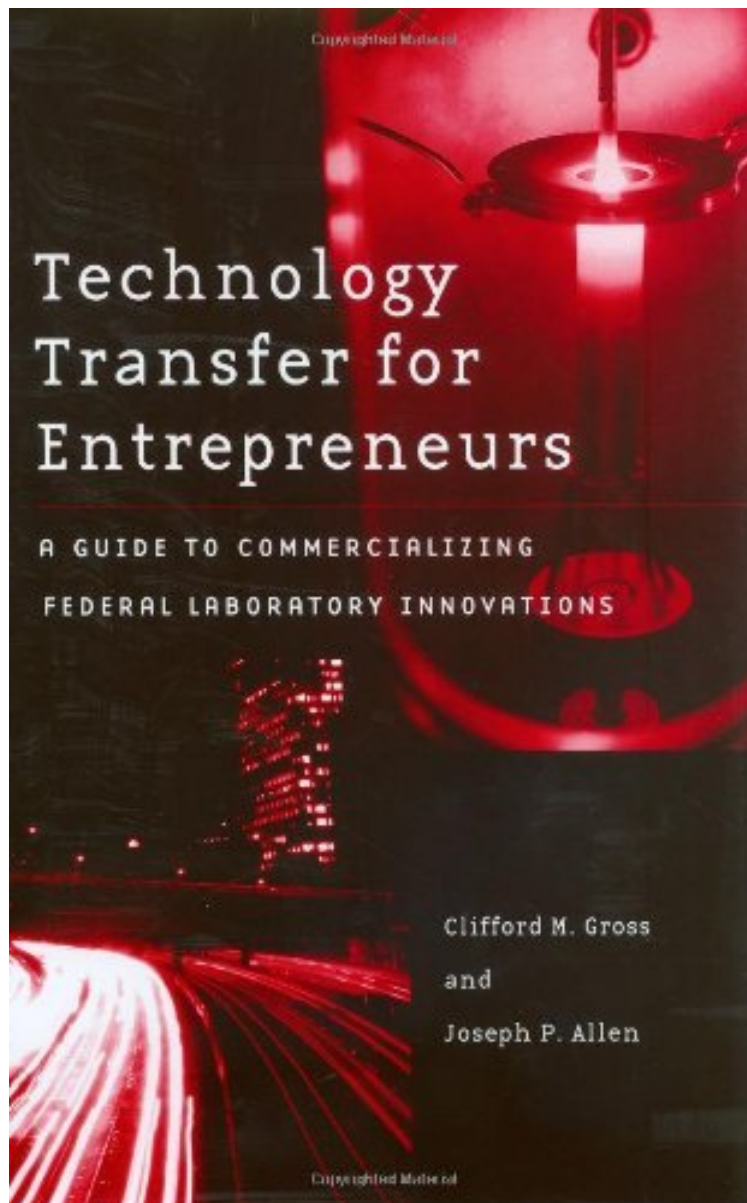


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Technology Transfer for Entrepreneurs: A Guide to Commercializing Federal Laboratory Innovations

Clifford M. Gross, Joseph P. Allen

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Clifford M. Gross, Joseph P. Allen : Technology Transfer for Entrepreneurs: A Guide to Commercializing Federal Laboratory Innovations before purchasing it in order to gage whether or not it would be worth my time, and all praised Technology Transfer for Entrepreneurs: A Guide to Commercializing Federal Laboratory Innovations:

13 of 14 people found the following review helpful. Superficial, at best...By brb_godot@yahoo.com If you already know that the Federal government sponsors RD, that Federal labs often collaborate with private companies and individuals, and that there are laws that govern these activities, this book is not likely to be of much value to you. Of the book's 252 pages, 101 are verbatim recitations of public law that can easily be retrieved from the FirstGov web site. Another 25 pages contain cursory descriptions of various Federal labs that look as if they were captured directly from the home pages of the labs' web sites. Much of this information is too general, out of date, or both. For example, RD funding information is presented at the Agency level (e.g., DOD, NASA, DOE), rather than the lab level, and, despite the book's 2003 publication date, the budget numbers are from FY98 (as I write this, the FY05 budget is being debated). In a chapter entitled "Property Rights and Their Imperative" the authors provide an exhaustive, but essentially useless, exposition on the historical precursors of the various laws affecting current Federal RD practices (do we really care that in the mid-80's "...Senator Dole became increasingly frustrated with continued bureaucratic resistance to Bayh-Dole..."?). Other chapters provide freshman-level overviews of nano-technology, patent law, and, oddly enough, bibliometrics. In sum, you can probably find more current and useful information in 15 minutes surfing the web.

2 of 4 people found the following review helpful. Great for Entrepreneurs By A Customer The book, despite the other reviewer's comments, is excellent for its purpose: to provide a roadmap for the entrepreneur to find and commercialize technology from federal labs. The Bayh-Dole Act and its companion, the Stevenson-Wydler Act, are extremely important to technology transfer. Their legislative history is currently playing a large role in the debate over government rights over Abbott Labs Norvir drug. Understanding the legislative intent and purpose of the act will provide greater clarity to the entrepreneur as to what he can do with government created technology. The book provides the tools necessary to find and license technology without useless surfing on the web.

A toolbox for accessing federal laboratory innovations and financing the acquisition of new technologies with corporate equity, this book is also a guide to understanding the expertise of specific government laboratories. Entrepreneurs can rapidly accelerate the growth of their companies and become more competitive by acquiring federal laboratory innovations. This book is an indispensable resource for those who want access to the latest breakthrough technologies, most of which can be traced to universities and federally funded laboratories. These taxpayer-funded idea factories can and should be leveraged by companies for competitive advantage. The authors describe how the private sector can engage these labs as long-term strategic partners, as well as development partners for the ongoing, cost-effective improvement of new technologies. Jargon-free and succinct, this guide also explains how to benefit from knowledge of the current technology-transfer landscape in order to maximize this special private-public partnership. No country can equal the United States in research and development assets. But the federal government is not always as successful as it could be in using its authority to encourage such partnerships. It is therefore up to the private sector and entrepreneurs as well as established companies seeking new growth outlets to exploit the information presented here. Included is a directory of federal laboratories with a synopsis of their expertise and contact information, along with copies of the breakthrough technology-transfer legislation that has made technology transfer possible.

"[A] useful, timely and interesting book offering many tips and explanations, as well as case studies of successes and failures." -Federal Technology Watch

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About the Author CLIFFORD M. GROSS is the founder and CEO of UTEK Corporation. The holder of 18 patents and author of two previous books and numerous articles and papers, Gross has previously served as Research Professor and Director at the Center for Product Ergonomics, University of South Florida. JOSEPH P. ALLEN is President of the Robert C. Byrd National Technology Transfer Center at Wheeling Jesuit University in West Virginia. Allen has also served as the Director of the Office of Technology Commercialization at the U.S. Department of Commerce.