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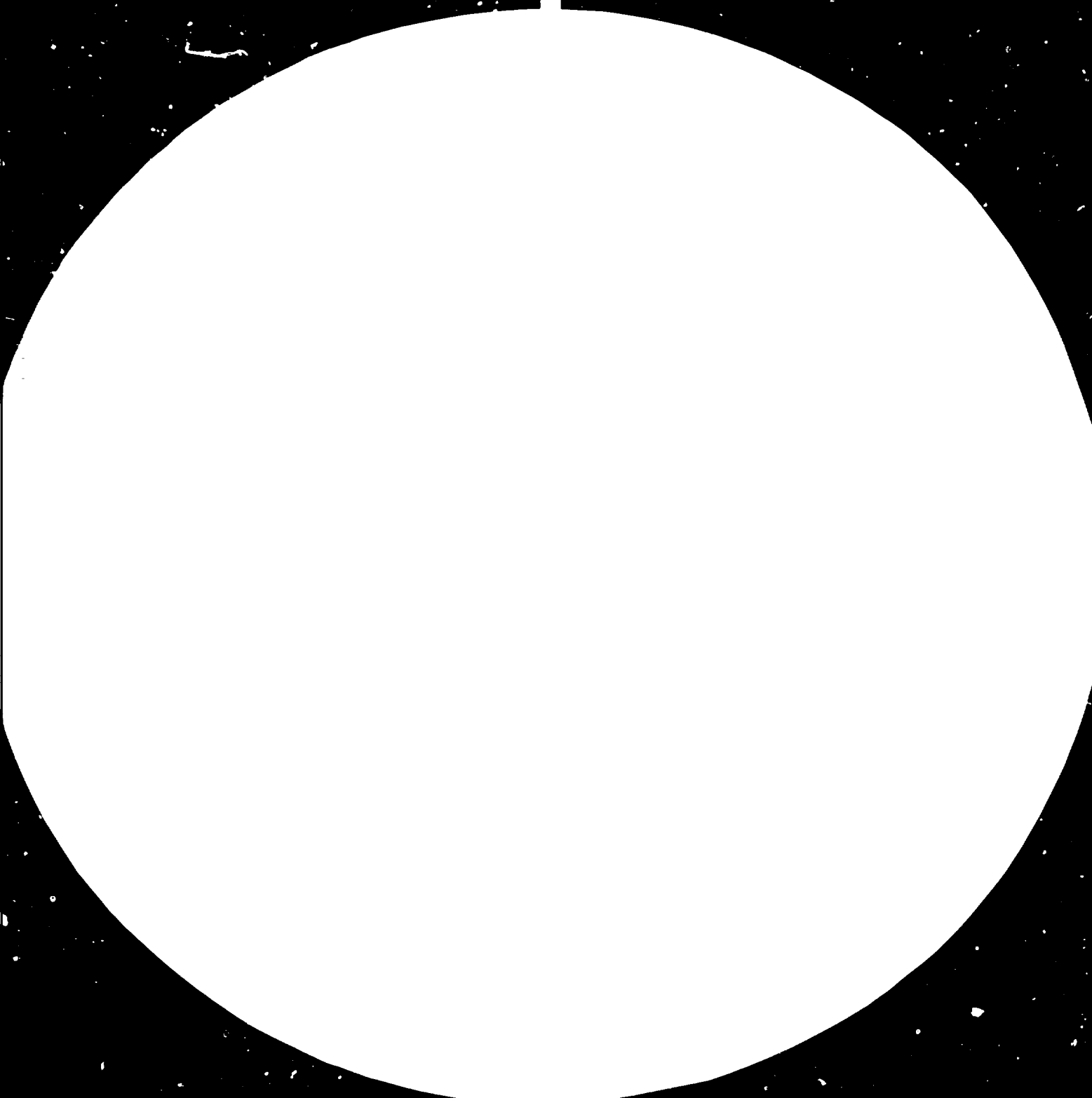
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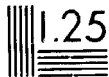




1.0



1.1



1.25



1.4



1.6



1.8



2.0



2.2



2.5



2.8



3.2



3.6

Resolution Test Chart, 1963 Edition, ANSI Z39-18

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Fifth Meeting of Heads of Technology
Transfer Registries
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Report

prepared by
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INTRODUCTION

The Fifth Meeting of Heads of Technology Transfer Registries was held at Buenos Aires from 15 to 19 September 1980 under the sponsorship of the United Nations Industrial Development Organization (UNIDO) and the Government of Argentina.

