



Technology Transfer

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Technology Transfer

- Overview
 - Industry Focus
 - Influences of Profitability
 - Areas Focus
 - Optimizing Technology Transfer



Technology Transfer Industry Focus

- Focus to the industry is based on profitability.
- Technology must show / have the ability to generate a profit.



Technology Transfer Influences of Profitability

- Profit to the industry comes from the following.
 - Improved functionality current or generation of new ingredients from their working base
 - Must give the company a competitive edge and this must be sustainable.
 - For ease of transition the technology should fit into current process this results in
 - Lower capital investment
 - Training / optimization of the process is smoother (more comfortable)



Technology Transfer

Areas of Focus

- Technology can lead us into new areas of research as well as new products and innovative technology.
- Don't restrict your area of research or product development to where you are more comfortable. Different disciplines will show new ways to solve problems or different processes that might give you a superior product or technology.



Technology Transfer Optimization

- Technology centers have very talented group of scientists and technologists that in general are working 3-5 years ahead of industry. They tend to be the test market to suppliers who wish to get industry to buy into their process.
- What is missing is a transition person / group that can visualize the technology and see how it will fit into their process.
- Transition can be better by forming a working group around the technology transfer. This group needs to be made up of the following individuals.
 - Person from operations who understands processing and the product.
 - Person familiar with the technology and its potential. This individual needs to be flexible in that they may be asked to modify the equipment to meet a certain process or product requirement.
 - Individual in the case of the food industry who is familiar with gov't reg., as well as Haccp, ISO, (basically a QC/QA individual)
 - Costing.



Technology Transfer

- Once the working group has been formed (or possibly before the working group is formed) a sound business plan needs to be worked out.
- This business plan needs to show
 - Purpose / Concept
 - Cost for the whole project
 - Timelines
 - Ownership



Technology Transfer

- Thank you