

Technology Transfer

Asian Perspective

GDP (Purchasing Power Parity)

2011 World Bank Estimates

No.	Country	GDP (\$tn, PPP)
1	United States	15.09
2	China	11.35
3	India	4.53
4	Japan	4.38
5	Germany	3.22
6	Russia	3.03
7	Brazil	2.30
8	France	2.30
9	United Kingdom	2.28
10	Italy	1.97

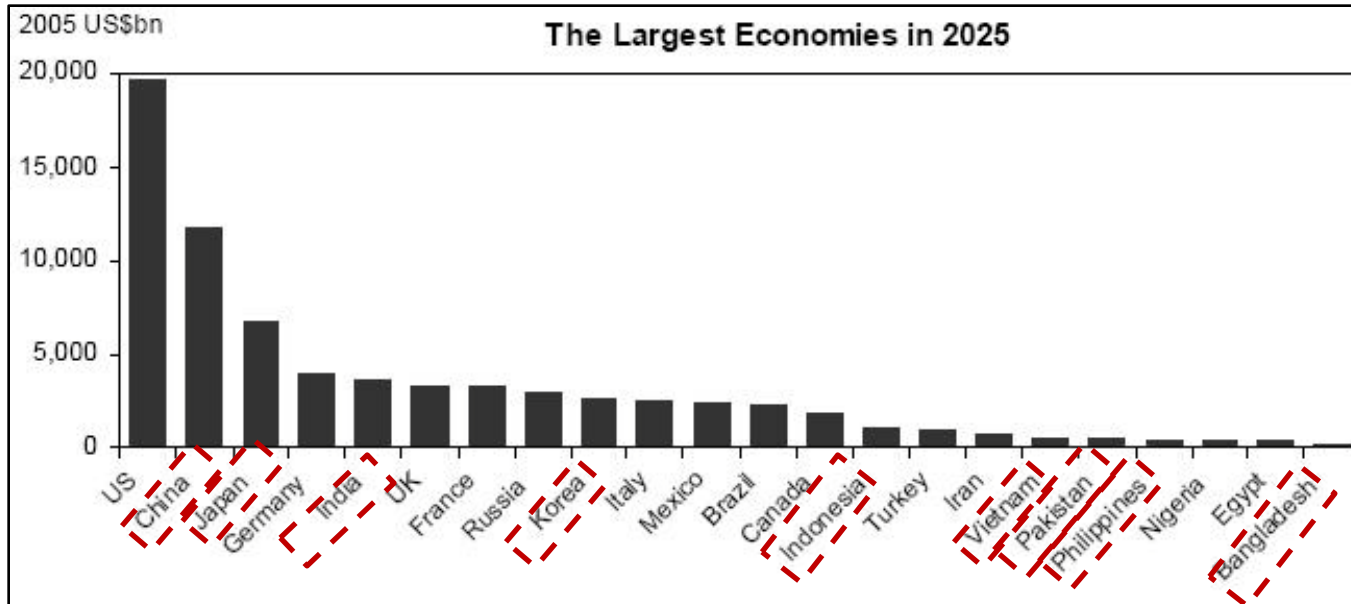
2050 Estimates by PwC

No.	Country	GDP (\$tn, PPP)
1	China	53.85
2	United States	37.99
3	India	34.70
4	Brazil	8.82
5	Japan	8.06
6	Russia	8.01
7	Mexico	7.40
8	Indonesia	6.34
9	Germany	5.82
10	France	5.71

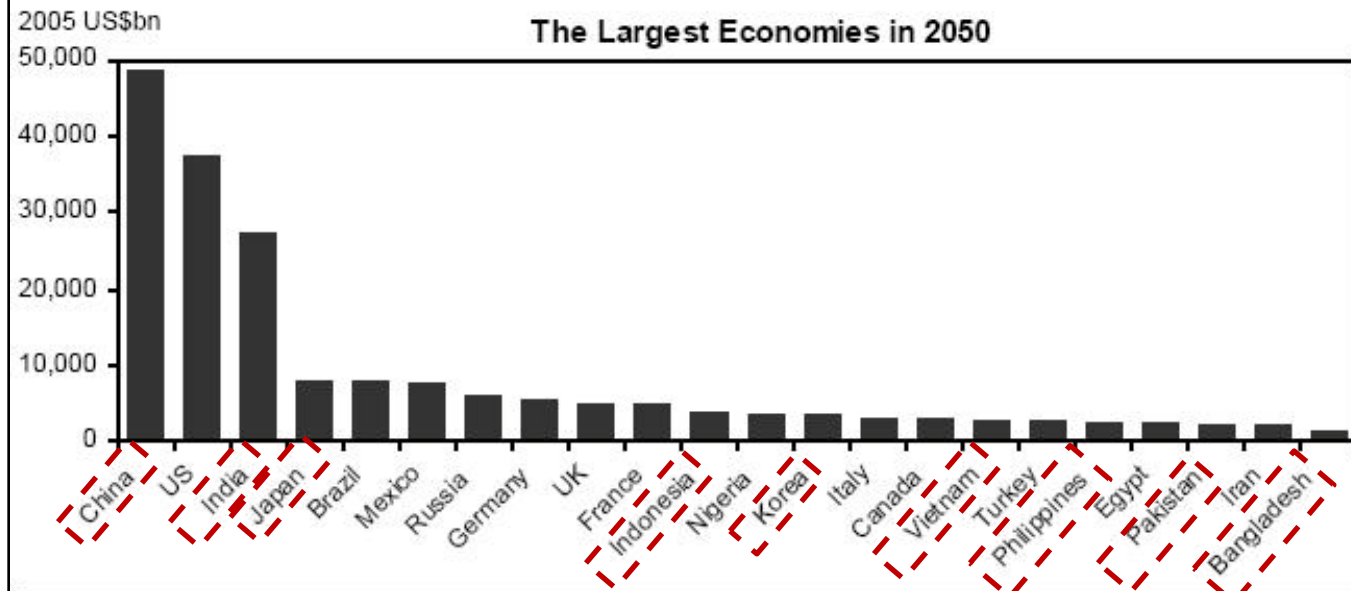
**countries are marked in bold highlight notable changes in rankings over time*

Asia has the world's largest regional gross domestic product (GDP), with its share currently at about 38% and increasing at about 1% per year.

Rising Asian Economy



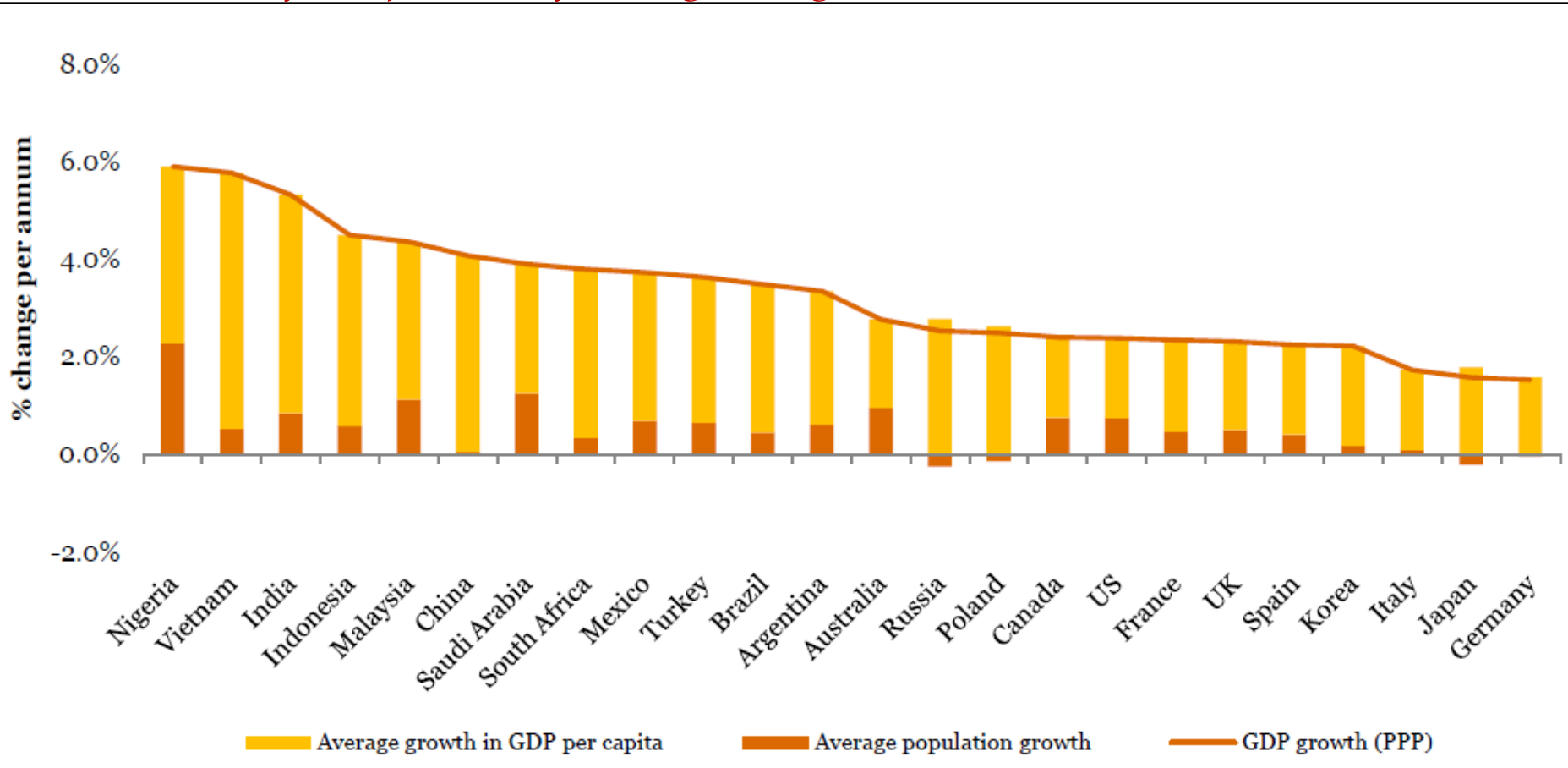
In 2025, China's GDP will not be far behind US's, and so as India's from Japan's.



By 2050, India will overtake the US and Indonesia will be bigger than UK or Germany, Vietnam and the Philippines bigger than Italy, in terms of GDP.

