5

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 millio dollars. In addition, we have identified the technology management contacts ~~with~~ including telephone number and addresses at 150 of these universities. Many of the technology managers are familar 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 announce [illegible] excess [illegible] 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 announce their interest in licensing their excess technol in Licensing Executive Society

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 of licensable Technology who have not been contacted.

Licensing Corp — 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 Prentowitz proprietary database).

Technical Research Centre of Finland

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

Technical Research Centre of Finland

(9)

Austrian Trade Commission —

Nonexclusive licensing agent for Austrian businesses.

Canadian Patents and Developments Li

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

Israeli Industry Center for RID (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.

(8) The Small Business Innovation Research Program (SBIR)

The U.S. SBIR

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

(8) The Small Business Innovation Research Program (SBIR)

The U.S. SBIR program was created in 1982 by Public Law 97-219. The

8

on ~~2500~~ 10,000 awards. ~~annually~~. A description of each award and the technology involved 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 funding ~~the~~ industry should be very interested in ~~what~~ the technology that survived the government evaluation and screening process. As noted while hardcopy is publicly available no on-line vendor is managing the ~~database~~ data.

(e) The DOE Energy Related Inventions Program

The D.O.E. program was created ~~in 1976. The~~ by statute in 1976. The law ~~requires~~ creates a funding program to develop ~~the~~ energy related inventions brought to the attention of D.O.E. In practice the evaluation and recommendations for funding have been been assigned to the National Bureau of Standards who has ~~re~~ evaluated and recommended funding of a funding program ~~for~~ energy related inventions brought to the attention of D.O.E. In practice the evaluation and recommendations for funding have been been assigned to the National Bureau of Standards who has ~~re~~ evaluated and recommended funding of approximately 8,000 technologies in the last 10 years. We

(9)

9) Existing Electronic Databases Disclosing Technology.

Before listing the possibilities of using existing databases, it is important to discuss the problems they entail. First, ~~[illegible]~~ 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 comingle scientific and technology results ~~[illegible]~~ which are not limited to new products and processes. These problems plus the fact that they are generally ~~considered~~ not user friendly, makes existing databases difficult to deal with.

However ~~[illegible]~~ to the extent that the information on such an electronic database can be obtained on a media that can be leased and moved to a MCC site with no copyright or other disclosures or conditions attached, licensable ~~technology~~ new products and processes can be screened out and reformatted and used in our database ~~(batch searched)~~. (meet access test)

~~The following electronic~~ a obtained on a media that NTIS can be leased and moved to a MCC site with no copyright or other disclosures or conditions attached, licensable ~~technology~~ new products and processes can be screened out and reformatted and used in our database ~~(batch searched)~~. (meet access test)

~~The following electronic~~ a

Tapes of the following NTIS databases have ~~been or are being~~ ~~could be~~ are being acquired

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

~~Footnotes~~

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 NTIS ~~abstract Newsletters~~ technical reports announced by NTIS both foreign and domestic. (1.6 million records).

(a) Biomedical Business International (BBI) (Macmillan)

BBI solicits abstracts of new medical products and passes for disclosure in their newsletters. We do not know the extent to which they have surveyed the corporations of ~~the~~ relevant technology sources but we believe it to be minor. Indeed, they

(b) Biomedical Business International (BBI) (Macmillan)

BBI solicits abstracts of new medical products and passes for disclosure in their newsletters. We do not know the extent to which they have surveyed the corporations of ~~the~~ relevant technology sources but we believe it to be minor. 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 licensing or further developing. If so, 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 ~~busily~~ actively creating the infrastructure to proceed ~~in some recognize~~ 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 [illegible] to proceed ~~in some recognize~~ 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

While the above list of technology sources is ~~not~~ far from complete, it does suggest that ~~a~~ 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 chara~~

Another characteristic that is not entirely common to the companies reviewed is a ~~technology con~~ conference capability. ~~Conference~~ ~~technology licensing~~ ~~are held not only to supplement income but obtain technology disclosures from licensors.~~ Conferences are structured around ~~[illegible]~~ [illegible]

Another characteristic that is not entirely common to the companies reviewed is a ~~technology con~~ conference capability. ~~Conference~~ ~~technology licensing~~ ~~are held not only to supplement income but obtain technology disclosures from licensors.~~ Conferences are structured around ~~[illegible]~~ sources of technology interested in licensing and those [illegible]

The following are companies generally following the approach described above:

Regis McKenna Inc (Center for Technology Licensing) — Palo Alto
Technology Catalysts — Washington, D.C.
Nerac — Tolland, Conn.
Lloyd Patterson, International — Ormond Beach, Fla.
Dr. Dvorkowitz and Associates — Ormond Beach, Fla.
Technology Insights — Englewood, N.J.
TECH STAFF International — N.Y., N.Y.
BBI (Macmillan) — Tustin, Cal.

(alliance 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 has a conference capability. 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.
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. subscriptions are 10K. 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~~ pursue all sources. Their appears to be little evidence that the federal laboratories are being tapped to any great extent. Their is a surprising amount of technology available from industry sources. NERAC, Patterson, and it appears Technology Catalysts ~~are~~ interested in

With the possible exception of Technology Catalysts, there is no evidence that these companies have tapped the SBIR abstracts.

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. subscriptions are 10K. 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~~ pursue all sources. Their appears to be little evidence that the federal laboratories are being tapped to any great extent. Their is a surprising amount of technology available from industry sources. NERAC, Patterson, and it appears Technology Catalysts ~~are~~ interested in
With the possible exception of Technology Catalysts, there is no evidence that these companies have tapped the SBIR abstracts.

As best as could be determined, 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

technology sources. Nenac 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. This claim an extensive proprietary database in that area. Subscriptions to reports on technology alliances in the semiconductor industry are 7K.

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

1. Better access to a greater Number of technology sources (i.e. Reorganized Journals, Universities, foreign licensing agents, Government laboratories etc.) and therefore a larger database
2. More efficient creation of electronic database from handcopy through new use of optical scanning technology.
3. Inclusion of SBIR database
4. Inclusion of Energy-related Invention database
5. Availability of technology management and upload software as incentive for technology source cooperation.
6. Superior database sorting and retrieval software for serve subscribers more efficiently
7. Screening and reformatting of existing electronic databases for licensable technology made more efficient by T.I.C sorting software more efficiently

7. Screening and reformatting of existing electronic databases for licensable technology made more efficient by T.I.C sorting software.

