

**Nano Malaysia 2013 – Convention and Expo  
&  
National Workshop on Strengthening R&D Management in Nanotechnology  
10-13 December 2013, Melaka, Malaysia**

# **APCTT's Online Mechanisms for Transfer and Commercialization of Technology with Specific Reference to Nanotechnology**

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**Asian and Pacific Centre for Transfer of Technology (APCTT)**



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# Plan of Presentation

1. Introduction to APCTT
2. APCTT's Web-based Platforms and Tools for Technology Transfer and Market Linkages
3. Few Important Considerations for Selecting Technology Suppliers
4. Concluding Remarks



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# 1. Context

- Identifying a large number of technology providers allows a technology seeker to compare and evaluate the costs and benefits of acquiring a technology and make informed decisions regarding technology acquisition.
- An effective technology screening process strengthens the bargaining power of technology seeker and help in acquiring the technology with best favourable terms and conditions suited to the technology seeker.



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# 1. Context ...

- There are many methods available for identifying potential suppliers of technologies and following are some of the most common methods.
  - Informal Search
  - Trade Fairs and Technology Road Shows
  - Business Intermediaries
  - Competitive Tendering
  - Internet-based Screening



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## 2. Common Screening Methods: Advantages and Disadvantages

Common Methods	Advantages	Disadvantages
1. Informal Search	<p>Cost-effective</p> <p>Less cumbersome</p>	<p>Ad-hoc level search result in inadequate information gathering</p> <p>Does not lead to comprehensive screening</p>
2. Trade Fairs and Technology Road Shows	<p>Provides direct access to comprehensive information</p> <p>Opportunity to meet technology providers directly</p> <p>Cost saving since there are no intermediaries involved</p>	<p>Information is not widely disseminated</p> <p>Restricted to big cities</p> <p>High participation fee in some cases</p>



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## 2. Common Screening Methods (Contd.)

Common Methods	Advantages	Disadvantages
3. Business Intermediaries	<p>They offer specific, customized information and host of support services based on the needs</p> <p>Common Methods</p> <p>They also save considerable amount of time spent in screening for technology providers.</p>	High cost of advisory services
4. Competitive Tendering	Possibility of getting specific, tailor-made technology offers from a wide variety of technology suppliers with in a short time frame	This method is mainly suited for large-scale technology acquisition projects



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## 2. Common Screening Methods (Contd.)

Common Methods	Advantages	Disadvantages
<p data-bbox="79 501 490 536"><b>Internet-based Screening</b></p> <p data-bbox="79 725 258 761"><b>Examples:</b></p> <p data-bbox="79 811 587 936"><b>Technology Innovation International (TII), Luxembourg (<a href="http://www.tii.org">www.tii.org</a> )</b></p> <p data-bbox="79 989 645 1115"><b>SIRIM Berhad, Malaysia (<a href="http://www.sirim.my/techinfo/accesssirimlink.htm">www.sirim.my/techinfo/accesssirimlink.htm</a>)</b></p> <p data-bbox="79 1168 637 1336"><b>State Library of South Australia (informit) ( <a href="http://www.slsa.sa.gov.au/site/page.cfm?c=1098">www.slsa.sa.gov.au/site/page.cfm?c=1098</a>).</b></p>	<p data-bbox="664 501 832 536"><b>Low cost;</b></p> <p data-bbox="664 589 1166 758"><b>Effective in providing access to comprehensive information on technologies as well as their suppliers;</b></p> <p data-bbox="664 811 1209 846"><b>Avoids/reduces transaction costs.</b></p>	<p data-bbox="1250 501 1740 626"><b>Information available through internet could not be readily trusted with out verification</b></p> <p data-bbox="1250 679 1779 891"><b>It cannot replace the advantages of face-to-face interaction for information exchange and verification of information provided.</b></p>

# Asian and Pacific Centre for Transfer of Technology (APCTT)

Asian and Pacific Centre for Transfer of Technology (APCTT) based in New Delhi, India is a Regional Institution of the United Nations Economic and Social Commission for Asia and the Pacific (UN-ESCAP). Since its inception in 1977, APCTT has been working towards strengthening the capabilities of countries in the Asia-Pacific region in the following areas:

## National Innovation Systems

Development and adoption of sound science, technology and innovation (STI) policies and support mechanisms by member countries for fostering technology innovation, technology-based entrepreneurship and competitiveness of SMEs.