Rising Asian Economy

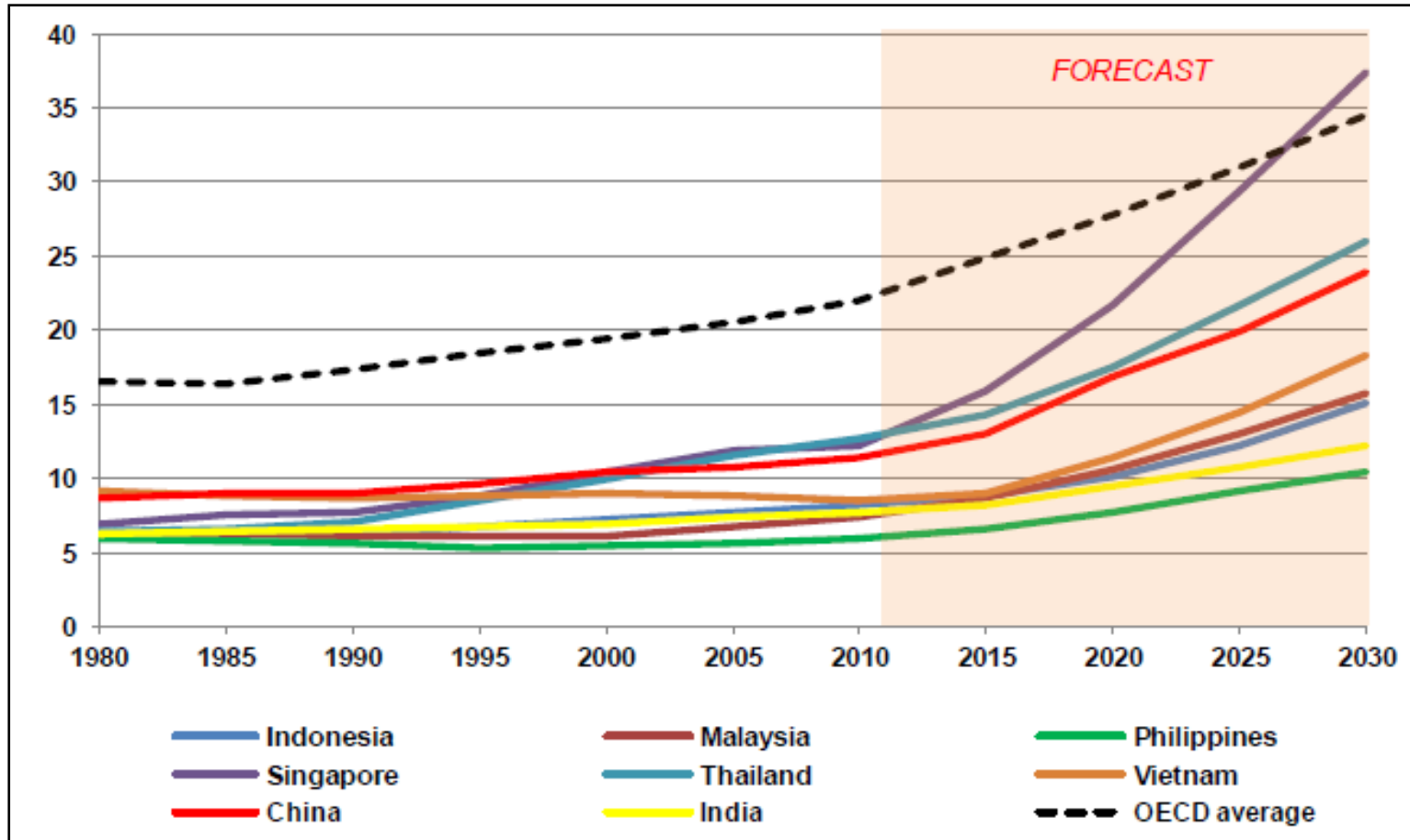
Breakdown of components of average real growth in GDP at PPP (2011 – 2050)



Emerging Asian economies tend to grow at 4% per annum or more, while advanced economies grow at around 2% or less

Asia: Growth Drivers

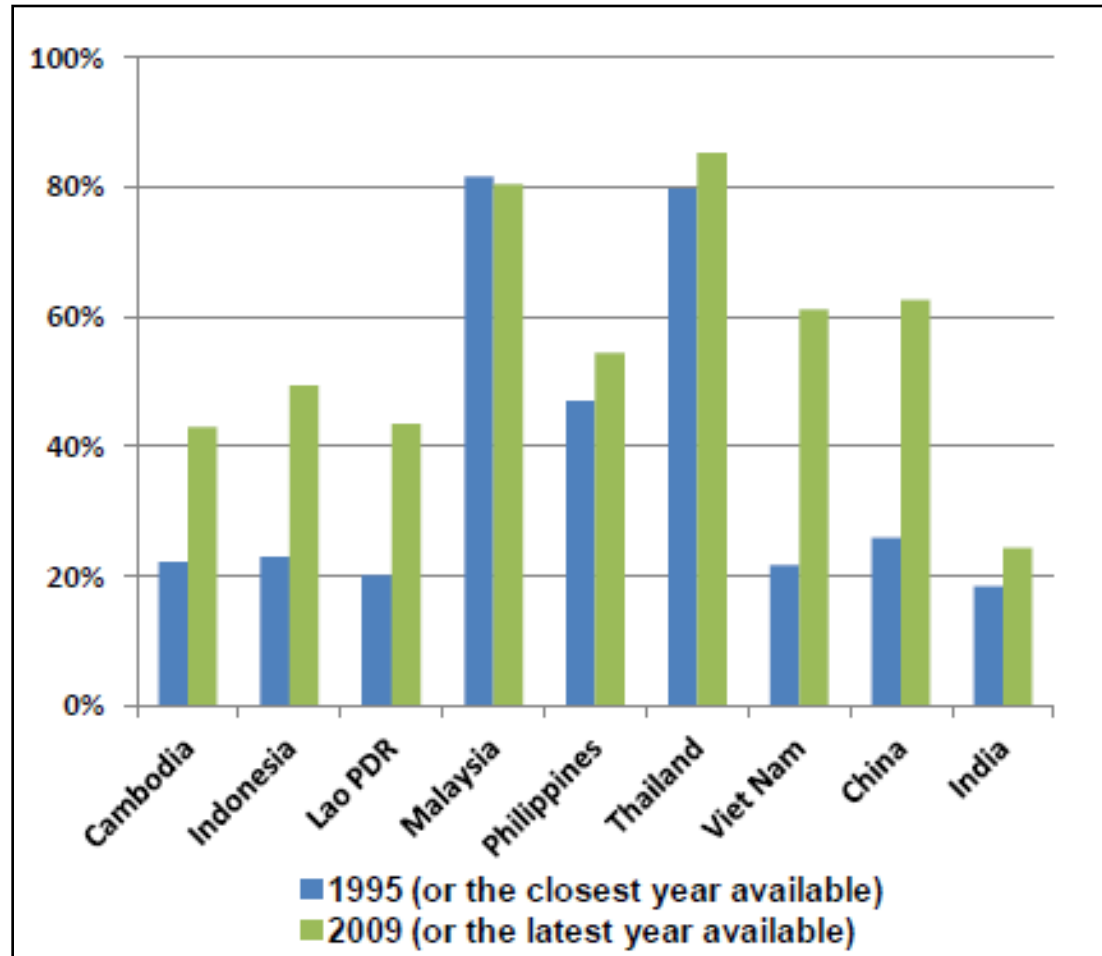
Rising Ageing Population



Percentage of Population Aged 65 or Over

Asia: Growth Drivers

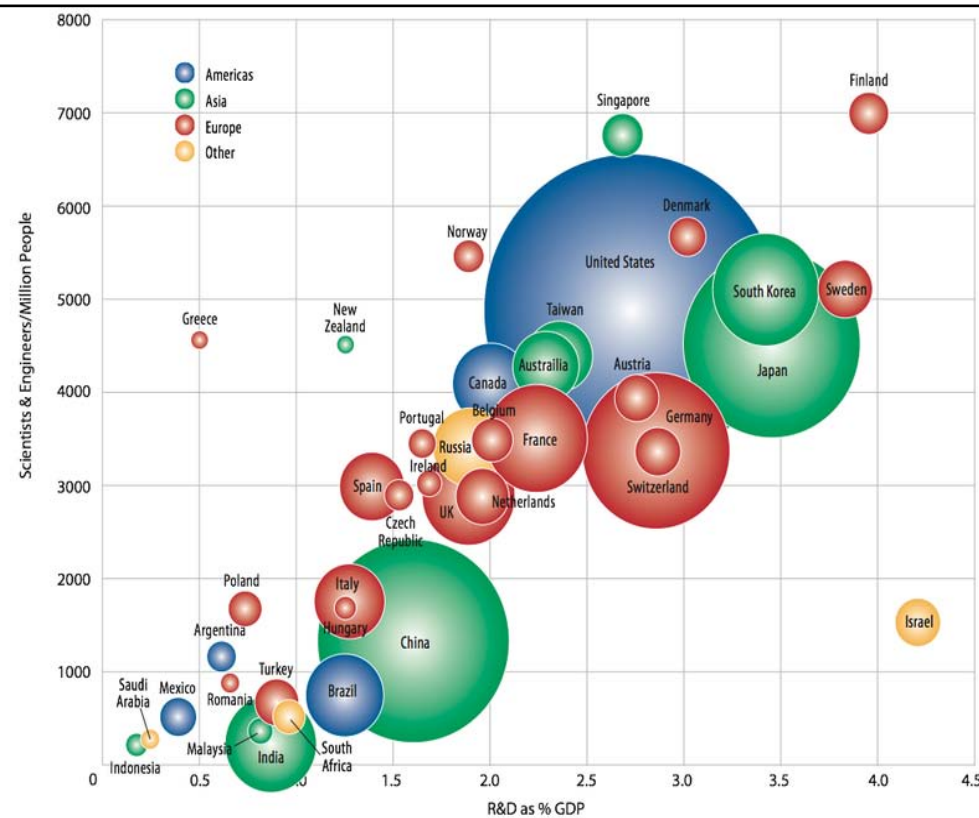
Emerging Middle Class



Percentage of Middle Class

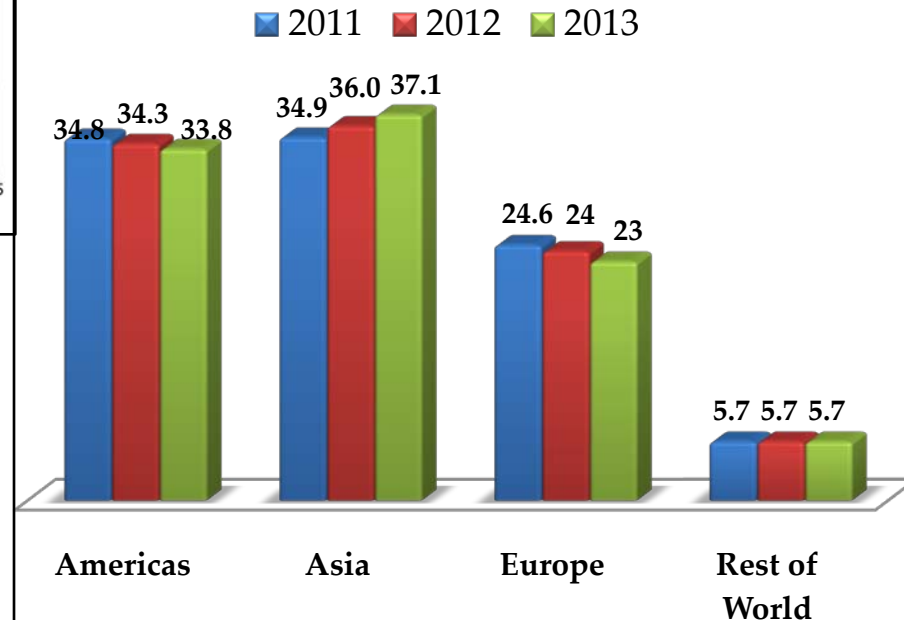
(Population with Consumption Expenditure of \$2- \$ 20 person per day PPP\$)

Asia Drives Growth in 2013 Global R&D



- China, which is now the world's second R&D spender behind the United States.
- Smaller, newer-emerging Asian economies making strong commitments to building their R&D
- Increase in Combined no. of researchers from South Korea, Taiwan, China, and Singapore
- Increase in Scientific papers & Articles published from Asia (9% annual growth rate)

Share of Total Global R&D Spending



World of R&D 2011

Size of circle reflects the relative amount of annual R&D spending by the country noted.

Current Market Dynamics

Export of capital to Asian companies expected to grow and last.

