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With the above in mind the following  
is a list of potential licensable technology  
sources:

a) 175 U.S. Universities

We have identified 175 U.S. universities who each have an annual R&D budget falling between 8.8 and 440 million dollars. In addition, we have identified the technology management contacts <sup>including</sup> ~~with~~ a telephone number and address at 150 of these universities. Many of the technology managers are familiar with USET personnel, which we hope will foster their cooperation. Clearly the 10 USET clients in the listing are obligated to participate. Further, in a dry run we contacted a small number of non-clients and were able to solicit abstracts of over 300 technologies.

b) 305 U.S. and Foreign Industrial Concerns Who Have Indicated Their Desire to License Company Technology.

We have identified the technology management contact ~~and~~ including telephone number and address at each of 305 businesses who have <sup>expressed</sup> ~~indicated~~ <sup>an interest</sup> in licensing their technology. 305 U.S. and Foreign Industrial Concerns Who Have Indicated Their Desire to License Company Technology.

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agent for the United Kingdom's government funded research institutes.

GKSS — A German funded environmental research institute that licenses its own technology.

INRA — A French funded agricultural research institute that licenses its own technology.

d) Foreign Sources <sup>Not</sup> of licensable technology who have been contacted.

licensing agent — The designated exclusive licensing agent for all technology from USSR funded research institutes.

INVAR — The designated nonexclusive licensing agent for France's government funded research institutes.

JITA — The designated exclusive licensing agent for Japan's government funded research institutes. (JITA's technology has been disclosed to the Prontowitz proprietary database).

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Technical Research Centre of Finland

③

Austrian Trade Commission

Nonexclusive licensing agent for Austrian businesses.

Canadian Patents and Developments Lt

Exclusive licensing agent for Canada research institutes and some Canada universities.

Israeli Industry Center for R&D (MATIMO)

Nonexclusive licensing agent for Israeli businesses.

Italian Trade Commission

Nonexclusive licensing agent for Italian businesses.

Swedish National Board for Technical Development

Swedish licensing agent — claim to cover all sources of technology in Sweden.

④ The Small Business INNOVATION Research Program (SBIR)

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⑤ The Small Business INNOVATION Research Program (SBIR)

The US SBIR program was created in 1982 by Public Law 97-219. The law requires that all Federal

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and the technology involved

on 10,000 awards, ~~annually~~. A description of each award is available from each funding agency. ~~Approximately~~ All 10,000 announced awards have been accumulated from the 11 agency contact points and are now being converted into an electronic database. ~~Since all the technology~~

Since only 1 of 8 submissions from small businesses are granted funds, the industry should be very interested in ~~the~~ technology that survived the government evaluation and screening process. As noted, while handcopy is publicly available by on-line vendor is managing the database.

The DOE Energy Related Inventions Program

The D.O.E. program was created ~~in 1976~~ by statute in 1976. The law ~~recognizes~~ creates a funding program <sup>to develop</sup> energy related inventions brought to the attention of D.O.E. In practice the evaluation and recommendations for funding have been assigned to the National Bureau of Standards who has ~~evaluated~~ evaluated and recommended funding of ~~an~~ energy program <sup>for</sup> inventions brought to the attention of D.O.E. In practice the evaluation and recommendations for funding have been assigned to the National Bureau of Standards who has ~~evaluated~~ evaluated and recommended funding of approximately 8000 technologies in the last 10 years. We

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## g) Existing Electronic Databases Disclosing Technology

Before listing the possibilities of using existing databases, it is important to discuss the problems they entail. First, ~~with~~ with one exception, none of the accessible databases are limited to licensable technology. Further, none appear to be limited to new products and processes. They all appear to ~~be~~ to cumulate scientific and technical results ~~with~~ ~~which~~ ~~are~~ ~~not~~ ~~limited~~ ~~to~~ ~~new~~ ~~products~~ ~~and~~ ~~processes~~. These problems ~~plus~~ the fact that they are ~~generally~~ ~~not~~ ~~used~~ ~~freely~~, makes existing databases difficult to deal with.

which are ~~not~~ ~~limited~~ ~~to~~ ~~new~~ ~~products~~ ~~and~~ ~~processes~~.