## Technology Transfer

Member country institutional capacity building to identify, acquire and adopt technologies and provide IT-enabled mechanisms to facilitate technology transfer and related intermediary services.

## Technology Intelligence

Provide IT-enabled access to technology information services to technology stakeholders in member countries and undertake normative and analytical studies.



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### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers

APCTT has developed various free of cost, regional information repositories in the form of internet-based on-line tools and information platforms. Some of the key technology transfer on-line tools / information platforms are provided below:

- ❖ Technology4sme.net ([www.technology4sme.net](http://www.technology4sme.net))
- ❖ APTITUDE Search Engine ([www.apctt.org](http://www.apctt.org))
- ❖ Tech Monitor. Net ([www.techmonitor.net](http://www.techmonitor.net))



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### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

#### Technology4sme.Net

- ❖ APCTT has developed a web-based technology transfer service package that is available at [www.technology4sme.net](http://www.technology4sme.net)
- ❖ The website enables the online transfer of technology offers and requests with a view to establish it as a regional “technology transfer market service” for Asia and the Pacific
- ❖ The website has several features including technology market service, technology transfer partner links, basic and practical knowledge on technology transfer



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### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

- **Technology4sme is**
  - A regional platform for technology suppliers and seekers from the Asia-Pacific region and beyond
  - An IT powered mechanism that helps technology based small and medium enterprises in exploring opportunities across the region
  - An effective source of information on technological development at regional level and also on technology related events such as conferences, workshops, exhibitions organized in the Asia Pacific region



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### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

#### Target Group

- **SMEs:** the technology based small and medium enterprises (SMEs) primarily from the Asia Pacific region;
- **Tech Suppliers:** the technology developers keen on selling their technologies to potential customers from the Asia Pacific region;
- **Tech Seekers:** the SMEs from the Asia Pacific region keen to source new technologies to upgrade, expand, or start new ventures;
- **Policy Makers:** the technology experts keen to know about the technology trends, tech news and tech events in the region



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### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

#### Why Technology4SME?

- Free of cost service provided by UN-APCTT
- Transparency
- To explore market opportunities / technologies in the Asia Pacific region and beyond
- Opportunity to showcase the technologies / products in the main page, free of cost for a fortnight



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# 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

The screenshot displays the TechnologyMarket website, which is part of the APCTT (Asian and Pacific Centre for Transfer of Technology) under the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP). The website features a navigation menu with links for Home, FAQ, Sitemap, and Contact Us. A search bar is prominently displayed, allowing users to search for Technology Offers, with options for 'Go' and 'Advanced Search'. The main content area is divided into several sections: 'Technology Offers' and 'Technology Requests' both listing various technologies such as 'Mobile Pneumothorax (PTX) Detection' and 'Ethanol Distillery Plant'; 'Technology News' and 'Technology Events' providing updates on packaging solutions and renewable energy; 'APCTT Resources' including guidebooks and databases; and 'Technology Publications' covering topics like hospital sanitation and photovoltaics. A sidebar on the right titled 'In Focus' highlights 'Technology Suppliers' and 'Technology Seekers', listing companies like Laser Consult Ltd (Hungary) and Strategic Allies Ltd. The website also includes a 'Technology Handbook', 'Joint Venture & Partnership' section, and 'Global Technology Resources'.



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# Tech4SME - Registration

Apctt : New User Registration :: - Microsoft Internet Explorer

Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media Print Mail Yahoo!

Address http://www.technology4sme.net/Registration/RegistrationMessage.aspx Go Links

Search Web Mail My Yahoo!

Events  
Facilitating Technology Transfers in the Asia-Pacific Region

Search  Technology Offer  [Advanced Search](#)

## My Technology4SME

### Technology Offers

List of Technology Offers. Browse or submit new.



### Technology Requests

List of Technology Requests. Browse or submit new.



