“[Our technology transfer system] is the worst in the world *EXCEPT* for all the others that have been tried so far.”

*Every other developed economy is trying to copy our success.*
Innovative capacity is the key driver of future national prosperity.
The Role of Labs & Tech Transfer?: The Questions

- Is tech transfer still valued or valuable?
- Can labs still be good partners in today’s speed-to-market, global world?
- Are labs fully aware of and maximizing their intellectual capital?
- Do we need to change or fix the tech transfer laws and policies?
NEEDED: Realistic Expectations

**Industry Misconceptions**
- “Tech transfer is easy; pots of gold”
- “Tech transfer is impossible; red tape reigns”
- “Labs’ role is to serve industry and promote economic growth.”

**Lab Misconceptions**
- “Industry can survive at government speed.”
- “Industry needs the labs and will always wait.”
- “Industry is aware of labs’ capabilities and resources.”
- Labs’ outstanding research endeavors bring unique tools and talents.
- People-based tech transfer.
- 50-year history of close partnerships and transferred technology (e.g. NIH).
Industry-Lab Tech Transfer
What Needs Improvement

- Resources, Incentives & Empowerment for lab tech transfer professionals.
- Better Knowledge Management through online databases.
- Improved Outcome Metrics so we measure what we value.
- Reduced Administrative Burdens, consistent terms & conditions.
Industry-Lab Tech Transfer

Inherent Conflicts

Cultural (Speed, Pressure)

Science Mission (Basic R vs. Applied D)

National Interests (Security, Control)

Public Interest vs. Private Interest (IPR)
Long-Term Challenges for Industry-
Lab Partnering & Tech Transfer

Will it get harder?

PEOPLE: COMPETING GLOBALLY FOR THE BEST & BRIGHTEST

FUNDING: ENTITLEMENT OVERHEAD, CONSISTENCY OF MISSIONS

COMPLEXITY: FUTURE TECHNOLOGIES & PARTNERSHIPS EVEN HARDER!

COMPETITION: ALTERNATIVES TO LABS GROWING IN NUMBER & QUALITY
Innovation in America

Reasons for Hope

- Unprecedented federal investments in R&D will keep innovation engines greased.
- Significant efforts are under way to improve outcome metrics, ORTA education & knowledge management.
- Technology Transfer frameworks are fundamentally sound.
Why Innovators Move Offshore

- Lower Costs (Researchers, Facilities)
- Talent (Researchers, Foreign Clusters)
- Market Access
- Financial incentives (e.g. tax rebates)
- Host nation infrastructure (new labs, Us)
- Easier Regulations (environmental, labor)
- More favorable IPR terms (with partners)
- Proximity to Offshore Manufacturing
Why Innovators Stay Here

- Talent (Researchers, Universities, Lab partners, immigrants)
- Best business climate (competition, market-based, low tax, manageable regulation, easy access to capital)
  - Best IP Protection (best patent office, best IPR enforcement)
  - Biggest Market in the World (consumer, military, government)
- Rule of Law, Political Stability, Honest Government, Transparency
- Culture fit (entrepreneurship, welcoming innovation, meritocracy)
- Best Quality of Life (democracy, freedoms, clean environment, schools)
  - Best Infrastructure (transportation, energy, telecom)
- Unmatched National commitments & investments in R&D
- Tradition, national pride, cost of exporting