However, ~~it~~ to the extent that the information ~~is~~ ~~not~~ ~~such~~ ~~as~~ ~~an~~ ~~electronic~~ ~~database~~ can be obtained on a media that ~~can~~ ~~be~~ ~~moved~~ ~~to~~ ~~a~~ ~~MC~~ ~~site~~ with no copyright or other ~~dislosures~~ ~~or~~ ~~conditions~~ attached, ~~new~~ ~~products~~ ~~and~~ ~~processes~~ ~~technology~~ can be screened out and reformatted and used in our ~~database~~ ~~batch~~ ~~support~~.

The following ~~electronic~~ ~~database~~ ~~can~~ ~~be~~ ~~moved~~ ~~to~~ ~~a~~ ~~MC~~ ~~site~~ with no copyright or other ~~dislosures~~ ~~or~~ ~~conditions~~ attached, ~~new~~ ~~products~~ ~~and~~ ~~processes~~ ~~technology~~ can be screened out and reformatted and used in our ~~database~~ ~~batch~~ ~~support~~.

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Copyright infringement problems could arise from use of these databases without negotiating with the database creator.

~~Abstracts~~  
Project description includes title, starting date, investigator, performing and sponsoring organization and detailed abstract.

Federal Applied Technology Database

Contains abstracts of selected processes, instruments, materials, equipment, software, and techniques generated by federal laboratories. (14.6 records)

Bibliographic Database

Contains the abstracts from ~~all~~ <sup>all</sup> abstract ~~Newsletters~~ technical reports announced by NTIS both foreign and domestic. (1.5 million records)

B) Biomedical Business International (BBI) (Macmillan)

BBI solicits ~~abstracts~~ <sup>abstracts</sup> of new medical products and pieces for disclosure in their newsletters. We do not know the extent to which they have gained the cooperation of ~~relevant~~ <sup>relevant</sup>

C) ~~Technology sources~~ (Macmillan)

BBI solicits ~~abstracts~~ <sup>abstracts</sup> of new medical products and pieces for disclosure in their newsletters. We do not know the extent to which they have gained the cooperation of ~~relevant~~ <sup>relevant</sup>

technology sources but we believe it to be ~~misleading~~ <sup>misleading</sup>. Indeed, they

## i) The Pergamon Journals

Editors of the Journals could as part of the review process ask authors whether the paper submitted described any new product or process which he or his organization was interested in <sup>on further development</sup> licensing. An abstract of that paper could be created for inclusion in our database. The submitter's incentive to participate would be explained as possible royalty returns or additional research funding from industry.

## j) U.S. Government Laboratories

In 1986, Federal laboratories were given the authority for the first time to license their technology. These laboratories are <sup>actively</sup> ~~busily~~ creating the infrastructure to proceed ~~on some recognition~~ and a few have appointed technology managers who function much like university managers. Over a period of time this area will be extremely fertile grounds for technology disclosures aimed at industry. <sup>industry</sup> ~~industry~~ ~~to proceed on some recognition~~ and a few have appointed technology managers who function much like university managers. Over a period of time this area will be extremely fertile grounds for technology disclosures aimed at industry. We already know that the Dept of — has entered

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While the above list of technology sources is not far from complete, it does suggest that ~~into~~ the critical mass for a licensable technology database could be reached ~~in~~ rapidly.

### c. Competitors

All private businesses offering services based on an accumulation of licensable technology do so as follows:

- 1) Solicit abstracts of current technology on a specified format,
- 2) create a searchable proprietary database, and
- 3) sell handcopy access to only technology areas that subscribers have indicated an interest in.