The main purpose of the Meeting was to review progress in implementing the recommendations of the previous meeting of Heads of Technology Transfer Registries held at Lisbon from 8 to 10 October 1979 concerning, inter alia, the Technological Information Exchange System (TIES) and co-operation among the technology transfer registries participating in the TIES system. The Meeting also considered papers on the experience of the technology transfer registries represented and the future orientation of their work.

CONCLUSIONS AND RECOMMENDATIONS

Policy

1. The initial phase of the Technological Information Exchange System (TIES) has been successfully negotiated and with more countries participating, has been firmly established. Newly participating countries should be assisted in all possible ways to set up their registries.

2. Nevertheless, the system requires widening as well as deepening, so as to grow from the stage of exchange of information to encompass other areas. Such growth must, of course, be consistent with the legislative, economic and political framework of each of the member countries. The system should evolve into an instrument aiding policy makers in developing countries in the field of technology transfer. Further, co-operation both bilaterally and through UNIDO should be broadened among the participating countries.

3. Some of the areas in which growth of the system is desirable, are the following:

(a) Sectoral studies, with particular emphasis on identifying technology gaps in developing countries and restrictive practices harmful to such countries that sellers of technology in the sectors studied follow;

(b) Documentation of emerging new areas of technology transfer, e.g., micro-electronics, bio-engineering, non-conventional energy sources, and possible restrictive practices that may be resorted to against developing countries in these areas;

(c) Interpretation of government policies on transfer of technology by recipients as well as transferors, to enable Governments to mould their policies in desired directions and to frame guidelines, e.g., for purchase of technology, for promoting indigenous technology, and for commercialization and export of local technologies. Intercountry comparative studies would be particularly useful;

(d) Strengthening the negotiating capabilities of countries through wider exchange of information, improved information regarding transnational corporations and other sellers of technology, extension of the monitoring role of registries, wider use of UNIDO Technology Advisory Services (TAS), and training through workshops, bilateral country visits by experts and other similar means.

4. None of the above recommendations imposes any obligations on any of the members of TIES, and each country will be guided in any studies it wishes to undertake by its own legal framework and legal and other limitations specific to it.

5. Lack of financing should not be permitted to become a constraint on the growth of TIES. Its usefulness has already been established, and its future capabilities can and must grow in the directions outlined. As the funds required are comparatively modest, not only should UNIDO continue to finance all the present activities of the system, but additional funds should be obtained from other sources within the United Nations system, e.g., from indicative planning figure (IPF) programming, Special Industrial Services or the United Nations Industrial Development Fund. Particularly, for the third cycle of IPF programming, UNIDO should prepare a draft project proposal for use by individual participating countries for presentation through their respective Governments to local UNDP offices.

Registries also should explore possibilities of financing part of the expenses arising from participation in TIES themselves.

6. More information on how participating countries have overcome problems relating to technology transfer (especially as regards restrictive practices by sellers of technology) should be made available to other countries. Experience should be exchanged through bilateral contacts and through TIES. Such exchange would greatly help policy makers in developing countries.

7. UNIDO should disseminate the documentation of the meeting of some heads of registries with the Licensing Executives Society (LES), held at Helsinki, 11-12 September 1980, for the information of other registries. Such exchanges with LES, which is showing a greater understanding of the concerns of developing countries, should continue. Developed countries and LES may also be given the TIES Newsletter.

8. Since the United Nations Centre for Transnational Corporations (CTC) has already made much useful information and documentation available to TIES, UNIDO has requested the Centre to provide profiles on these corporations, particularly corporations in the emerging new fields of technology mentioned above. These links with CTC are useful and should be built up; UNIDO should take the necessary steps in this regard. TIES members could make as great an effort as possible to use the CTC advisory services on transnational corporations and their training programmes. In this way the negotiating strength of developing countries could be increased.