- [Technology News](#)
- [Technology Events](#)
- [Publications](#)

Home > [New User Registration](#)

If you register on behalf of an organization and make your technology offer or request your name of your organization is highlighted on the website for a fortnight from the date of the your submission.

### Registered as

[Disclaimer](#) | [Privacy Policy](#)

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Discussions | | [Subscribe...](#) | Discussions not available on <http://www.technology4sme.net/>

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3 Wi...

::Apctt...

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11:16 AM

# Preparing & Uploading Tech offers / Tech requests

## Uploading Tech Offers

### Submit Technology Offer

This section enlists all the technology offers available under various sectors. The members can both browse and submit a new technology offer. While submitting tech offers, the members should fill in the fields appropriately as it makes their technology offers stand out better.

\* Indicates fields are mandatory

* Title of Technology	<input type="text"/>
* Sector	Select
* Country	India
* Description	<input type="text"/>
* Area of Application	<input type="text"/>
Advantages	<input type="text"/>
Environmental aspects	<input type="checkbox"/> Cleaner Production <input type="checkbox"/> Energy efficiency <input type="checkbox"/> Not Applicable <input type="checkbox"/> Waste utilization <input type="checkbox"/> Systems integration <input type="checkbox"/> Other
Development Status	<input type="checkbox"/> Idea <input type="checkbox"/> Laboratory Model <input type="checkbox"/> Commercial Prototype <input type="checkbox"/> Design <input type="checkbox"/> Pilot Plant <input type="checkbox"/> Fully Commercialized
Legal Protection	<input type="checkbox"/> Trade Mark <input type="checkbox"/> Patent <input type="checkbox"/> Others
Technical specifications	<input type="text"/>
* Transfer Terms	<input type="checkbox"/> Consultancy <input type="checkbox"/> Technical services <input type="checkbox"/> Turnkey <input type="checkbox"/> Subcontracting <input type="checkbox"/> Technology Licensing <input type="checkbox"/> Others <input type="checkbox"/> Joint Venture <input type="checkbox"/> Equipment Supply
Target Countries	Afghanistan Albania Algeria American Samoa (For multiple selection use "ctrl" key)
Estimated cost(US\$)	<input type="text"/>
Upload	<input type="text"/> <input type="button" value="Browse..."/>
<a href="#">Contact Details (Click to fill / Edit)</a>	
Do You wish to display your contact details online?	<input checked="" type="radio"/> Yes <input type="radio"/> No

Submit

## Uploading Tech Requests

### Submit Technology Request

This section enlists all the technology requests available under various sectors. The members can both browse and submit a new technology request. While submitting tech requests, the members should fill in all the fields appropriately as it makes their technology requests stand out better.

\* Indicates fields are mandatory

* Title of Technology	<input type="text"/>
* Sector	Select
* Country	India
* Description	<input type="text"/>
* Area of Application	<input type="text"/>
* Keywords	<input type="text"/>
* Transfer Terms	<input type="checkbox"/> Consultancy <input type="checkbox"/> Joint Venture <input type="checkbox"/> Technology Licensing <input type="checkbox"/> Subcontracting <input type="checkbox"/> Technical services <input type="checkbox"/> Others <input type="checkbox"/> Turnkey Plant <input type="checkbox"/> Equipment Supply
Studies Available	<input type="checkbox"/> Feasibility Report <input type="checkbox"/> Environmental Impact Studies (EIA/EIS) <input type="checkbox"/> Others
Project Type	<input type="radio"/> Start Up <input type="radio"/> Diversification <input checked="" type="radio"/> New Idea <input type="radio"/> Expansion/Modernisation
Estimated project cost (US\$)	<input type="text"/>
Target Countries	Afghanistan Albania Algeria (For multiple selection use "ctrl" key)
Assistance sought from potential partner	<input type="text"/>
Additional information	<input type="text"/>
Upload	<input type="text"/> <input type="button" value="Browse..."/>
<a href="#">Contact Details (Click to fill/ Edit)</a>	
Do You wish to display your contact details online?	<input checked="" type="radio"/> Yes <input type="radio"/> No

Submit

# Searching the database of Tech offers / Tech requests

Forgot your password?

