

Interview Data – Company A

(1) Original Goals

- Licensable IP
- To keep on the leading edge of technology through weekly phone calls.

(2) A company technologist knew of a Cornell professor through third party contacts – word of mouth.

(3) The project was partly successful.

- No licensable IP was developed.
- It was very successful in transferring a better understanding of the developing technologies by both the company and the Cornell people – grad students and Profs.

(4) The knowledge sharing was successful. The IP agreement took a very long time to negotiate and the technology was developing very rapidly. Critical time was lost.

(5) Cornell is not much different than dealing with other universities relative to IP licensing in terms of expectations. The CCTEC staff are clearly more knowledgeable and experienced.

(6) The technical interactions were very productive – knowledge sharing.

(7) Fundamentally, Cornell's goals are at odds with industry's goals. Other universities are much more industry friendly.

(8) No follow on.