

WAY COOL TECHNOLOGY TRANSFER CHALLENGE

WHAT WE KNOW:

AnyLink, a fully functional partnership intermediary, finds Mr. XYZ who is interested in NAS No Where (NASNW), Hometown USA patented ABC technology. The NASNW ORTA is contacted by AnyLink and sets up a meeting between NASNW ORTA, ABC technology scientist and Mr. XYZ to discuss and demonstrate the ABC technology prototype. Mr. XYZ shares his idea for the practical application of ABC technology which has both military and commercial use. He requested information on how to license ABC technology and what technical assistance the scientist can provide to him.

Discussions were conducted on how to license the ABC technology and what technical support is available from the scientist. During discussions Mr. XYZ revealed that he has not formed a company at this time and had very limited funds available for a license. However Mr. XYZ is starting a small business in a distant State of New Hope, USA and intends to license ABC technology.

After several weeks Mr. XYZ calls the NASNW ORTA to announce that, he has formed a small business, WayKool, LLC incorporated in the state of New Hope, USA. He registered on the Central Contractors Register (CCR) and received a CAGE Code (0U81T). Mr. XYZ had a very limited source of money to invest in his small business, WayKool, LLC; however he has a major investor interested in partnering with WayKool, LLC after he obtains a license and/or technical support.

Mr. XYZ requests technical/engineering support in developing a prototype of ABC technology and/or related system for military and civilian applications. He also requests assistance with writing the license application and business plan.

WHAT WE WOULD LIKE TO KNOW:

1. What should happen next?
2. Who can assist Mr. XYZ at this point?
3. When do you stop discussions?
4. How can the ORTA assist Mr. XYZ, What should be provided?
5. What T2 vehicles are available to Mr. XYZ?
6. What T2 vehicles would you use?
7. Are there any known sources of financial assistance in the T2 area for Mr. XYZ to develop a small company in Hometown? In New Hope?
8. What assistance can AnyLink provide?
9. What risks are involved licensing this technology?
10. What are the risks involved in licensing without foreign patent protection?

NOW THE REST OF THE STORY.

- NASNW scientist demonstrated the ABC technology prototype to Mr. XYZ;
- ORTA discussed how to license NASNW's ABC technology;
- ORTA requested a business plan and license application;
- ORTA requested Mr. XYZ work with AnyLink to write license application;
- ORTA recommended Mr. XYZ contact the state of Hometown USA Technology Development Corporation for possible financial assistance;
- AnyLink and the ORTA discussed business opportunities available from the state of Hometown, USA if WayKool, LLC was incorporated in Hometown USA;
- ORTA coordinated discussions between Hometown USA Technology Development Corporation and WayKool, LLC.

RESULTS OF EFFORTS AT THIS TIME:

- Mr. XYZ and WayKool, LLC transferred incorporation from state of New Hope, USA to the state of Hometown USA;
- WayKool, LLC applied for financial aid from Hometown USA Technology Development Corporation;
- ORTA developed a Standard CRADA to provide research and engineering expertise to support WayKool in developing ABC technology and/or related systems for civilian and military uses;
- Hometown USA Technology Development Corporation awarded WayKool, LLC a grant of \$75,000.00;
- AnyLink is assisting WayKool, LLC in the development of a license application and business plan for the ABC technology;
- Licensing negotiations are ongoing.