## Technology

Asia Pacific  
SMEs  
Facilitating Technology Transfers in the Asia-Pacific Region

Search  Technology Offer  [Advanced Search](#)

Technology Offers  
List of Technology Offers. Browse or submit new.

Technology Requests  
List of Technology Requests. Browse or submit new.

- Technology News
- Technology Events
- Publications

### Advanced Search

Keywords \*

Sector

Country

Exact Match

Tech Offers  Tech Requests



- Aerospace
- Automotive Components
- Agriculture & Agro-industry
- Biotechnology
- Ceramics & Glass
- Chemicals
- Construction
- Pharmaceuticals
- Electrical & Electronics
- Textile
- Energy
- Environment
- Food Processing
- Garment
- Information Technology
- Instrumentation
- Leather
- Machinery & Equipment
- Manufacturing
- Materials & Coatings
- Media Technologies
- Metals & Metallurgy
- Nanotechnology
- Packaging
- Plastics
- Transport Engineering
- Power
- Pulp & Paper
- Remote Sensing & Telecommunications
- Rubber



- Afghanistan
- Albania
- Algeria
- American Samoa
- Andorra
- Angola
- Anguilla
- Antigua
- Argentina
- Armenia
- Aruba
- Australia
- Austria
- Azerbaijan
- Bahamas
- Bahrain



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### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

#### **Asia Pacific Technology Information Tracking and Unified Data Extraction (APTITUDE) Search Engine**

❖ The Asia-Pacific Technology Information Tracking and Unified Data Extraction (APTITUDE) Search Engine is a powerful information retrieval tool designed by APCTT for the benefit of SMEs and business firms in the Asia-Pacific region and beyond. It is programmed in such a way that it searches only a list of specified technology databases available in the public domain in the Asia-Pacific region

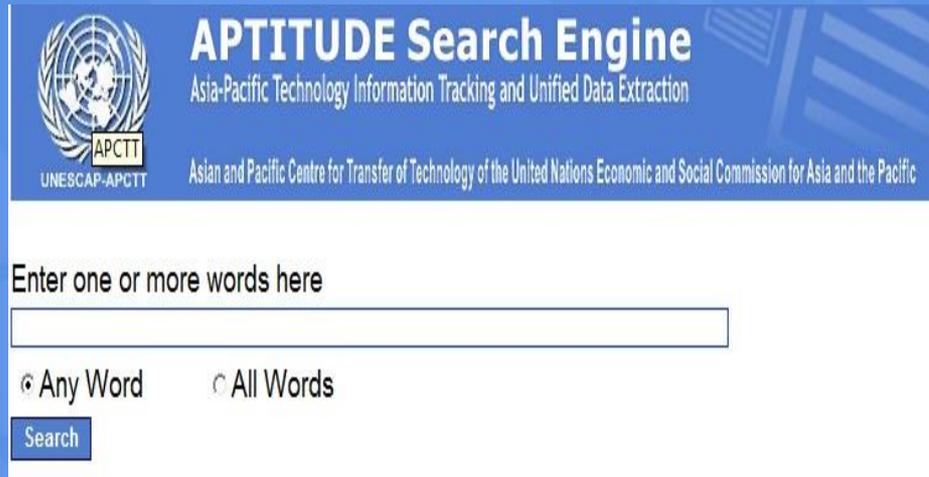
❖ APTITUDE searches specific defined technology databases based on key words and provides direct access to the information for the user in one step



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# Asia Pacific Technology Information Tracking and Unified Data Extraction (APTITUDE) Search Engine



APTITUDE Search Engine  
Asia-Pacific Technology Information Tracking and Unified Data Extraction  
Asian and Pacific Centre for Transfer of Technology of the United Nations Economic and Social Commission for Asia and the Pacific

Enter one or more words here

Any Word  All Words

Search

## APTITUDE

- Offers specific, targeted search for information related to technologies from over 20 technology databases
- Avoids non-specific information and hence saves time and effort for screening
- Simple, key-word based search process
- Expandable search engine with option to add many technology databases
- Free of cost service and no membership/registration process involved

### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

#### Salient Features of APTITUDE

- Specific target search avoiding huge volume of non-specific information which may not be relevant for the user.
- Specific data mining by accessing and retrieving specific information on the website rather than retrieving the complete website.
- Reaching out to over 20 technology databases in one step



### 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

#### **Tech Monitor Website ([www.techmonitor.net](http://www.techmonitor.net))**

Tech Monitor website provides free access to APCTT's On-line publications, Asia Pacific Tech Monitor as well as Value Added Technology Information Service (VATIS).