1

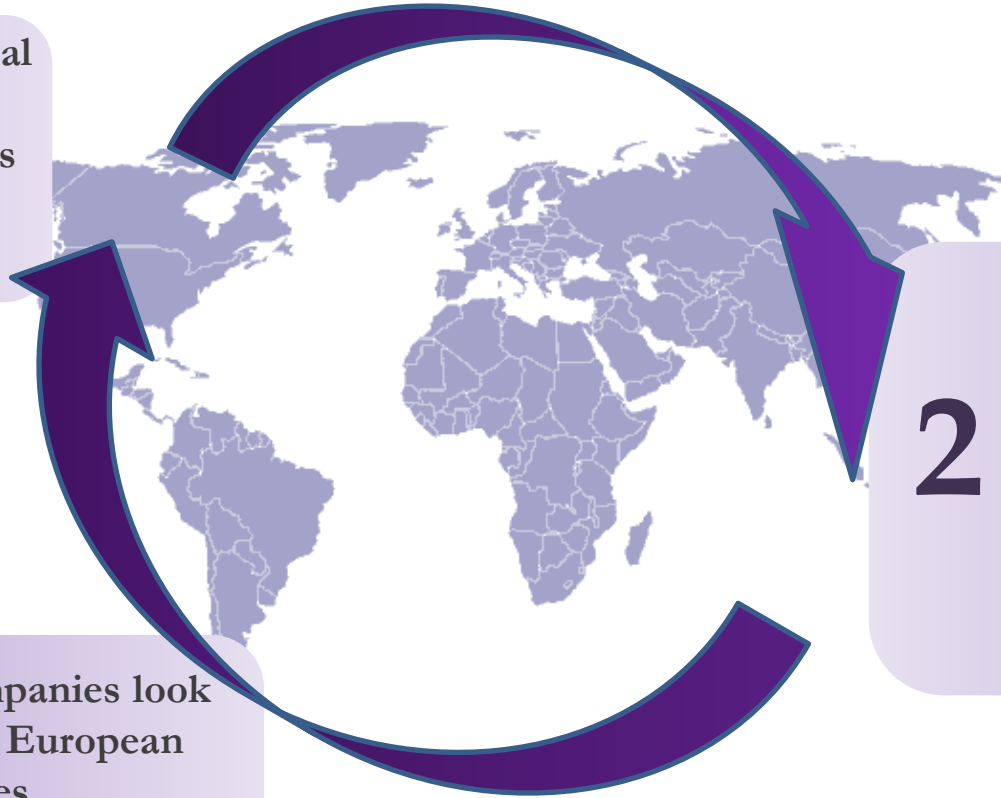
Western capital chasing high returns invests in 'emerging markets'

2

Asian companies with long term strategic views raise capital when it's available. High valuations, high P/E ratios result in less dilution

3

Asian companies look to acquire European assets, sales channels, brands and technology



The Asian Innovation Potential

Global Innovation Index

No.	Country
1	Switzerland
2	Sweden
3	Singapore
4	Finland
5	United Kingdom
6	Netherlands
7	Denmark
8	HongKong
9	Ireland
10	USA

Global Innovation Efficiency Ratio

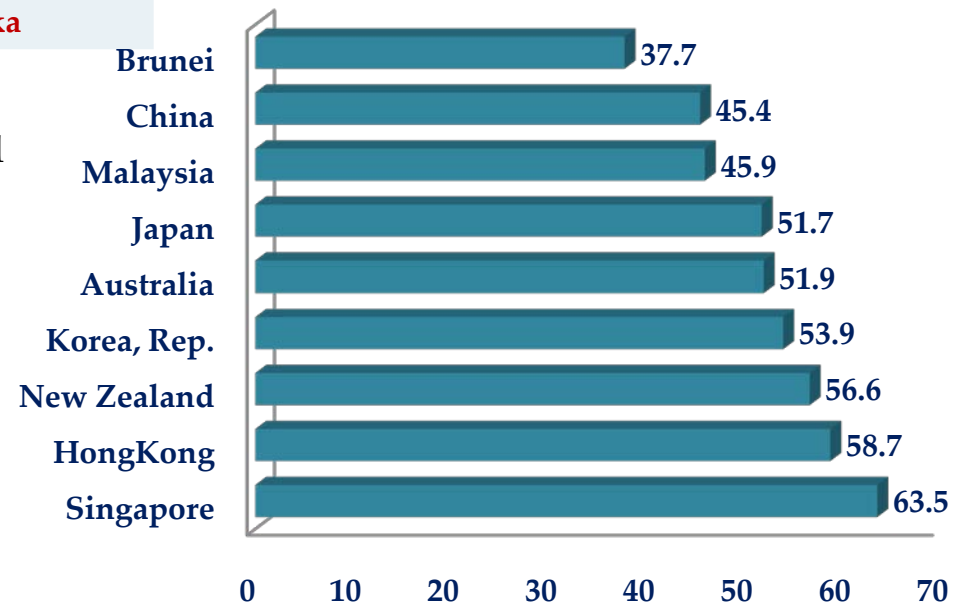
No.	Country
1	China
2	India
3	Republic of Moldova
4	Malta
5	Switzerland
6	Paraguay
7	Serbia
8	Estonia
9	Netherlands
10	SriLanka

The Global Innovation Index (GII) 2012 is a ranking of 141 countries co-produced by INSEAD and the World Intellectual Property Organization (WIPO)

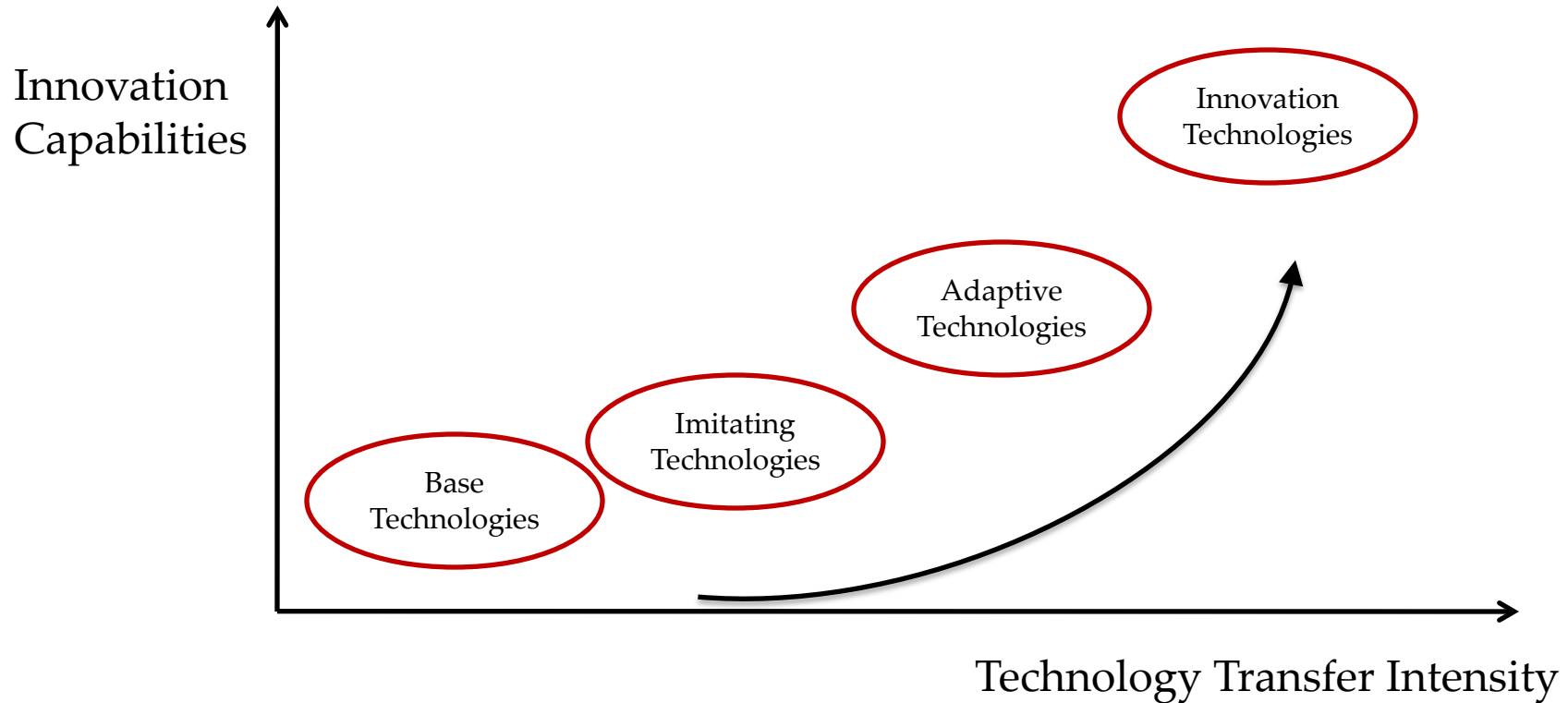
Singapore and HongKong are the only Asian countries ranking amongst the top 10 in the Global Innovation Index

China and India rank the highest in transforming innovation inputs into outputs highlighting their Innovation Potential

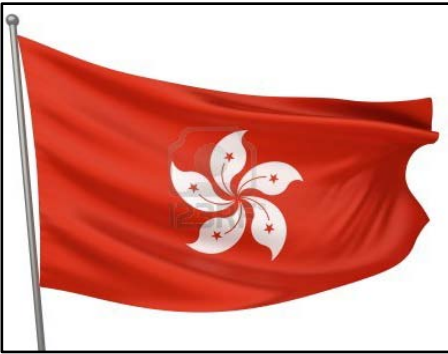
Asia Pacific Countries Score - GII 2012



Factors to Economic Success



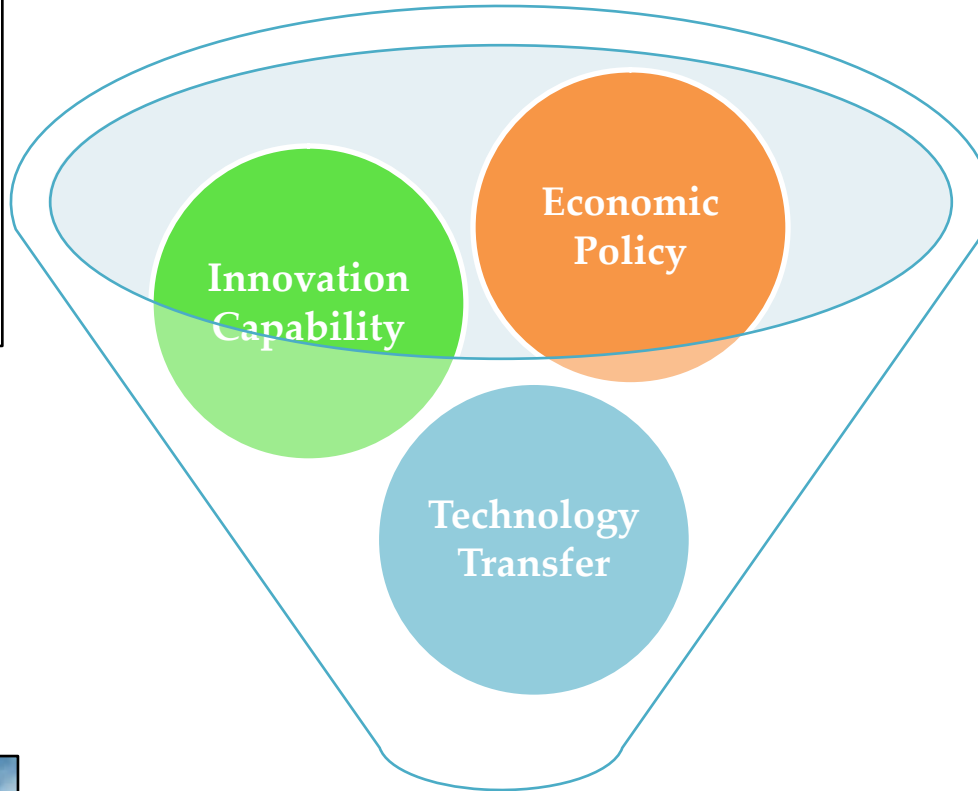
Asian Countries: Path to Development



HongKong



Singapore



**Linkage of Technology Transfer
with Economic Policy**



South Korea



Taiwan

Asian Countries: Path to Development

1960s:

- Korea, Taiwan, Syria, Tunisia, Morocco, Jordan, and Egypt in similar economic position.
- Average per capita income: ~\$1,500 in 1995
- None of these countries had significant manufacturing capacity or exports.
- China and India much poorer than any of these countries.

Asian Countries: Path to Development

Present

Korea:

- Home to Samsung, LG, Hyundai, and other notable technology-driven firms
- Phillips could enter the flat panel TV market only through a joint venture with LG.

Taiwan

- Base for Acer, which recently acquired Gateway, a major U.S. computer company.

China

- Home to Lenovo, the largest laptop manufacturer in Asia, which now owns IBM's former laptop division

Willingness and Ability to Tap External Knowledge to Exploit the Technology Gap.

The Changing Face of Asia

1960s – 1980s 1980s – 2000s Present Future



The West sees a ready market in Asia for its manufactured and developed goods and services

The West sees Asia as a “skilled low-cost manufacturing destination” and begins to export its capital by transferring its manufacturing and development facilities there in the aim of selling cheaper products back into Western markets

Asian Companies are taking the lead, first developing nationally and satisfying domestic demand, and then flooding Western markets. However, the West is still trying to export its IP and technologies to Asia.

