensource: http://www.opensourcetriz.com/ Excellent collection of TRIZ problem solving illustrations & case studies, eBooks free downloads Larry Ball etal
- Other TRIZ Resources
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The Altshuller Institute for TRIZ Studies

http://www.aitriz.org/index.php?option=com\_frontpage&Itemid=1

- TRIZ site <a href="http://www.trizsite.com/startup/default.asp?menuno=999001TM">http://www.trizsite.com/startup/default.asp?menuno=999001TM</a>
- TRIZ-learning platform <a href="http://triz.it/eng/">http://triz.it/eng/</a> good collection of examples of the 40 Inventive principles
- TRIZ Overview articles: <a href="http://en.wikipedia.org/wiki/TRIZ">http://en.wikipedia.org/wiki/TRIZ</a>, <a href="http://www.mazur.net/triz/">http://en.wikipedia.org/wiki/TRIZ</a>, <a href="http://www.mazur.net/triz/">http://en.wikipedia.org/wiki/TRIZ</a>, <a href="http://www.mazur.net/triz/">http://www.mazur.net/triz/</a>

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#### Suggested Reading

- Managing Creativity & Innovation Harvard Business Essentials, Harvard Business School Press
- Innovation & Entrepreneurship Peter F. Drucker, A Harper Business Book
  The New Business Road Test John W. Mullins, Pearson Power
- Payback Reaping the Rewards of Innovation James P. Andrew and Harold L. Sirkin, Harvard Business School Press
- The Innovator's Solution Clayton M. Christensen & Michael E. Raynor, Harvard Business School
- Ten Rules for Strategic Innovators Vijay Govindarajan & Chris Trimble, Harvard Business School Press
- Managing Technology and Innovation for Competitive Advantage, V.K. Narayanan, Pearson Education
- Innovation Management, Shlomo Maital and D.V.R. Seshadri, Response Books
- Lateral Thinking, Edward De Bono, Penguin Books
- Hands on Systematic Innovation, Darrell Mann, IFR Press
- Innovation on Demand, Victor Fey & Eugene Rivin, Cambridge University Press
- Managing Innovation, Joe Tidd, John Bessant and Keith Pavitt, Wiley India Edition.
- Open Business Models, Henry Chesbrough, Harvard Business School Press
- The Myths of Innovation, Scott Berkun, O'Reilly.
- Return on Ideas, David Nichols, Wiley India Pvt Ltd.
- The Ten Faces of Innovation, Tom Kelley, Profile Books.
- Innovation Tournaments, Christian Terwiesch and Karl T. Ulrich, Harvard Business Press.
- A Whole New Mind, Daniel H. Pink, Marshall Cavendish Business.
- Drive Dan Pink
- The Riddle, Andrew Razeghi, Times Group Books.
- The Art of the Start, Guy Kawasaki, Portfolio.
- How to get Ideas Jack Foster
- Borrowing Brilliance David Kord Murray
- A Whack on the side of the head Roger von Oech

### ...let the innovation flow

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