



UNIVERSITY SCIENCE, ENGINEERING AND TECHNOLOGY, INC.

~~USEET~~  
~~Jim Perin~~ Thank You

Jim + Bob have more *debatifive*

Carl Hammer  
SDI

*Programs*  
*we're presently*  
*and start-up*  
*and that a more*  
San Diego, California  
Monday, February 29th  
*formative stage.*

*the division*  
*was created*  
*to help*

Dear SUPA Meeting Attendees:

~~At today's meeting you heard about USEET, the new University Science, Engineering and Technology corporation and some of its planned activities. USEET helps to solve the problem of moving university, federal laboratory and industry technology to the market place. This is to acquaint you with those efforts.~~

*is a division of*  
*in Maxwell*  
*communications*  
*Corp.*  
*of*  
*Greenwich*  
*Conn.*  
*and*  
*is*

~~USEET will provide a number of services aimed at facilitating the use of the results of Government investment in research and development. We know that universities in particular have had difficulty locating the resources and staff necessary to manage these results. Also, withdrawal of these activities is developing on a world-wide basis.~~

Changing Government policy has provided a supportive environment for universities and USEET. The primary thrust of government efforts to increase commercialization of federally financed R&D results has been toward decentralizing technology management by permitting the creating organization and its investigators, whether at a university or federal laboratory, to own, and thereby benefit from application of their technology. These policy changes were driven by the realization that successful transfer must be a win-win situation in which all participants must benefit from the result. This was accomplished through legislative changes that permit federally-funded universities and federal laboratories to license technology on an exclusive, royalty-bearing basis. The legislation creates a powerful incentive by also requiring that part of the royalty return be shared with the inventors that produced it.

In addition, increased global competition *supports the* ~~points to a need~~ for USEET. Corporations increasingly seek product innovations from the outside as a response to foreign competition. Traditionally, new products or product improvements have come from internal research and development and/or acquisitions of small companies. The commercialization of federally funded research will provide new product opportunities *for U.S. industry.*

USEET's clients ~~will~~ *will* include universities, federal laboratories and industry. Initially, universities and government laboratories will serve as the primary source of technology and research expertise. As USEET grows, these interactions will change to find new innovative ways of technological management and exchange.

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*services*  
*USEET*  
*is*  
*planning*