Asia-Pacific Tech Monitor is a bi-monthly periodical that brings up-to-date information on trends in technology transfer and development, technology policies, new products and processes.

Value Added Technology Information Service (VATIS) publications provides information on latest technological innovations in five areas namely, Non-Conventional Energy, Waste Management, Ozone Layer Protection, Biotechnology and Food processing from more than 35 countries.



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# 3. APCTT's Web-based Platforms and Tools for Screening of Technology Suppliers...

**Techmonitor.net**  
Information on the latest technology innovations and events

Welcome to Techmonitor.net

**Click to search**

**APCTT Periodicals**

- Asia-Pacific Tech Monitor
- VATIS Update
- Biotechnology
- Food Processing
- Non-conventional Energy
- Ozone Layer Protection
- Waste Management

**APCTT Publications**

**Web-based Technology Resources of APCTT**

- National Innovation System**  
Online Resource Centre  
Innovation Systems
- Business Asia.net**  
Business Information
- BINasia**  
Biotechnology Information Network for Asia  
Biotechnology Network
- technology**

**Asia-Pacific Tech Monitor**

**South-South Cooperation and Market Mechanisms for Technology Transfer**

- South-South technology transfer  
Vinish Kathuria
- Interactions among engineers as pathways for technology transfer  
Tomohiro Machikita and Yasushi Ueki
- Recent increase in patent licensing in China and its effect on South-South technology transfer  
Toshiya Watanabe
- South-South cooperation in technology transfer and the clean development mechanism  
Aradhna Aggarwal
- [[Media:]]

**TECHNOLOGY MARKET SCAN**

**TECHNOLOGY SCAN**

**Business Coach for innovative firms**

- Start-up Venture Creation
- Technology Transfer
- Venture Financing
- Managing Innovation
- Green Productivity

**TECH EVENTS**

**Value Added Technology Information Services (VATIS) Updates**

**Non-conventional Energy**

- Solar Energy
- Wind Energy
- Wave/Tidal Energy
- Fuel Cells
- Hydrogen Energy
- Biomass Energy
- In the News
- Tech Events
- Recent Publications

**Biotechnology**

- Genomics
- Proteomics
- Medical Biotech
- Agri Biotech
- Market News
- In the News
- Tech Events
- Recent Publications

**Food Processing**

- Standards/Regulations
- Ingredients

**Waste Management**

- Plastic Waste
- Electronic Waste



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## 4. Few Important Considerations for Selecting Technology Suppliers

**Suppliers should be short-listed based on their:**

- Business strategy
- Technological capabilities
- Experience in handling technology transfer projects
- Past performance
- Cross cultural expertise



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## 4. Few Important Considerations for Selecting Technology Suppliers

**The following aspects need to be examined during the technology search process:**

- Technology choice (using techno-economic, socio, and politico-legal factors)
- Components of technology needed
- Capability gaps to be bridged
- Resource commitments
- Expected benefits
- Supplier profile ratings



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# 5. Concluding Remarks

- The internet-based screening offers the most cost-effective, efficient and convenient way of screening of technologies.
- Technology seekers must view internet-based screening of technology suppliers as one of the several steps involved in the technology screening and selection process.
- For a successful technology transfer, due diligence, careful planning and execution at every stage is required.



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## 5. Concluding Remarks...

- Though on-line sources provide ease of access, technology seekers must verify the authenticity of the information and examine the sources of information as well as verify with clients who had conducted business with the technology providers in the past.
- The search can serve a good background information for one-to-one meeting with technology providers



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# Thank you

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