Asian companies become leaders and develop their own IP and technologies. Strategy shifts from export of goods and services to actual acquisition of foreign assets

Trends in Technology Transfer

Governmental Policies

- Increasing attention paid to technology transfer and licensing practices by governmental and quasi-governmental organizations

Efficient Technology Exchanges:

- The recognized need for an efficient exchange is spreading throughout Asia

Importance of Trade Secrets

- Patents are the central to the global licensing arena though the scope is expanding with trade secrets now gaining a priority in many industries.

IP Listing

- Encouragement by the HongKong Stock Exchange for newly listed companies to disclose the value of their IP is a trend which may spread quickly among growing economies

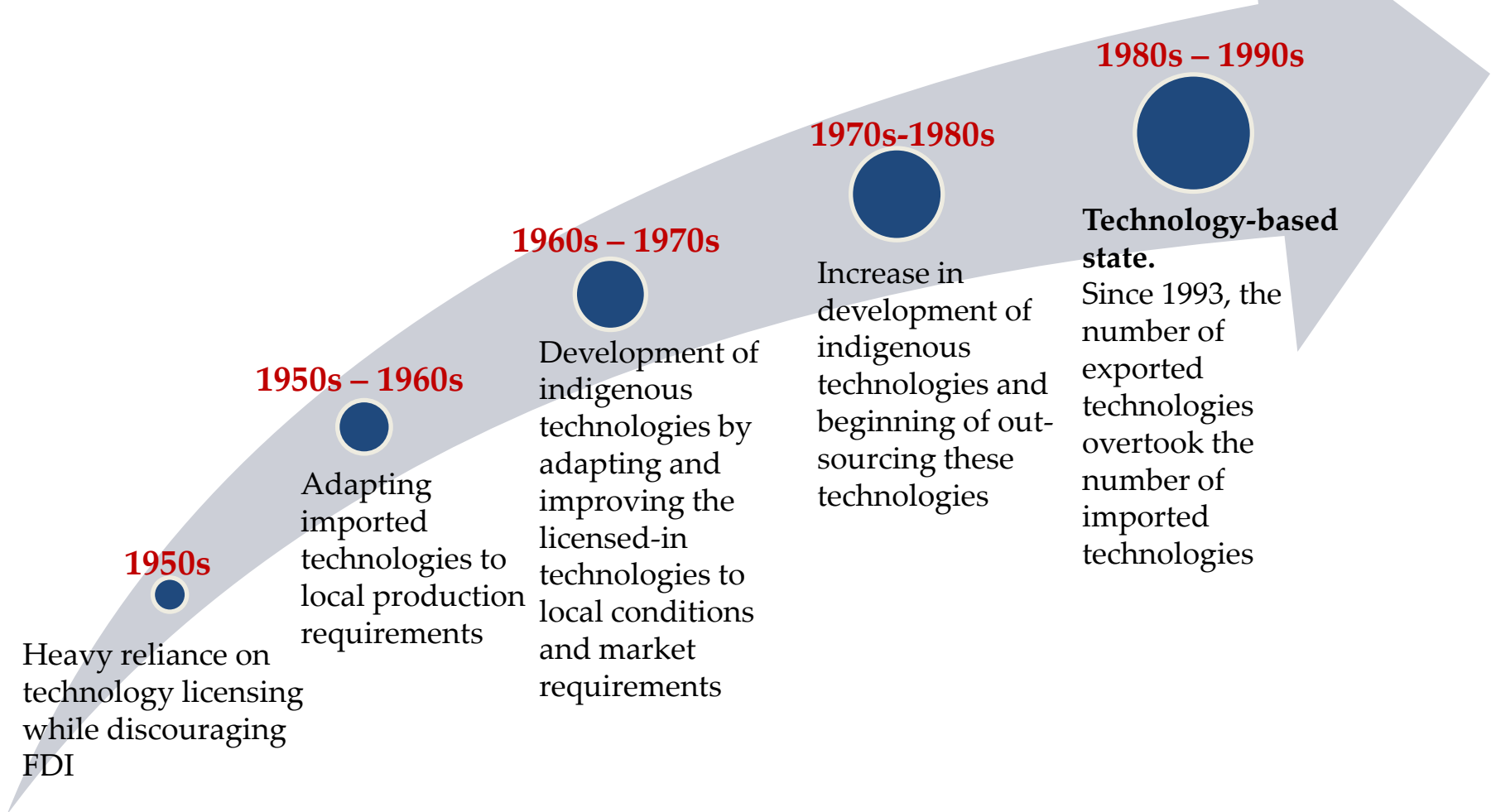
Compulsory Licensing

- Although the subject of much debate compulsory licensing is gaining importance in emerging markets (Glivec case study)



Policy Impact – Key Markets

Economies built on Technology Transfers – Japan Case



Since late 1990s, Japan has stayed a net creator and exporter of technology

Singapore: A global IP Hub in Asia

- Singapore government developed IP Master Plan targeting three strategic outcomes

IP transactions and management

- Use Singapore as a base to manage and transact IP internationally

Quality IP filings

- Register IP in Singapore, utilise its IP services and infrastructure, and leverage Singapore as a gateway to secure IP protection in key markets all over the world

IP dispute resolution

- IP disputes are brought to Singapore for expeditious and effective resolution through litigation or alternative dispute resolution.

- Master Plan points to the strong economic growth in China, India and the ASEAN region as reasons for the increasing usage of ADR (arbitration, mediation and expert determination) to resolve disputes in general.

South Korea: The Journey from Imitation to Innovation

1960s

- Dependence on foreign technologies
- Government policies favored import of technologies that promoted exports comprehensive
- Amendment of IP laws - degree of protection lower than in the earlier laws, and compulsory licensing introduced.

1970s

- Active importation of foreign technology for imitative innovation
- Patent Treaty with Japan
- Joined WIPO

1980s

- Increasing production of knowledge-intensive products in the major manufacturing industries
- Establishment of own R&D
- Product patents introduced

1990s

- Became open economy including capital market liberalization, FDI
- Patent share applied by domestic firms rose to 93 % with large companies as the major domestic inventors.

2000

- Introduction of Technology Transfer Promotion Law

Taiwan – Paradigm Shift



Driving Force

Factor Driven

Investment Driven

Innovation Driven

Development Phase

Development of light industries for import substitution

Development of export-oriented industries & heavy industries

Development of 'hightech' industries, export oriented industries & expansion of services

Export expansion of 'high-tech' industries & the expansion of knowledge- intensive service industries

Policy Trends

- Encouragement of FDI
- Export Encouragement

- Development of industrial technology
- Development of industrial zones
- Infrastructural development

- Economic liberalization, introduce market mechanisms
- Investment Promotion
- Environmental protection strengthened

- Investment promotion
- R&D promotion
- Building information infrastructure
- Development of Knowledge-Intensive manufacturing & service industries

Focal Industry

• Light Industry

• Light Industry
• Petroleum & Chemical Industry

• Strategic High Tech Industry

• Knowledge intensive manufacturing and services industry

Common Barriers

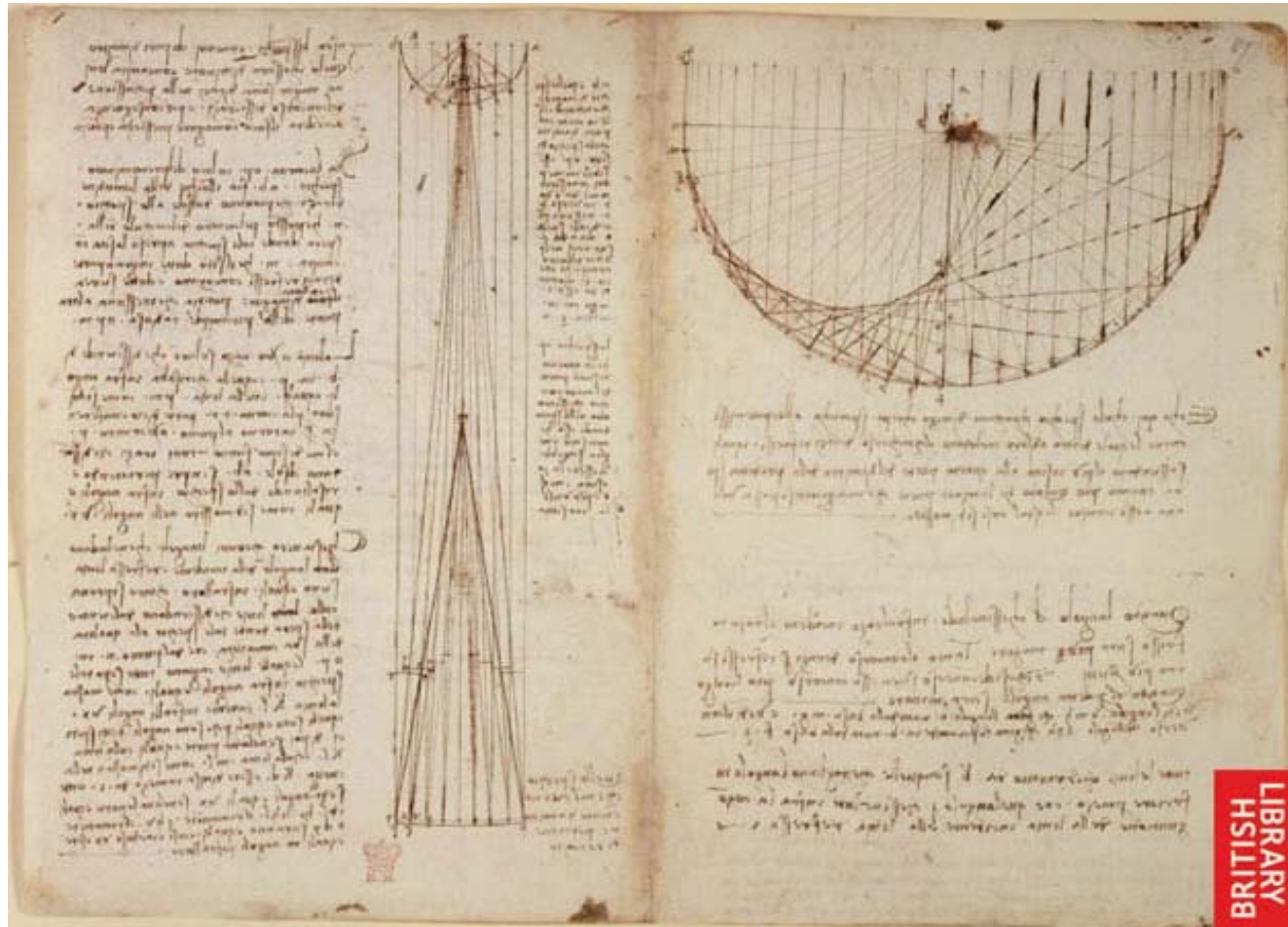
- **Information barriers**
- **Access & Maintaining Contact with Right Partners**
- **Limited Funding and Resources**
- **Cultural and Contextual Barriers**
- **Institutional Barriers**
- **Local Capacity Barriers**