9. The information on technology transfer, collected from such a wide variety of sources as mentioned above, should be put to the best possible use. Suitable material should be prepared for wide use in training, workshops, monographs, and other similar areas.

Operations

10. To promote co-operation among technology registries, four main activities should be carried on, as recommended in ID/WG.325/6:

Technical assistance to registries, to be carried out by UNIDO in co-operation with registries in other countries

Maintenance and further expansion of the TIES information system

Study tours for registry personnel, exchange of experience through promotional programmes, reports, sectoral surveys and training workshops

Annual meetings of heads of technology registries

11. Sectoral studies as described in "Proposed guidelines for analysis of specific industrial sectors" (ID/WG.325/10) should be prepared by certain registries for the pharmaceutical sector.

12. The paper on "Restrictive business practices in technology contracts - the case of Mexico" should be completed and translated into English and French.

13. The proposed coding form and instructions for the parallel system and service agreements should be used for the collection, on a pilot basis, of data on service agreements beginning in January 1981.

14. Registries participating in TIES should exchange through UNIDO written summaries of their methods of treating service contracts, guidelines observed, rules that apply in determining the reasonableness of service fees, performance guarantees etc.

15. The TIES Newsletter should maintain the structure currently used and include more articles by registries participating in TIES regarding their activities. The TIES Newsletter should be distributed free of charge to all who request it.

16. The TIES I tables for collection of data on industrial sectors should remain as is, since they meet the requirements of the registries for presentation of data of this type.

17. The next meeting of heads of technology registries should be held in Asia and the Pacific region, preferably at Manila. The representative of the Technology Transfer Board of the Philippines accepted this suggestion, subject to consultations with the Philippine Government and the UNIDO secretariat. It was tentatively agreed that the meeting should be held in November 1981.

I. ORGANIZATION OF THE MEETING

The Meeting was attended by heads of 20 registries. Five countries were represented for the first time. Annex I gives a list of participants.

Jorge Fernandez Ocampo, Director of the National Registry of Licence and Technology Transfer Contracts of Argentina served as Chairman of the Meeting. In his opening statement, Mr. Ocampo noted the importance of the work of the United Nations Industrial Development Organization in technology transfer, especially as relating to TIES.

The senior technical adviser in charge of the UNIDO technology programme recalled the role of Argentina in the economic development of the third world. He reviewed the discussions held on 11 and 12 September between some members of the TIES group and LES in Helsinki regarding technology transfer and emphasized that the attention paid to the TIES group by the industrialized world was increasing.

Jorge E. Bustamante, the Technical Under-Secretary of Industrial Development, welcomed the participants on behalf of the Ministry of Economy of Argentina.

José Alcides Rodriguez, Vice-President of the National Institute of Industrial Technology (INTI), in whose offices the Meeting was held, noted that INTI was the first institute in charge of working with technology transfer contracts in Argentina.

As former chairman of the TIES group, Alexander Vaz Pinto, President of the Foreign Investment Institute of Portugal, noted the progress in the exchange of information through TIES and pointed out the need to further more direct means of co-operation in the future.

The Meeting elected Badal Roy (India) as Rapporteur and adopted the following agenda:

Item

1. National experiences in technology transfer
2. Progress and status report of the TIES system
3. Financing of TIES activities
4. Promotion of co-operation among technology transfer registries
5. Future orientation of the work of the technology transfer registries

Documents presented to the Meeting are listed in annex II.

II. SUMMARY OF THE DISCUSSION

National experiences in technology transfer

The Meeting considered the paper "Restrictive business practices in technology contracts - the case of Mexico". The paper examines restrictive provisions in some 350 contracts with supplementary information obtained through consultation with enterprises. The study relates restrictive clauses to 6 specific provisions in the technology law of Mexico.

It was noted that the study was still to be expanded to include contributions from the registries participating in TIES. The possibility of using this study as training material for new personnel in registry offices was pointed out.

It was suggested that in the expansion of the case-study, a section on problems faced and policies regarding their solution vis-à-vis restrictive practices be included. It was felt that the final version of the paper, including an introduction and summary, should be issued in English and French.

