### **TECHNOLOGY TRANSFER**

- the process of enabling a business to benefit from technology developed outside that business.

# Sources of technology

- Company laboratories
- Research associations
- Universities and polytechnics
- Research councils
- Government research establishments (including defence)
- Foreign sources
- Private inventors
- Existing businesses

## What can be transferred?

- Knowledge
- Patents
- Software (copyright)
- Knowhow
- Product licences
- Replicable businesses
- Trade names and trade marks

### Methods of transfer

- Licensing
- Publications and literature
- Setting up a new business
- Acquisitions
- Franchising
- Contract R & D
- Consultancy
- Transfer of people

#### THE TECHNOLOGY TRANSFER PROCESS

CONTRACT UNIVERSITIES **GOVERNMENT** COMPANY INVENTOR **FOREIGN** RESEARCH AND RESEARCH RESEARCH **LABORATORIES** SOURCES ENTREPRENEURS AND RAS COUNCILS ESTABLISHMENTS **SOURCES OF TECHNOLOGY Factors** affecting industrial Sources of finance: Size of market innovation - private and strength - public of competitors BUSINESSES Taxation: Economic conditions Established companies personal investment - corporate - growth New technology-based firms profitability Start-up firms Government Behavioural and cultural factors: **R&D** expenditure intellectual - management and support property — mix of skills and licensing