**BEST
PRACTICES**

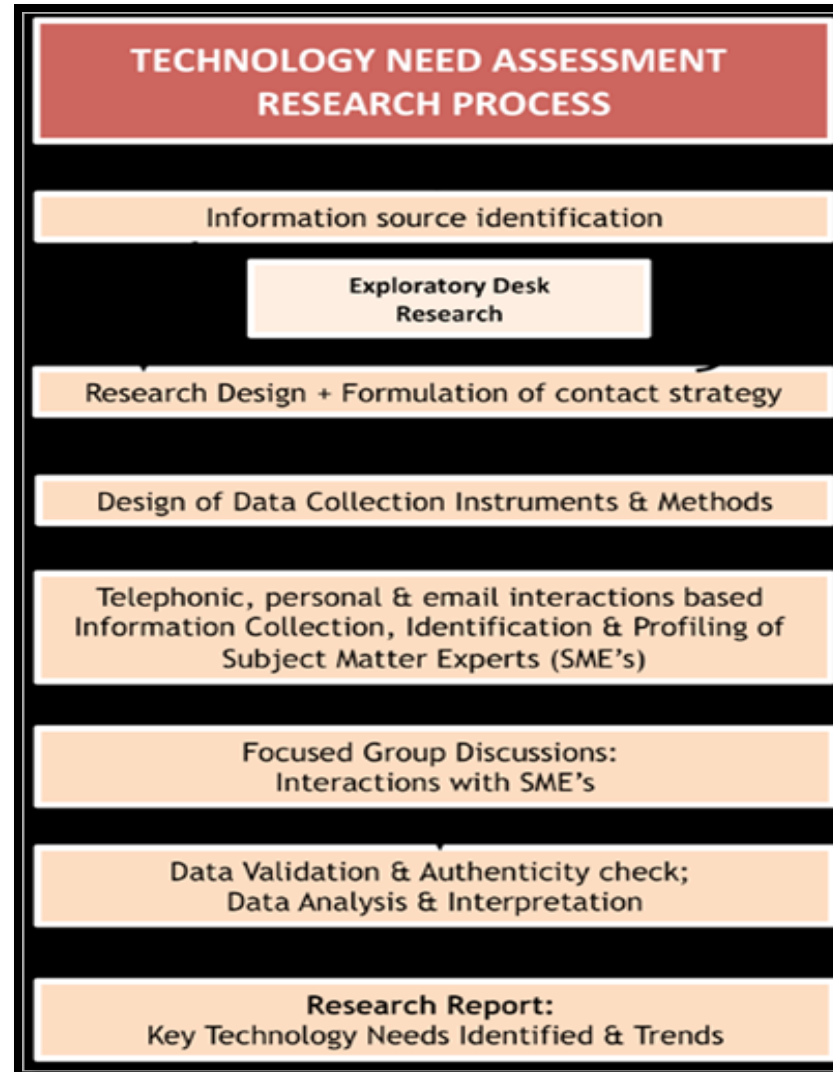
Leonardo da Vinci's Notebook



Studies of reflections from concave mirrors.
Italy, probably Florence, from 1508.
British Library
Arundel MS
263, f.86v-87

We can read and understand Leonardo's notebooks from 500 years ago

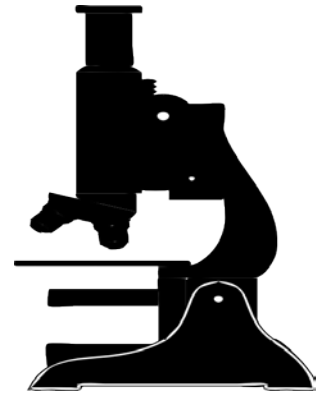
Technology Need Assessment




The Way Forward

 Research to Rupees
A Technology & Research Management Program

Research
to
Baht



 Research
to
Yuan 

Research
to
Riyal 



SkyQuest Tools for Effective Technology Transfer in Asia

- International Platforms for Asian Technology Needs and Solutions
 - www.BioPharmaLife.com
 - www.IPRX.co/demo
- Tools for Social Media Marketing & Technology Promotion
 - Sentiment Analysis
 - Online Campaigns
- Tools for R&D Management, IP Evaluation and Risk Assessment
- Multiple Incubation and Living Labs

BioPharma Life and IPRX Portals

A platform for bio-pharma-life sector researchers, innovators, entrepreneurs & investors to interact, collaborate and transact



BIOPHARMALIFE

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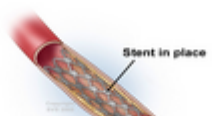
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A kit to diagnose Heart disease



Insulin measuring device



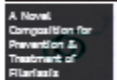
Stent in place



Biologics



A superior system for catheter needle placement



A Novel Composition for Prevention & Treatment of Rheiastis



Multi-therapeutic Herbal Drug



Information device for blind people



A novel dye for staining proteins on a gel

- Agriculture
- Biology
- BioMedical Engineering
- Healthcare IT
- LifeScience
- Nanotechnology
- Pharmaceuticals

A global IP marketplace


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
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A novel dye for staining proteins on a gel



Transdermal patch for drug delivery



Two stages dental Implant




Information device for blind people


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Mr. Guest Two Mentor... Professor Male, Mumbai




Mr. Guest One Innovator... Professional Male, Ahmedabad



Dr. Bhansarb Innovator/Tech seeker... business Male, andh

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Micro/nano emulsifying systems for drug delivery



Local Drug Delivery System for Cancer



Dengue Tetravalent Vaccine



MVA- Subtype C Therapeutic Vaccine



A Novel drug delivery for AIDS



A kit to diagnose Heart disease



A novel dye for staining proteins on a gel



Animal model system to study pathogenesis



A Rapid Diagnostic Kit and Reagents for Detecting Dengue Infections



Nanopatch sensor in cell membrane

- Agriculture
- Energy & CleanTech
- Engineering & Automation
- ICT & Electronics
- Life Sciences
- Physical Sciences
- NanoTech & Materials




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
Pharmaceuticals healthcare nanotechnology

diagnostics drug delivery medical devices therapeutics biotechnology biochemistry fertilizers diagnostics drug delivery medical devices therapeutic biotechnology biochemistry fertilizers


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Kit for detecting Influenza virus infection



Two stages dental Implant



Biodivific Cell Vaccination for Treatment of Gynecologic Cancer and Other Malignancies



Transdermal patch for drug delivery

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News

Wockhardt in talks to licence ...

Wockhardt in talks to license Prolixin for Rs 400

Lupin announces Patent License...

Lupin Ltd. has entered into a license agreement w/

Clenmark Pharma signs out lice...

Clenmark will receive an upfront payment of US\$ 50

Technology Transfer in Global ...

EU Lilly and GlaxoSmithKline are among several ph

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BROWSE TECHOFFERS BY CATEGORIES.

Click on the tertiary category to find the list of TechOffers linked to that category.

88 Agriculture

Agriculture

- Crop Technology
- Farm Technology
- Fertilizers & Pesticides

Food Technology

- Food Technology

88 Energy & CleanTech

Clean Technology

- Environmental Engineering
- Green Building
- Green Chemistry
- Green Computing
- Green Transportation

Ecology

Energy

- Fuels
- Renewable & Alternate Energy
- Smart Grid
- Storage

88 Engineering & Automation

Industrial Engineering

- Electric Motors
- Electromechanical
- Heating & Cooling
- Lighting

Industrial Processes

- Bonding
- Coating
- Machining
- Mixing
- Process control

88 ICT & Electronics

Communication Technology

- Antenna Technology
- Satellite Components

Consumer Electronics

- Audio Visual
- Display Technology
- GPS

Home Automation

- Mobile devices & Handsets

Electronic Engineering

- Cybernetics
- Integrated Circuits
- MEMS

Microcontrollers & Embedded Systems

Microprocessors

Motors & Motor Controls

- Transformers, Conductors & Inductors
- Transistors

Industrial Electronics

Control Systems

Instrumentation

System Components

Test & Measurement

Information Technology

DBMS

Hardware & Accessories

Information Security & Storage

Multimedia

Network & Wireless Technology

Software Applications

88 Life Sciences

Biology

88 NanoTech & Materials

Amorphous

Polymers

Material Science

Equipment

Refrigerants

Solvents

Nanotechnology

Nanobiotech

Nanoelectronics

Nanomaterials

Related Category Request

» Rapid Test for Infectious diseases - Malaria / Dengue / HbsAg / Swine flu, etc.

» HbA1c - Immuno-turbidimetric Assay


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Technology Request Form

TECHNOLOGY DETAILS

Select the categories in which you are looking for the technology *

 Primary

 Secondary

 Title *

Summary of the technology sought in brief (Use 20 - 30 words) *

Overview/Description of the requirement *

Area of Application of the technology; What should the technology do? *

Please provide general areas of use and the product/process and/or method you will use this technology in. For example: pharmaceuticals - cancer drugs, chemical processing - test equipment.

Mention what the technology 'must not' do

PREVIOUSLY ATTEMPTED SOLUTIONS

Please describe potential solutions that have already been applied (unsuccessfully) to solve your need.

REQUIREMENTS TO BE MET BY THE PROPOSED SOLUTIONS

▶ Technical requirements

It is essential you formulate them if you are seeking suitable

proposals

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Insulin measuring device

The present technology suggests a device for estimating the level of insulin in the body. The said device makes use of a biocomponent which is immobilized within the carbon paste in case of CPE (carbon paste electrode) and covalently immobilized by glutaraldehyde in case of SPE (screen printed elect

Promote :0

Rating : ★ ★ ★ ★ ★

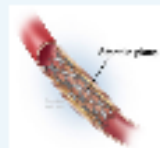
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Bioimplants

The present technology provides novel titanium based composite bioactive (biocompatible) material useful as prosthetic implant as against conventional processes where-in the bioactive phases, usually calcium phosphatic chemicals, is present on the surface of the bioinert Ti.

Promote :0

Rating : ★ ★ ★ ★ ★

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An improved and superior vascular stent

The technology provides a novel stent which discourages restenosis by utilizing the body's inherent anti-thrombogenic defenses to grow an endothelial cell lining along the inner wall of the stent.

Promote :0

Rating : ★ ★ ★ ★ ★

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Biopsy needle placement instrument

This invention relates to an image guided whole body stereotactic needle placement device.

Promote :0

Rating : ★ ★ ★ ★ ★

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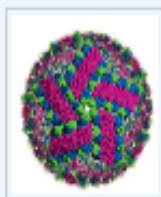
Technology Listing Detail

» Technology ID

bpl-252012-10

» Technology Title

Dengue Tetravalent Vaccine



» No Video

» Summary of the technology in brief

The technology describes a novel recombinant envelop domain-III based tetravalent protein which elicits protective immune responses against each of the four serotypes of dengue virus, DEN-1, DEN-2, DEN-3 and DEN-4

» Technology Overview

The technology describes a novel recombinant envelop domain-III based tetravalent protein which elicits

Would you Like to

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» Technology Overview

The technology describes a novel recombinant envelop domain-III based tetravalent protein which elicits protective immune responses against each of the four serotypes of dengue virus, DEN-1, DEN-2, DEN-3 and DEN-4. Hence it is capable of inhibiting the infectivity of each dengue virus serotype which is responsible for different form of dengue fever. The technology further suggests a process for the preparation of this tetravalent protein which involves codon optimizing the sequence, followed by cloning, transforming and purifying the novel recombinant tetravalent protein. This technology has been tested on mice.

» Primary Applications for this technology

dengue vaccine

» What are the benefits of this technology ?

- Effective against different types of dengue serotypes - Cost effective option in comparison to existing treatments - It inhibits the infectivity of each dengue virus serotype

» Describe the novelty of the technology in brief

tetravalent DEN vaccine

» How the technology solves the problem

» Do you have Intellectual Property (IP) protection for your technology?

Applied

» What is the development stage of this innovation?

Lab-scale prototype

Give Rating to this Technology



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Investors



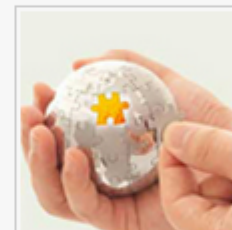
The portal provides opportunities for investors also. Investors can log on to the portal and browse business propositions seeking investment by sectors.

All investors will be listed on the portal by their preference areas and a short profile.

You can also contribute to Technology Roadmaps and bet on technologies at your discretion.

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Investment Seekers



In the developmental phases of technology based enterprises, budding entrepreneurs / startups / innovative, growing companies seek external funding or support ranging from proof of concept to growth funding.

With limited sources of support, raising funds would take impactfully establishing the proposition to convince prospective investors about the potential of the IP/technology and the business opportunity.

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Top 5 Investors

> **Angel Investor**
 Agriculture|Biotechnology & Life Sciences|CleanTech, Energy, Environment|Medical...
 Maximum Amount : 20 lakhs...

> **sadfasdfasdfsad asdf**
 Agriculture|Automotive Products & Services|Aviation...
 Maximum Amount : 15000

Top Ideas

> ...
 Innovator...

