

International Partnering for Research and Technology Commercialization

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International Partnering

- Extension of current research and commercialization relationships to include international partners
- Connections with government labs, universities, private companies in other countries
- Development of international communities to serve as strategic partners

Advantages of International Partnering

- Access to additional high quality partners
- Opportunities to reach other markets
- Access to additional funding for research and commercialization
- Expanded network offers connections useful for future projects

International Partnering Challenges

- Identifying appropriate partners
- Export control compliance
- Managing different intellectual property rights requirements/practices
- Compliance with different tax and transactions law requirements
- Coordination among parties that are geographically distant

Canadian TPI

- Canadian government attempting to promote international collaboration for research and commercialization
- Technology Partnering Initiative key aspect of that effort
- TPI places priority on identifying and facilitating Canada/US collaboration
- Creates Technology Partnering Officer network to implement TPI

TPO Network

- Commercial officers in Embassy and selected consulates with focus on tech partnering
- TPOs focus on collaborative/sponsored research and early stage tech commercialization
- TPO goals: identify potential collaboration and facilitate connections

Canadian Focus

- Information technology and telecommunications
- Life sciences and health technology
- Energy, natural resources management, and environmental technology

National Research Council

- NRC is the Canadian national government research organization
- Consists of more than 20 different research institutes and centers
- Wide range of research topics
- Many of the NRC research groups are actively pursuing international collaboration
- NRC: www.nrc-cnrc.gc.ca

Federal Partners in Technology Transfer

- FPTT is the network of Canadian federal technology transfer professionals
- Consists of tech transfer personnel from approximately 15 Canadian federal research-performing agencies
- FPTT goal: Identify and share best practices for tech commercialization
- FPTT: www.fptt-pftt.gc.ca

Flintbox: Technology Matching

- Flintbox is an online technology matching system
- Developed at the University of British Columbia
- Provides an increasingly popular method to identify technology available at Canadian federal labs and universities
- Flintbox: www.flintbox.com

Connecting with Canada

- Consider the Canadian TPO network as a resource and gateway to Canada's research and tech communities
- Build upon existing connections with Canadian organizations
- Tap the Canadian connections of U.S. partners