



How to build a Technology Offer and a Technology Request

Technology transfer, is the process of transferring skills, knowledge, technologies, methods of manufacturing, samples of manufacturing and facilities among governments or universities and other institutions to ensure that scientific and technological developments are accessible to a wider range of users who can then further develop and exploit the technology into new products, processes, applications, materials or services. It is closely related to (and may arguably be considered a subset of) knowledge transfer. Horizontal transfer is the movement of technologies from one area to another. At present transfer of technology is primarily horizontal. Vertical transfer occurs when technologies are moved from applied research centers to research and development departments.

Do you often come to the result that there are many innovative technologies at your facility, yet no suitable industrial partners for them? Do you also have the feeling that you are running behind, questioning how you will implement all the project results, win over new industrial partners, and allocate new licenses for partnerships? That the essential industrial contacts that you need are either missing or constantly changing? And on top of that, you are challenged with limited human resources, limited external funding and considerable bureaucracy!

With technology offer, and technology request it's easy, fast and effective to find the right partners and thus a solution to all of these and many more associated problems.

Our aim is to know better each other, to understand the expertise and experience of the potential partners for business, innovation, knowledge and technology transfer, partnerships for international projects.

The methodology contribute for the knowledge transfer between public research and industry in the societal challenge secure, clean and efficient energy, to bridge the gap between research, innovation and business, based on EU experience and on a survey conducted among the stakeholders.

Our approach is individually tailored to your needs. We guide you through the entire process from the discussion about pros and cons of your technology to the presentation best suited for collaboration with suitable interested parties. These necessary steps have been proven in many projects!

Technology Offer - aim

If you wish to present your new technology that you developed, to make it available to end-users abroad in order to carry out a technology transfer or to present your necessity, to solve a problem they have encountered.

You should write a Technology Offer if your client develops a technology or an innovation and wishes to make it available to end-users abroad (specially to members of the partners clusters) in order to carry out a technology transfer.

If your client needs partners to expand his business abroad for mainstream technologies or existing products, wants to establish franchises in other countries of the Network or find trade intermediaries or suppliers abroad or in general make partnerships which do not involve technology transfers, write a Business Offer.

Initially, we work with you to create a technology offer, so that you can describe your technology, the application fields, and advantages over alternative solutions.

Then we spread this technology offer into our diversified network. On your behalf we ask people depending on the type of technology you have developed and the expert's application areas.



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A few steps later, we deliver a handy, comprehensive technology report, tailored to your needs, so you can quickly obtain the necessary data and enter into direct negotiations with the interested parties.

Technology Request - aim

If you wish to apply in your company a new technology that you need, or to present your necessity, to solve a problem they have encountered, you should write a Technology Request in order to carry out a technology transfer.

Write a Technology Request, to solve a problem they have encountered, your client needs to find one or several partner(s) who will transfer the technology or know-how needed.

The main focus is on identifying suitable areas of technology early enough and on making low-risk investments by jettisoning other areas or technologies.

A technology request may arise in two situations:

Your client wants to improve his process or an existing product or needs some help for the development of a new product, or specific expertise for its manufacture.

The product and/or processes should be briefly described and the targeted prices and production throughput should be given.

- Why does this company want to improve a current process or product?
What is the current technical problem to be solved, what process is to be improved and why?

Your client wants to broaden the range of his products or services. In this case, a short description of the client's production facilities and of his marketing department and commercial skills would be useful.

- Include a description of the problem to be solved or technology requested.
- Provide information about the current process / product to improve.
- Clearly specify the technical requirements.

The main focus is on identifying, base on the necessities on your company and technology lines, suitable areas of technology early enough and on making low-risk investments by jettisoning other areas or technologies.

We recommend first to define a strategy and look at the specific technological situation in your company. This includes the analysis of the patent portfolio including adaption quotients and the analysis of the product portfolio including a comparison with the competition.

Base on international experience, we have established three parallel courses of action:

- the active search for new technologies that match the company,
- the rapid exploitation of patents and technologies that are no longer required and
- the active search for technologies from within the global NoGAP network.

We find the fields of technology that suit your company and for you to invest in.

We actively compare your technologies and your products and evaluate the relevant numbers to provide you with information about which of your own fields of technology you could potentially abandon and which patents you could sell to improve your liquidity.