Top Agencies

> **Ms. Support Team**
 Innovator...
 Technology Deal Starter
 Female, Ahmedabad



> **Ms. Neha Jhala**
 O...
 Manager





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 Rajesh Krishnan
Innovator, Mentor / Expert, Technology Enthusiast 
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 Amitabh Mishra
Mentor / Expert, Tech Transfer Agents/Patent Agents 
[Details](#)

IP Auction & Technology Roadshow

First patented tech auction gets 50 cos

Vishal Dutta
AHMEDABAD

non-profit organisation, in alliance with Ahmedabad-based Skyquest Technology Consulting, a private company engaged in facilitating buying and selling of patents in India. Dr Subodh Adeshara, ex commissioner Gujarat's FDCA was the chief guest.

INDIA'S first auction of patented technologies saw 50 representatives from the pharma industry taking part in an event held in Ahmedabad on Saturday.

Major pharma companies that took part in the auction included Alembic, Cadila Pharmaceuticals, Famy Care, Indoco Remedies, Torrent Pharma, Astron Research and others.

GOOD SHOW
Similar auctions are held in the US, Europe, Japan and Australia

Other companies that participated in this patent auction were — Infinium Pharmachem, Ishita Drug & Industries, Accura Care Pharma, Axio Biosolutions, and Bioinas Pharma. Representatives from GVFL, a venture capital firm and CM's Fellow, a fellowship program set up by Gujarat's chief minister too attended the event.

The event was organised by Foundation for MSME Cluster, a

Pradesh and from South India to participate in this event." Talking to ET, Dr A S Rao, advisor to Foundation of MSME Clusters said "I am astonished after seeing the kind of response this event received." He said Foundation of MSME would organize a similar event at Hyderabad soon where more than 200 patented technologies would be showcased.



Technologies Presentation, IP Auction



B2B Meetings

SkyQuest was the pioneer in conducting the auction of Patented technologies in India which evident the presence of major companies like Alembic, Cadila Pharmaceuticals, Famy Care, Indoco Remedies, Torrent Pharma and others.

—The Economic Times
30th August 2010

IP Auction & Technology Roadshow



Key Note by Mr. R. Karikal Valaven - Commissioner of Industries, Commerce and Export Promotion



Technology being presented by Innovator @ Technology Roadshow, 2011

Having pioneered the concept of IP Auction and Technology Roadshows, SkyQuest developed a interactive platform for innovators, entrepreneurs & the investors. Through this we shortened the time for the innovator to reach out to the entrepreneur or the investor and vice versa thereby facilitating technology transfer.

These initiatives were well appreciated and accepted by the industry stakeholders. Some of the facts are as below:

- *Total No. of Shows conducted:*
 - *IP Auction - 1*
 - *Technology Roadshow - 4 (across different cities)*
- *Technologies Presented & 75 patents - 68 Technologies*
- *EoI received for Technologies - 258*
- *Innovators presented technologies - 6*

Social Media Marketing and Technology Promotion

- **Target Market Positioning using Sentiment and Big Data Analysis**

For improving visibility

- **Online Campaigns:**

Undertaken for promoting technologies as well as looking for technologies through Online polls, online contests

Used for Technology scouting in the pest control arena for a Fortune 500 client




www.facebook.com/events/214896371946182/

facebook Search for people, places and things

Inspire to Innovate Contest Page Events Edit

Public · By Innovation Xchange

April 26, 2012 at 12:00am until May 21, 2012 at 12:00am

On World IP Day we are celebrating innovators with the launch of 'Inspire to Innovate' contest on 26th April 2012—calling innovators to share their story. Know more> www.skyquestt.com/i2i

Contest Partners:
 South-South Global Assets and Technology Exchange
 Indian Innovators Association
 SKS Law Associates
 BIOME S&T Foundation

Share: Post Share Link Photo

Write something...

Innovation Xchange
 {During my childhood days, I came across Bill Gates' photo quoting "I shall put my PC at every home in every office." — The memory faded with time but as I started redeveloping my out of the box thinking. I was insulted, rejected, pulled back and criticized. All the forces of nature were working against me. I somehow stood by my belief and by god's grace was able to pave my own path giving "Reality Wings to my Dreams"} says Mandar Tulankar, Final year engineering student via Inspire to Innovate Contest

View Post · April 30, 2012 at 4:56pm
 Innovation Xchange likes this.
 1 share

Deadline: 21st May 2012

Going (33)

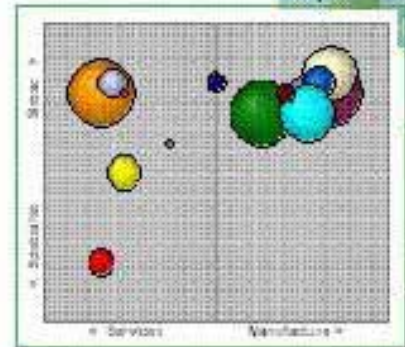
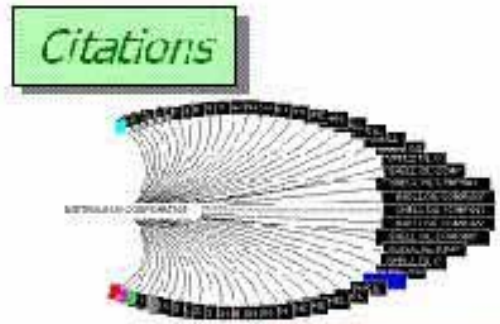
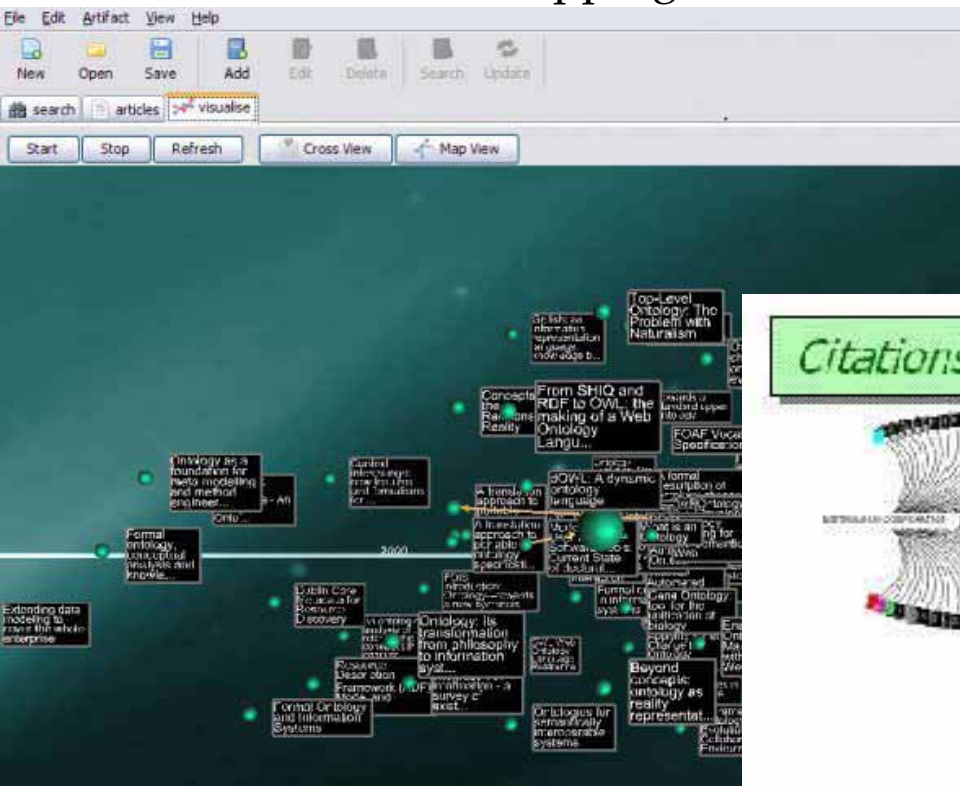
Maybe (9)

Invited (906)

RIPMS

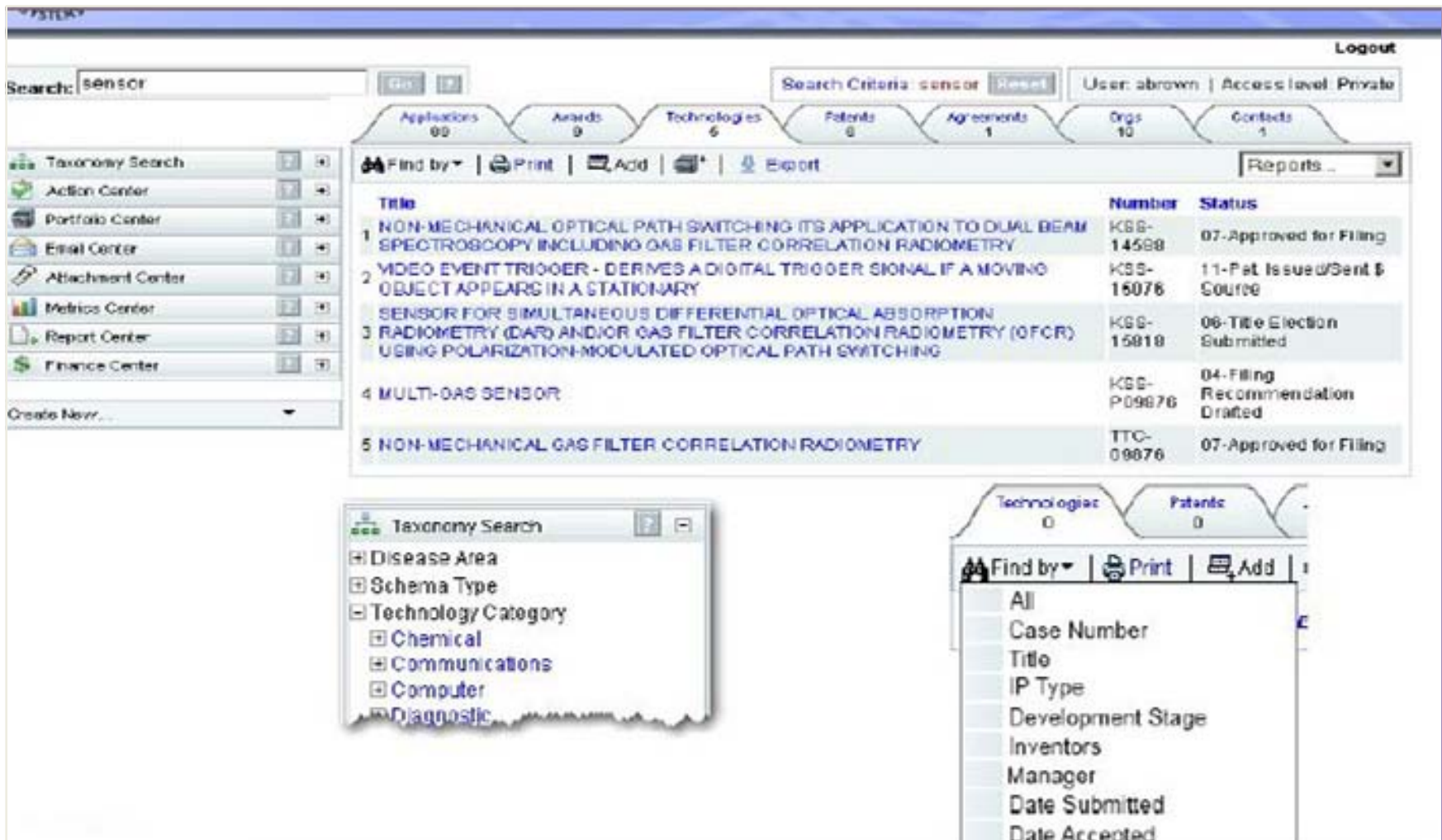
Research and Innovation Patent Management System

Research Mapping



Competitor Market Space

Overview



The screenshot displays the SkyQuest database interface. At the top, a search bar contains the term "sensor". Below the search bar, navigation tabs show counts for Applications (00), Awards (0), Technologies (6), Patents (8), Agreements (1), Orgs (10), and Contacts (1). A table of search results is shown below, listing patent titles, numbers, and statuses. On the left, a sidebar menu includes options like Taxonomy Search, Action Center, and Portfolio Center. A "Taxonomy Search" window is open, showing a hierarchical list of categories such as Disease Area, Schema Type, and Technology Category. A "Find by" dropdown menu is also visible, listing various search criteria like Case Number, Title, and IP Type.

