

## *X*Factors...Initiative

We invest our time & resources to build four networks:

- **Serial inventors in univesities & garages**
- **Industrial designers & product designers**
- **Leading edge users or applied technologists**
- **Owners/inventors @ privately held companies**

**Entanglement** is a distinctive value-added function. A Skunk-Works extracts more than one patent and/or trade secret manufacturing processes from multiple & disparate serial inventors or universities. **Integration** produces intended value-added systems for markets over \$200,000,000 in annual sales. **Entanglement** never specifies the outcome. A Skunk-Works' primary objective is to realize a capital gain for intellectual property as a system/company for Fortune 1000 companies in America's supply chain who are interested in...

- new top-line growth,
- value added profits and
- controlled scaling.

## What makes *TEC-Search* work?

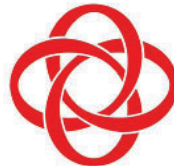
**TEC-Search** is based upon four observations:

1. Up to 50% of the new technologies historically come from the invisible arenas of inventors in garages and/or labs.
2. Patents represent less than 50% of the U.S. intellectual property.
3. It takes 7-15 years for a new technology to become a commercial success if it is ever successful.
4. Commercial systems have multiple patents & trade secrets.

We extract & integrate intellectual property with **outliers** and 2nd tier universities. Our background combines experience in American universities, the foundation world and private industry to also produce niche monopolies.

TEC-Search's extraction process involves three initiatives

- **# 1: [www.ReDesign-It.tech](http://www.ReDesign-It.tech) Redesign** 10% of the Walmart supply chain's consumer products by 2030.
- **# 2: [www.X-Factors.us](http://www.X-Factors.us) Extract and integrate** commercial systems and/or consumers products for markets under \$200,000,000.
- **# 3: Organize Skunk-Works & entangle** extracted intellectual property for corporations and venture capitalists who fund proof of concept and seed capital.



[www.TEC-Search.com](http://www.TEC-Search.com)

**Extract & Entangle  
Intellectual Property**

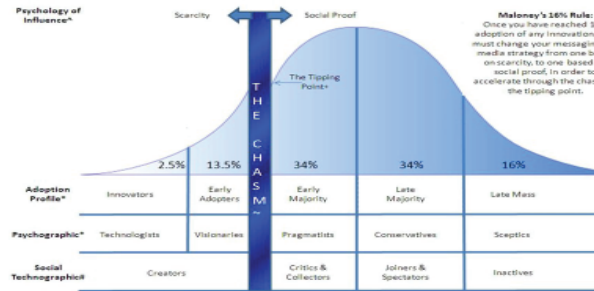
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# TEC-Search

*EXTRACT & ENTANGLE HIDDEN  
INTELLECTUAL PROPERTY*

“Fair exchange of...”



\* Robert Cialdini † Everett Rogers ‡ Forresters § Geoffrey Moore • Malcolm Gladwell

**Maloney's 16% Rule:**  
 Once you have reached 31% adoption of any innovation, must change your messaging media strategy from one based on scarcity to one based on social proof, in order to accelerate through the chasm the tipping point.

**www.TEC-Search.com**



**“Patents represent what percentage of...”**

### XFactors...Initiative

*“Patents represent what percentage of the total intellectual property in the United States?”*

No one can definitively answer that question...no database exists. Our best guess is that over 50% is hidden intellectual property (IP) composed of non-patented technology, products & trade secrets.

Large companies still spend major resources developing products and processes internally. Now they acquire innovative companies. Reservoirs of hidden intellectual property (IP) represent an opportunity to extract, add value and sell entangled commercial systems as a capital gain.

The explosion of new technology and materials, as well as the ever changing market-place or market-space, make it almost impossible to keep abreast of the latest developments among outliers, both individuals and institutions.

### *XFactors organize Skunk-Works!*

In regular contact with a narrow spectrum of individuals, organizations and labs, **TEC-Search** extracts and entangles hidden IP that can scale. Participants are technologists who demonstrate inferential decision making...*“Making correct decisions based upon insufficiency information.”*

### CHALLENGING VISION...

**“If anything imaginable is possible, if there are no constraints whatsoever, what would be the nature of a trustworthy organization to ...  
 effectively facilitate the fair exchange of intellectual property including trade secrets.”**

Adapted from Dee Hock, founder of VISA

### Watch Networks

**TEC-Search** works through vetted outlier networks. It is made up of serial inventors, lead-users and applied researchers employed currently and formerly in industry, government and universities...even in their garages.

Dynamic and expanding networks provide access to:

**Talent--applied researchers, serial inventors, lead-users, industrial designers.**

**Patented Systems--from concept to completed lines. Initially, we re-design products for niche industrial & consumer sectors, e.g., Walmart supply chain.**

**Trade Secrets--manufacturing processes and new materials.**

**Hidden Intellectual Property--products or technology that were never patented but could create value added systems, lengthen product life cycles and/or create a monopoly.**

**Question... “If patents represent less than twenty-five percentage of the total U.S. intellectual property, X-Factors build trustworthy relationships & a database?”**

Through our Outlier Networks, we stay in touch with a cadre of hard-to-find ingenious men and women with technology and/or products that have product-markets both under and over \$200,000,000 annually.

### Examples of Watch Fields

Critical search areas of immediate interest in 2023:

- **Re-Design Walmart products**
- **Packaging Systems for U. S. supply chain**
- **AI Applications**
- **X Treme Sports Equipment & Accessories**

**TEC-Search** is also organizing Skunk-Works with OUTLIERS technologies for the future “IP Economy” and essential American supply chain.

### Extract & Entangle

*Interested Fortune 1000* companies must...

- **Identify... A specific need looking for a commercial solution that justifies partnering.**
- **Fund a Skunk-Works.... Solutions & proof of concept often lies with a 3-5 person team...costs range widely. Define specific screening criteria for the technology or solution.**
- **Be patient... It can take up to 24+ months to extract and integrate hidden intellectual property.**
- **Exercise a Right of 1st Refusal...Optional**