

IP-Logistics: Five Barriers...

“...to building an effective network of inventors, universities and Mfg company owners.”

1

Tried Consortia in the Past and Failed

In informal conversations with several well-established university centers for the transfer of intellectual property, they indicate that a consortium model has not worked in the past for high technology...exceptions include MIT, Stanford and Georgia Technology Institute. Why are they exceptions??? Universities generally reward research and publication. MIT rewards commercialization.

FAILURE

2



Owners Lack Knowledge & Experience

Owners of privately-held manufacturing (MFG) companies with 50-500 employees lack...

- Experience with university IP departments,
- Knowledge of how to interface with faculty as inventors or partners in joint research projects &
- Expertise to evaluate high technology and/or manufacture.

It will be impossible short term to provide owners with the knowledge and skills required to succeed in the rapid transition from an “Information & Knowledge Economy” to the “Intellectual Property Economy” of 2040.

3

Pool of Privately-Held MFG Companies Is Too Small

A cadre of experienced and innovative owners of manufacturing companies with 50-500 employees exists. However, it is not large enough to support a viable consortium with university intellectual property offices. Data suggests that of the total 330,000+ manufacturing companies there are approximately 31,111 with 100-500 employees. 20% of the 31,111+ manufacturing companies equals 6,200+ viable participants who are not always well represented in Congress by the National Association of Manufacturers.

4

Too Risky for Inventors & Technologists

It is risky and foolhardy for most inventors and technologists as individuals to trust large or small manufacturing companies with either patents and/or trade secrets. Inventors have been taken advantage of by companies. The national court systems over the last few decades have not protected patents by individuals. Historically, the trust relationships required have not existed.



5



“Commercializing” is a Dirty Word

Wealthy universities with well-established portfolios will resist any attempt to empower an influential cadre of headquarters’ owners that might later require changes in the academic culture and public policies. For example, introducing a function entitled “commercialization of knowledge” to complement the “creation and dissemination of knowledge” is tantamount to a revolution. A second example, staffing “proof of concept centers” with professionals, not just graduate students, who are equivalent in status to professorial faculty would be resisted. There are many hidden chasms and barriers when attempting to alter higher education’s culture.

“The most effective transfer of technology is not within but rather between industries.”

Eric von Hippel of MIT