Search Criteria: sensor

User: abrown | **Access level:** Private

Search Results:

Title	Number	Status
1 NON-MECHANICAL OPTICAL PATH SWITCHING ITS APPLICATION TO DUAL BEAM SPECTROSCOPY INCLUDING GAS FILTER CORRELATION RADIOMETRY	KBS-14588	07-Approved for Filing
2 VIDEO EVENT TRIGGER - DERIVES A DIGITAL TRIGGER SIGNAL IF A MOVING OBJECT APPEARS IN A STATIONARY	KBS-15076	11-Pat. Issue w/Sent \$ Source
3 SENSOR FOR SIMULTANEOUS DIFFERENTIAL OPTICAL ABSORPTION RADIOMETRY (DAR) AND/OR GAS FILTER CORRELATION RADIOMETRY (GFCR) USING POLARIZATION-MODULATED OPTICAL PATH SWITCHING	KBS-15818	06-Title Election Submitted
4 MULTI-GAS SENSOR	KBS-P09876	04-Filing Recommendation Drafted
5 NON-MECHANICAL GAS FILTER CORRELATION RADIOMETRY	TTC-09876	07-Approved for Filing

Taxonomy Search:

- [-] Disease Area
- [-] Schema Type
- [-] Technology Category
 - [-] Chemical
 - [-] Communications
 - [-] Computer
 - [-] Diagnostic

Find by:

- All
- Case Number
- Title
- IP Type
- Development Stage
- Inventors
- Manager
- Date Submitted
- Date Accepted

Technology Searching

Quick Search

[Login to KITS >](#) You are not logged in. To request information or access the My Account features you must be a registered user and login. Registration is free.

Category Search

[Available Technologies](#)
[HKBS University](#)
[Technology Category](#)

My Subscriptions

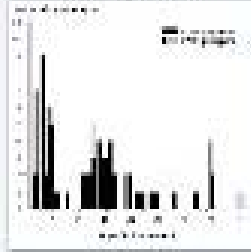
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or

[Login to KITS >](#)

[Forgot Password?](#)

Featured Item



[Integrated Solid Oxide Fuel Cells](#)

Solid oxide fuel cells (SOFCs) are of increasing interest for clean power generation. Utilization of coal gasification by-products or hydrocarbons directly with these devices has significantly advance...

[More information](#)

Upcoming Events

Event	Date
AUTM Central Region	7/27/2009

Top Items

1. [Scott A. Barnett](#)
2. [Integrated Solid Oxide Fuel Cells](#)
3. [Solid State Shear Pulverization](#)
4. [Tammy Lai](#)

Searching in the Software

COLLABORATION PORTAL

[LOGOUT](#)

Search

Category Search

- Army Organizations
- Army S&T
- Budget Areas
- Doing Business Areas
- Force Operating Capabilities
- Future Force Technology/ATCs
- Knowledge Centers
- Leonard Wood Institute
- NSAC Technology
- Organization Sedats
- Regions
- System Integration Domains
- Technology Focus Teams

KITS Home | My KITS Account | Logout | Current user logged in: doannon3

Upcoming Events

Event	Date
28th Army Science Conference (Orlando)	12/1/2008
NDIA Information Systems Summit (Miami)	1/22/2009
AJPLA 2009 Mid-Winter Institute (Miami)	1/28/2009

My Subscriptions

Name	New Items
Electronics	Yes
Nanomaterials	Yes
Environmental Hazards	No

[More](#)

Featured Item



LOKI, INC.
 Explosive, Propellant, and Pyrotechnics Consulting Engineers. Loki Incorporated is focused on providing engineering consulting services to the explosives, propellant, and pyrotechnic industries.

[More Information](#)

Metrics Center

	As Of January	
	This Year	Last Year
Inventories	26	25
Apps Filed	12	12
Patents Issued	0	10
ONVAs	22	21
PLAs	0	4

[More](#) [Reports](#)

Top Items

- University of Michigan
- Robotic Force Health Protection from Chem-Bio Agents and
- OPTIMIZATION OF MICROELECTRONIC
- LOKI, INC
- University of Missouri (Rolla)

Map It



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Powered by KISS TestTrack 

[Terms of Use](#)

RIPMS

- Manage and track deliverables, milestones & budget of research
- A calendar and scheduler for research and other activities
- Documents management; Templates of certain documents (Eg. MTA's, NDA's, Term Sheets etc.); Organizing records using keywords
- Track and manage collaborative research; inter-institution networking
- Licensing module - Technology offers/requests
- Ability to generate reports and access to reports
- Performance assessment and management

Commercialization Potential

- Software M.A.P.®

ASSET NAME	MEDICAL EFFICACY				VALUE PROPOSITION				RISK AND MITIGATION				GOVT	TOTAL SCORE
	Rating Factor 1	Rating Factor 2	Rating Factor 3	Medical Need Analysis	Market Factor 1	Market Factor 2	Market factor 3	Patient/Caregiver Factor	Risk factor 1	Risk factor 2	Significance rating factor	Risk mitigation subfactors	Reimbursement factors	BENEFIT/RISK SCORE = VALUE
Standard of Care	●	●	●	▼	▲	●	●	●	●	▼	▲	●	●	++++
Your Drug Name	▼	▼	●	▲	●	▼	▼	●	▲	●	●	●	●	++
Competitor Ω	▼	▲	●	▲	●	●	▼	▲	●	▲	●	●	●	+++
Competitor Ψ	▲	▼	●	●	●	▲	▼	●	●	●	▲	▲	▼	-
Competitor Σ	▲	▼	●	▲	▼	●	▲	▼	●	▲	▼	●	▲	+
Competitor Z	●	●	●	▼	▲	▲	●	●	●	▼	▲	▲	▼	+

Color: Performance vs. Target

Shape: Direction vs. Previous Quarter

Proprietary Full Framework ScoreCard to assess commercialization risk/reward

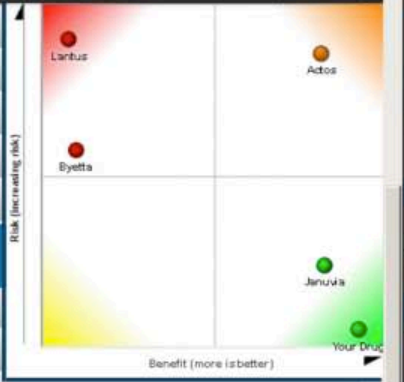
- Side Effect 1: Weight Gain or Loss
- Side Effect 2: Hypoglycemia
- Side Effect 3: Use Deterrent Frequency
- Side Effect 4: Toxicity
- Safety: Drug Interactions

Value Proposition

- Value Proposition 1: Cost Effective Analysis
- Value Proposition 2: Macrovascular Impacts
- Value Proposition 3: Quality and Value
- Value Proposition 4: Biomarkers
- Patient Reported Outcomes

Market Uptake Predictors

- Administration Ease
- Dosing Type and Frequency
- Market Penetration: U.S.
- Market Penetration: Europe
- Market Penetration: BRIC + Japan



Drug	Benefit/Risk
YOUR DRUG	374.58, 24r
JANUVIA	334.58, 48r
BYETTA	3868, 91.5r
ACTOS	330.58, 128r
LANTUS	2958, 133.5r

Webcams Zoom: 76%

Velocity BioGroup Advanced Modeling System - Mozilla Firefox
 https://map.velocitybiogroup.com/?message=Submetric_choice+\"Frequent\"+was+updated.

MAP Diabetes Current Set Scorecard Manage Help RANGES GRAPH SCALING VALUES EDITOR FORMULAS Michael

Medical Efficacy

Glucose - HbA1c, PPG, FG

Glucose - HbA1c					
	Your Drug	Januvia	Byetta	Actos	Lantus
Marginally Effective between 0 and 0.5 mg/L	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Effective between 0.5 and 1 mg/L	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Significantly Effective between 1 and 1.5 mg/L	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Very Significantly Effective between 1.5 and 2 mg/L	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Breakthrough Improvement greater than 2 mg/L	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Glucose - Post Prandial Glucose					
	Your Drug	Januvia	Byetta	Actos	Lantus
Not effective greater than 140 mg/dL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Effective between 130 and 140 mg/dL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Significantly Effective between 120 and 130 mg/dL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Very Significantly Effective less than 120	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Glucose - Fasting Glucose					
	Your Drug	Januvia	Byetta	Actos	Lantus
Not effective greater than 200 mg/dL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Effective between 127 and 200 mg/dL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Significantly Effective between 110 and 127 mg/dL	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Very Significantly Effective less than 110	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Glucose - HbA1c, PPG, FG
 Value Proposition 1: Cost Effective Analysis

Drug	Glucose - HbA1c, PPG, FG	Benefit/Risk
YOUR DRUG	<input checked="" type="radio"/>	581.58, 48r
JANUVIA	<input type="radio"/>	394.58, 96r
BYETTA	<input type="radio"/>	5488, 123.5r
ACTOS	<input type="radio"/>	372.58, 256r
LANTUS	<input type="radio"/>	3508, 217.5r

Scalings

- Cardiovascular - BP, HDL, LDL, TG
- Side Effect 1: Weight Gain or Loss
- Side Effect 2: Hypoglycemia
- Side Effect 3: Use Deterrent Frequency
- Side Effect 4: Toxicity
- Safety: Drug Interactions

GoToMeeting Viewer - Talking: Pat Trifunov

Webcams Zoom: 76%

Velocity BioGroup Advanced Modeling System - Mozilla Firefox

Velocity BioGroup Advanced Modeling System

velocitybiogroup.com

MAP Diabetes Current Set Scorecard Manage Help

RANGES GRAPH SCALING VALUES EDITOR FORMULAS Michael

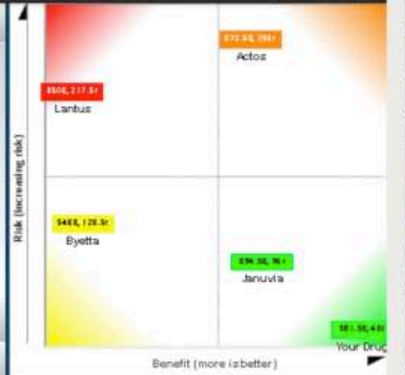
Value Proposition 1: Cost Effective Analysis

Incremental Cost Effectiveness Ratio Analysis

	Your Drug	Januvia	Byetta	Actos	Lantus
Less than \$50,000	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Greater than \$50,000	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Cost Effective Analysis

	Your Drug	Januvia	Byetta	Actos	Lantus
Not available	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Available with generic standard	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Available with brand standard	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



- Value Proposition 2: Macrovascular Impacts
- Value Proposition 3: Quality and Value
- Value Proposition 4: Biomarkers
- Patient Reported Outcomes

Market Uptake Predictors

- Administration Ease
- Dosing Type and Frequency
- Market Penetration: U.S.
- Market Penetration: Europe
- Market Penetration: BRIC + Japan

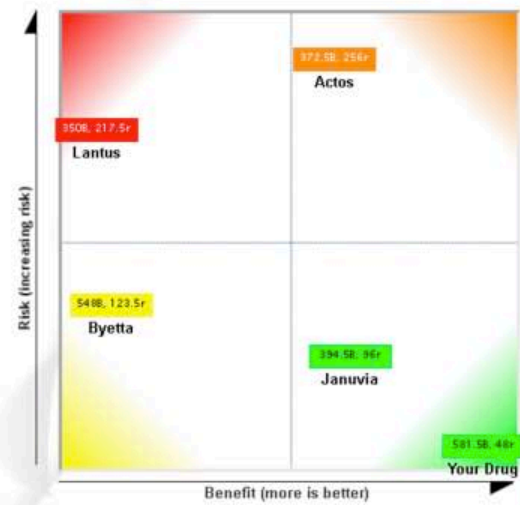
Drug	Glucose - HbA1c, PPG, FG	Value Proposition 1: Cost	Benefit/Risk
YOUR DRUG	35.0B	35.0B	581.5B, 48r
JANUVIA	18.0B	35.0B	394.5B, 96r
BYETTA	18.0B	35.0B	548B, 123.5r
ACTOS	31.0B	35.0B	372.5B, 256r
LANTUS	31.0B	35.0B	350B, 217.5r

