

TECHNOLOGY TRANSFER: PLAN FOR SUCCESS

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ABSTRACT

Technology transfer offers the promise of transforming research discoveries and development inventions into product innovations in the marketplace. However, successfully conducting technology transfer requires planning, resources, and know-how. A Technology Transfer Planning Template (TTPT) is currently under development to help improve the quantity and quality of innovations moving from lab to market, by providing investigators with information that helps them plan for and implement new product development best practices. This paper describes the need for the TTPT, and offers details of the user-centered development and testing processes, preliminary TTPT content, and technology transfer resources.

BACKGROUND

The transfer of assistive technology from the lab to the marketplace offers great potential to improve the quality of life for people with disabilities. However, technology transfer (TT) is typically a very challenging process, which is often fraught with barriers. Project failures are associated with the absence of market and cost considerations (Galie & Legros, 2004; Miotti, & Sachwald, 2003), as well as inadequate project planning and insufficient resource allocation (Lane, 2008).

Fortunately, the likelihood of achieving positive outcomes can be improved with adequate project planning and the application of new product development (NPD) best practices (Lane, 2008). For example, Ozer (1999) notes the importance of continuously conducting market and business scoping activities to evaluate the viability of a proposed product, while it is being developed. Similarly, Neale (1994) found that NPD success requires sound evaluation methods for project screening and market

research activities. Moenaert & Souder (1990) echoed this same sentiment by calling for market research and business analysis to reduce uncertainty and improve the chances of NPD success.

The National Institute on Disability, Independent Living and Rehabilitation Research (NIDILRR) has recognized the importance of project planning by requiring its Rehabilitation Engineering Research Centers (RERCs) to prepare a technology transfer plan that details their development project activities. Similarly, all agencies funding Small Business Innovation Research (SBIR) grants require Phase II applicants to submit commercialization plans along with their proposals. Both of these requirements highlight the federal government's appreciation of the need for extensive planning to deliver proposed product-related outcomes.

Planning can be aided by process models. In particular, research by Golish, Besterfield-Sacre & Schuman (2008) has demonstrated that academic investigators are in need of operational models and tools that simplify the business and market analyses that can have a profound impact on the viability of their R&D outputs. A NPD and TT framework, named the Need to Knowledge (NtK) model, is aimed at doing just that. That is, helping investigators understand and apply tactics that are likely to lead to marketplace success and improved social outcomes (Flagg, Lane & Lockett, 2013).

While the NtK model has been well-received by grantees and program management alike, project investigators have called for assistance applying the model to their work. These investigators have specifically asked for a template to help them better understand what information is most critical in their plans, and where to focus their efforts. In response, a project was initiated to produce a technology transfer planning template, which can provide guidance for implementing NPD best practices.

Technology Transfer Successes And Failures

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Soviet challenge Eighty three days later on 31 January 1958 America s first satellite roared into Earth orbit A few months after that Pickering s decision to affiliate JPL with the newly formed National Aeronautics and Space Administration set the basis for his subsequent career and the future of NASA s ambitious program for the exploration of the solar system In the early days of the space program failure followed failure as Pickering and his JPL team slowly ascended the learning curve Eventually however NASA and JPL resolve paid off First the Moon then Venus and then Mars yielded their scientific mysteries to JPL spacecraft of ever increasing sophistication Within its first decade JPL built spacecraft sent back the first close up photographs of the lunar surface while others journeyed far beyond the Moon to examine Venus and return the first close up views of the surface of Mars Later even more complex space missions made successful soft landings on the Moon and on Mars Pickering s sudden death in March 2004 at the age of 93 was widely reported in the U S and overseas As one NASA official eulogized him His pioneering work formed the foundation upon which the current program for exploring our solar system was built On this the 50th anniversary of the beginning of the Space Age it is proper to remind ourselves of the ordinary people who met the extraordinary challenge to make it happen most of this is from the left inside flap of the dust jacket r

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United States. Congress. House. Science and Astronautics,1970 [National Science Policy, H. Con. Res. 666](#) United States. Congress. House. Committee on Science and Astronautics. Subcommittee on Science, Research, and Development,1970

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Unveiling the Magic of Words: A Report on "**Technology Transfer Successes And Failures**"

In a world defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their power to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**Technology Transfer Successes And Failures**," a mesmerizing literary masterpiece penned by a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve into the book's central themes, examine its distinctive writing style, and assess its profound affect on the souls of its readers.

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