



KiNNO

**2013 TII ANNUAL CONFERENCE,
BEIJING, CHINA**

Wednesday 8 May 2013

Session 2: Internationalization

**Fostering technology transfer in
emerging economies: the Latin America
experience**

KINNO CONSULTANTS LTD

- Experiences from International Technology Transfer Projects
- Critical Factors & Models Applied
- Identified Gaps
- The case of Project TUCAN 3G
- The challenges and opportunities
- The approach and a proposed framework

International Technology Transfer Projects



- ◉ EU Projects (**South Europe** , MET3)
- ◉ EUROPAID (**EU- MEDA**, MEDIBTIKAR)
- ◉ INCO / FP7 (**EU- S. AFRICA**, ESASTAP)
- ◉ INCO / FP7 (**EU- L. AMERICA**, TUCAN 3G)
- ◉ R2I / FP7 (**EU- MEDA**, MARE)

**Technologies /
Applications / Tools**

Sustainability !!!

International Technology Transfer

CRITICAL FACTORS



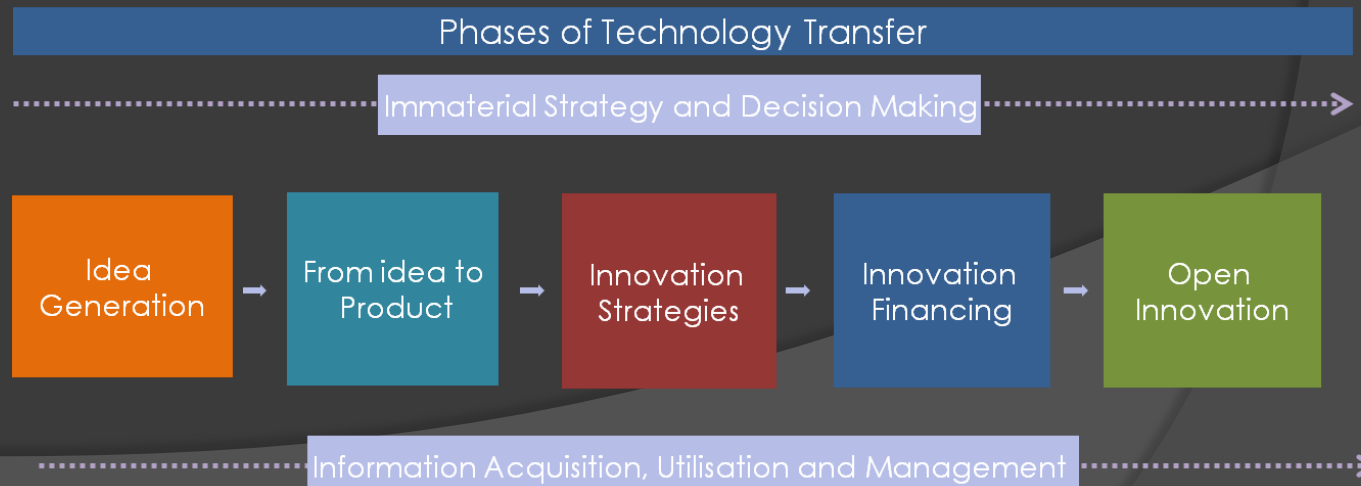
- Technologies
- IP status
- Exploitation Channels
- Market / Sectors Drivers
- Financing & support schemes
- Infrastructures

**Provider /
Recipient**

Existing Models



- Push and Pull Models
- Exploitation channels used
- Types of Partnerships
- Roles of the Provider and Recipient



International Technology Transfer

GAPS



- ◉ Culture
- ◉ Skills / Capabilities
- ◉ Stakeholders
- ◉ Knowledge & People Flows
- ◉ System Boundaries
- ◉ Intermediaries

**Non-technical (soft)
factors**

The Project TUCAN



- ◎ “**TUCAN3G** - Wireless technologies for isolated rural communities in developing countries based on cellular 3G femtocell deployments”, FP7 Programme
- ◎ The aim of the project is to evaluate **the viability of backhauling 3G femtocells** with WiLD-WiMAXVSAT networks, **from both technical and economical points of view** in the areas of Perú and Colombia.

The challenges faced in Latin America



- ⦿ Technology exists
- ⦿ The needs of local communities exist
- ⦿ Need for set-up investments and operations
- ⦿ Users with low income in remote areas
- ⦿ The concept of a Business Plan is “weak”

The Opportunity



- A solution that **allows** users to access the technology / service
- **Public and Private** bodies to cooperate in sharing costs
- But **NOT** based on funding
- Involving **local people** in the “transfer process”
- Business model based **on relationships**
- Designing a **viable business model**

The approach



- Inclusive technology transfer business models that include local communities in technology transfer value chains.
- Take ownership and responsibility
- Beyond the provider – recipient rationale
- Different uses of technology than anticipated

A Framework proposed



- ⦿ Inclusive technology transfer business models
- ⦿ Input from emerging markets for products' re-design
- ⦿ Based on actual needs (health, food, energy, transport)
- ⦿ Knowledge EXCHANGE, NOT “Transfer”
- ⦿ Innovation Brokers re-defined
- ⦿ TT as means of international collaboration

Thank you !!



- For more info, visit

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