Webcams Zoom: 76%

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 Velocity BioGroup Advanced Modeling System
 https://inap.velocitybiogroup.com/?message=Submetric_choice+\"Frequent\"+was+updated

MAP Diabetes Current Set Scorecard Manage Help RANGES GRAPH SCALING VALUES EDITOR FORMULAS Michael

Diabetes



Drug	Medical Efficacy							Value Proposition						Market Uptake Predictors					Benefit/Risk					
	Glucose - HbA1c, PPG, FG	Cardiovascular - BP, HDL, LDL, TG	Weight Gain or Loss	Side Effect 2: Hypoglycemia	Side Effect 3: Use Deterrent Frequency	Side Effect 4: Toxicity	Safety: Drug Interactions	Benefit Subtotal	Risk Subtotal	Value Proposition 1: Cost Effective Analysis	Macrovascular Impacts	Quality and Value	Biomarkers	Patient Reported Outcomes	Benefit Subtotal	Risk Subtotal	Administration Ease	Dosing Type and Frequency	Market Penetration: U.S.	Market Penetration: Europe	Market Penetration: BRIC + Japan	Benefit Subtotal	Risk Subtotal	Benefit/Risk
YOUR DRUG	35.0B	36.0B	120.0B	0.0	0.0	24.0r	0.0	422B	48r	25.0B	5.0B	20.0B	0.0	15.0B	65B	0r	49.5B	0.0	5.0B	0.0	40.0B	94.5B	0r	581.5B, 48r
JANUVIA	18.0B	12.0B	18.0B	40.0r	0.0	8.0r	12.0B	120B	96r	25.0B	0.0	10.0B	0.0	15.0B	50B	0r	49.5B	0.0	15.0B	100.0B	60.0B	224.5B	0r	394.5B, 96r
BYETTA	18.0B	12.0B	120.0B	8.0r	0.0	24.0r	12.0B	324B	64r	25.0B	0.0	20.0B	0.0	15.0B	60B	0r	49.5B	10.0r	4.0B	100.0B	60.0B	164B	59.5r	548B, 123.5r
ACTOS	21.0B	9.0B	0.0	48.0r	64.0r	16.0r	12.0B	84B	256r	25.0B	0.0	10.0B	0.0	15.0B	50B	0r	49.5B	0.0	4.0B	100.0B	85.0B	238.5B	0r	372.5B, 256r
LANTUS	31.0B	24.0B	0.0	64.0r	0.0	8.0r	12.0B	110B	168r	25.0B	0.0	20.0B	0.0	15.0B	60B	0r	49.5B	0.0	15.0B	100.0B	65.0B	180B	49.5r	350B, 217.5r

Scalings

Multi -National Incubation

Graduating start-ups keen to enter Asian market with advanced technologies

Accelerative Market Incubator model, with special allowance to share IP

Examples:

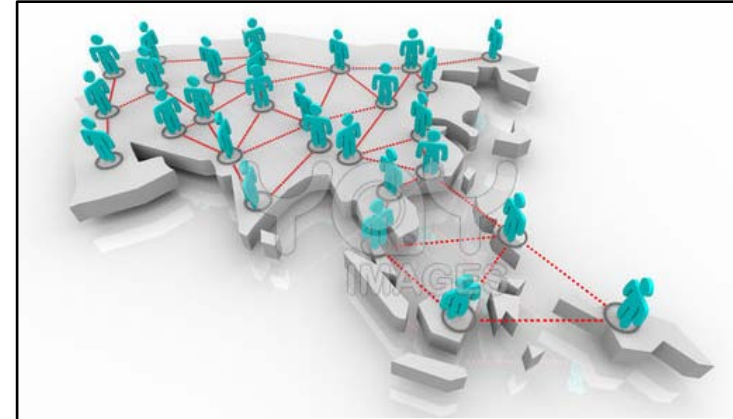
- **Advancing Technology from Asia to Asia**

A point of care diagnostic technology in Women's Health

Proprietary Biodegradable Super Absorbant Polymer Technology from Israel

- **Advancing Technology from West to Asia**

Proprietary wound-care dressings by Canadian company targeting three Asian Markets



Living Lab

Create a display window of a Host Country technology as a whole and Medical Device (MED) and Healthcare IT (HIT) in particular

Accelerate the market entry of the Medical Device and Medical IT industry to the Asian Healthcare market, by creating operational centers for the country's products, independent of distributors

Project for Technology Excellence Center for Medical Devices
Promoted by **Host Country Government**
Managed by SkyQuest Technology Group

The background is a solid teal color. In the upper left, there are several circular lens flare effects of varying sizes and opacities. A faint, white wireframe globe is centered in the background, showing latitude and longitude lines. The text is centered horizontally and vertically in the lower half of the image.

About Our Organization

About Us

SkyQuest Technology Group is a Global Technology Aggregator & Accelerator is profoundly engaged in innovation ecosystem with myriad stakeholders in various capacities helping them leverage external sources of R&D and create value from intellectual property. It operates by way of:

SkyQuest Technology Consulting Pvt. Ltd., INDIA

Research, Investments, Technology Transfer & Market Entry (India, Israel, MENA)

Skyquest Technology Ventures, USA, CANADA

Investments, Technology Transfer & Market Entry (NA, EU)

SkyQuest IRN Associates Inc., CHINA

Research, Investment, Technology Transfer & Market Entry (China, Far East & ASEAN)

Investigators Forum Network, INDIA

Low-cost Clinical Development & Usability Studies for New Tech

Global Healthcare Innovations, INDIA, CHINA, EU, NA

MedTech Regulatory Affairs & Distribution management (India, China, ASEAN, EU, NA)

Ingenuity Ventures, EMERGING MARKETS

Early Stage Investments in Health & Nutrition, New Energy, Water tech & Agriculture

Industry Expertise

Life Sciences

Biotechnology

Diagnostics

Healthcare

Medical Devices

Pharmaceuticals

Agritech

Agri-Inputs & Equipment

Seeds & Plant varieties

Irrigation & Water mgmt.

Dairy & Food Processing

Veterinary Sciences

Food Security

Cleantech

New & Renewable

Climate Change Solutions

Clean Chemistry

Waste Management

Water Treatment & Remediation

Nanotech & Engineering

Nano formulation & delivery Approaches

New Materials & Nano applications

Engineering & Manufacturing

IT & Communication

Healthcare IT

Agriculture Applications

Energy Applications

Water Applications

Communication Platforms

Key Collaborations – Certified Workstation



Worldwide

Asia

- China
- India
- Malaysia
- Pakistan
- Thailand
- Turkey
- Viet Nam

Africa

- Benin
- Cameroon
- Ghana
- Mozambique
- Nigeria
- Rwanda
- Senegal
- South Africa
- Sudan
- Tanzania
- Uganda
- Zambia
- Zimbabwe


Europe

- Austria

SS-GATE Workstations



Screenshot from www.ss-gate.org



India

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SkyQuest, as one of the workstations for The South-South Global Assets & Technology Exchange (SS-GATE) works within a cluster of nations connected worldwide. The global network operates to leverage business transactions through a market mechanism, offering both online and offline beginning-to-end supporting services. SS-GATE network is spread across 39 countries.

SS-GATE: A UNDP promoted organization connects buyers and sellers from countries of the South, linking investors and capital with the businesses in need of them.



April 2012-14

**Certified as the
 Workstation of
 South-South Global Assets
 and Technology Exchange**



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- **Asia Pacific Business and Industrial Systems Inc., PHILIPPINES**
- **BioNegev Clusters, ISRAEL**
- **Carbon First Consulting Ltd., UK**
- **Israel Export International and Cooperation Institute (IEICI), ISRAEL**
- **Laser Consult, HUNGARY**
- **Shanghai Technology & Transfer Exchange, CHINA**
- **South-South Global Assets & Technology Exchange (SS GATE)**
- **State Agency for Technology Innovation, VIETNAM**
- **Sinew Consulting, TAIWAN**
- **ECEB Networks, DigiMEF Ltd., UK, SWITZERLAND & CHINA**
- **Patentica, RUSSIA**
- **Industrial Technology Research Institute (ITRI), TAIWAN**
- **WWF – India, INDIA**

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ISRAEL Representative Office:

128, Bar-kukhva, Herzelia, 46440, Israel

AUSTRALIA Representative Office

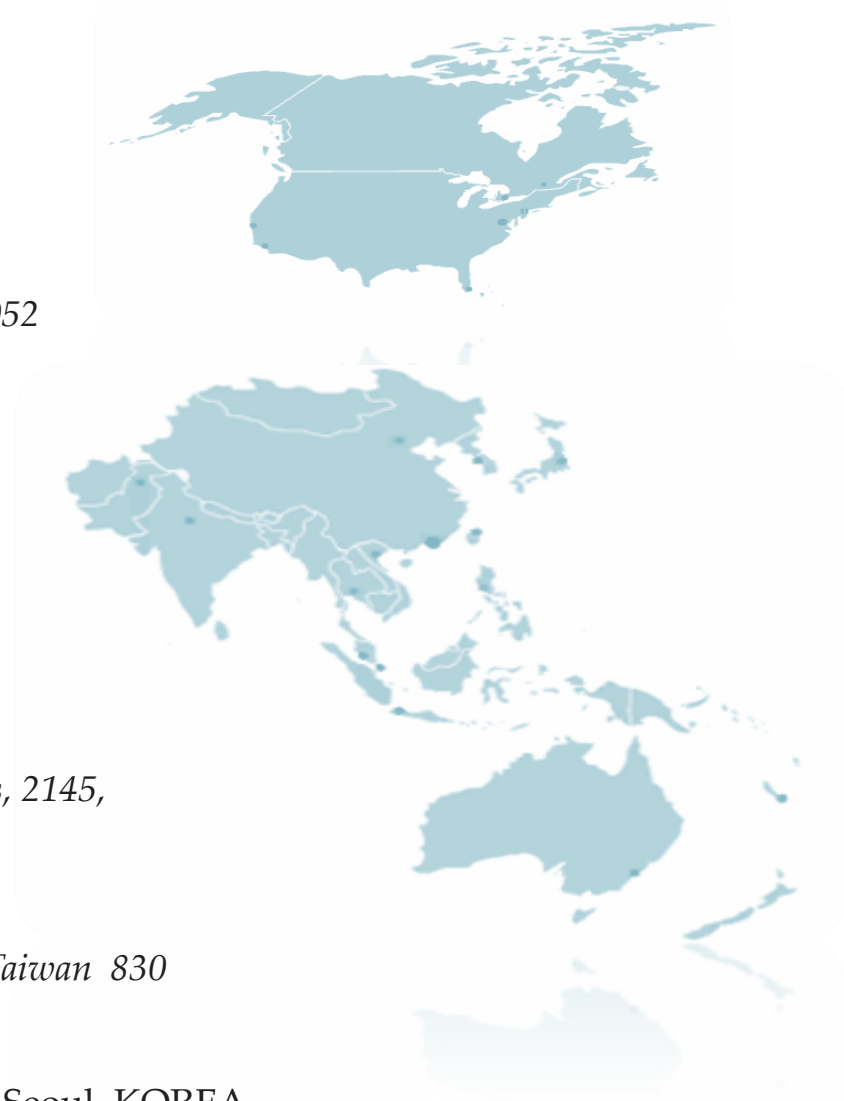
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Australia*

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SOUTH KOREA Representative Office

1st Floor, 217 Jugyo-dong, , Jung-gu, Seoul, Korea 100-330 Seoul, KOREA



σ' ευχαριστώ

merci beaucoup

obrigado

dank u wel

תודה

धन्यवाद

danke schön

спасибо

Thank You

謝謝你

ありがとう

grazie

teşekkür ederim

شكرا

děkuji

CONTACT US:

Skyquest Technology Group | US, CANADA, ISRAEL, SOUTH KOREA, AUSTRALIA, CHINA, INDIA

www.skyquestt.com

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Board: +1-646-416-6278 | info@skyquestt.com