### ~~Each company~~

~~Other common characteristics~~

Another characteristic that is not entirely common to the companies reviewed is a ~~technology~~ ~~conference~~ capability. ~~These~~ ~~are~~ ~~held~~ ~~not~~ ~~only~~ ~~to~~ ~~support~~ ~~the~~ ~~incubate~~ ~~but~~ ~~obtain~~ ~~technology~~ ~~disclosures~~ ~~from~~ ~~licensees~~.

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Conferences are structured around ~~technology~~ ~~sources~~ of technology interested in licensing, and those ~~look~~ ~~for~~ ~~technology~~ ~~to~~ ~~license~~.



The following are companies generally following the approach described above:

Reynolds McKenna Inc (Center for Technology Licensing & Technology Catalysts - Washington, DC)  
NERAC - Tolland, Conn.

Lloyd Patterson, International - Ormond Beach, Fla.

Dr. Dvorkowitz and Associates - Ormond Beach, Fla.

Technology Insights - Englewood, N.J.

TECH START International - N.Y., N.Y.

BBI (David Millan) - Tustin, Calif.

Calliance partner  
Arthur Andersen & Co.)

Each company has some characteristics that distinguish them from the others.

Technology Insights and BBI disclose their technology by newsletters. BBI limits itself to the Life Sciences and also has a conference capability.

Technology Catalysts claim that its database has much technology from small businesses and also discloses through conferences. Technology Insights puts great emphasis on reviewing the Patent Office's weekly Gazette for new patents with high technology potential.

Lloyd Patterson has only twenty one clients which he services on a very personal basis including small conferences. ~~Each client subscriptions are \$30K per client annually.~~ <sup>has a conference capability.</sup>  
NERAC searches not only its own database, but other on-line databases to address specific technology problems. Most of NERAC emphasis is "batch" searching to solve technology problems. Subscriptions are \$6K.

Dr. Dvorkowitz is franchising his database overseas and solicits a great deal of foreign technology. He recently sold his conference capability. <sup>subscriptions are \$10K.</sup> Dr. Dvorkowitz who is 72 years old

While, in theory, all the companies have access to all technology sources, it does not appear that any one company has attempted to get their arms around ~~all~~ sources. Their appears to be little evidence that the federal laboratories are being tapped to any great extent. There is a surprising amount of technology available from industry sources. <sup>NERAC, Patterson, and if appear Technology catalysts, interested in</sup>

With the possible exception of Technology Catalysts, there is no evidence that these companies have tapped the SBIR abstracts. <sup>technology problems. Subscriptions are \$6K.</sup>

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As best as <sup>be</sup> could <sup>d</sup> determine, all the companies are running in the black. While this is in no means an exhaustive study of the companies reviewed, it ~~should~~ assist in designing any service we

Pursue all

Pursue all

unreliable

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technology sources. Menac and Technology Catalysts appear to be the most aggressive competitors. Their interest in being acquired is unknown.

Not much is known about Regis McKenna though all their activity seems focused on the electronic industry. They claim an extensive proprietary database in that area. Subscriptions ~~to~~ ~~the~~ reports on technology alliances in the semiconductor industry are 7K.

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## D. Value-Added to Planned USET Licensable Technology Database.

1. Better access to a greater number of technology sources (i.e. Pergamon Journals, Universities, Foreign licensing agents, ~~Fed~~ Government laboratories etc.) and therefore a larger
2. More efficient creation of electronic database from hardcopy through use of optical scanning technology.
3. Inclusion of SBIR database
4. Inclusion of Energy-related invention database
5. ~~Increase of~~ Availability of technology management and upload software ~~as incentive~~ for technology sources ~~to~~ cooperation.
6. Superior <sup>database</sup> sorting and retrieval software ~~to~~ to serve subscribers more efficiently.
7. ~~Sorting software makes electronic~~ ~~the~~ Screening and reformating of existing ~~electronic~~ electronic databases for licensable technology made more efficient by T.J.C. sorting software ~~to~~ more efficiently.
7. ~~Sorting software makes electronic~~ ~~the~~ Screening and reformating of existing ~~electronic~~ electronic databases for licensable technology made more efficient by T.J.C. sorting software.