The discussion reviewed various restrictive clauses in light of the experience of some of the countries participating in TIES and heard a brief review of the discussions of the Helsinki UNIDO/LES meeting on restrictive business practices.

Progress and status report of the TIES system

The Meeting heard a progress and status report of TIES (ID/WG.325/5). It was agreed that the new system on service agreements should begin operation, on a pilot basis, beginning in January 1981.

The draft coding form and instructions for the service agreements system should remain as presented for a pilot period of one year. Registry offices would supply the UNIDO secretariat with information regarding the approximate volume of data to be supplied every six months and the extent of their participation in the new service agreements system.

The TIES Newsletter was welcomed as an important forum for exchanging ideas among the registries and should continue to be published with the same format and content. It was suggested that UNIDO request registries to submit articles for the Newsletter as a means of ensuring sufficient and up-to-date material for the Newsletter.

The tables used for the exchange of TIES I (industrial level) data had been meeting the needs of the registries for this type of information and should continue to be used for this purpose in their present form.

Sectoral studies as described in "Proposed guidelines for analysis of specific industrial sectors" (ID/WJ.325/10) would be prepared for the pharmaceutical sector by various of the registries. UNIDO would endeavour to assist when requested.

The representative from India informed the Meeting that he had presented the proposal for participation at the TIES IIA level to his Government and was awaiting its decision. No problems were anticipated.

The representative from China stated that China was ready to begin participating in TIES on a limited basis. TIES I data would be supplied from the First Ministry of Machine Building as well as more detailed information on some contracts.

The representative from Nigeria informed the Meeting that his Government had approved participation at the TIES IIB level and that it would begin supplying data as soon as the technology transfer registry became operational.

The Yugoslav representative indicated that although Yugoslavia had an interest in participating in TIES, certain legal difficulties prevented the Government from reaching a decision at this time.

The UNIDO secretariat noted that since the Lisbon meeting of the TIES group, Guatemala had become a participant in TIES (data to be provided when the registry became operational). Colombia had also become an active participant in TIES at the TIES I and IIB levels since the last meeting.

Countries represented for the first time at the TIES Meeting - Indonesia, Jamaica, Pakistan, Togo and the United Republic of Cameroon would be discussing the TIES programme with their Governments upon their return home and would inform the UNIDO secretariat in good time about their possible participation in the TIES system.

The Meeting heard a presentation by the United Nations Centre on Transnational Corporations regarding its information system on transnational corporations and the services that it could offer to registries, including

sector and company profiles and assistance in preparing for negotiations with transnationals.

Financing of TIES activities

The secretariat of UNIDO reported on the current financial situation of the programme; increased effort would be required by both UNIDO and the registries to secure financial means for carrying out the programme in the following years. The participants were of the very strong view that financial difficulties should not constitute an obstacle to the programme, which was considered essential and most successful. They offered a number of suggestions, including cost-sharing schemes and greater use of UNDP resources.

Promotion of co-operation among technology transfer registries and future orientation of the work of the technology transfer registries

The discussions concerning co-operation among technology registries and the future orientation of the activities of technology registries centred on two reports prepared by UNIDO, namely, ID/WG.325/6 and ID/WG.325/7. Participants endorsed all suggestions contained in those documents and particularly stressed the need for expanding registry activities to such areas as strengthening of national technological capabilities and promotion of technology exports. With respect to the latter, the Meeting heard a preliminary report on the survey UNIDO was carrying out in Argentina and Portugal on the export of technology from developing countries.

The Meeting considered that registries having a long tradition and considerable experience could provide invaluable assistance to recently established registries either on a bilateral basis or under the auspices of the technical assistance and TAS programmes of UNIDO.

The participants heard the extremely interesting report by the Argentine Registry of Technology covering its activities for the period August 1977 - June 1980. The Meeting was of the view that such analytical reports shed light on the implementation of government policies and should be continued in the future.

Annex I

LIST OF PARTICIPANTS

A. Participants

Argentina

Jorge Fernandez Ocampo, Director, Registro Nacional de Contratos de Licencias y Transferencia de Tecnología, Buenos Aires

Roberto Castex, Jefe del Departamento de Información y Relaciones del Registro Nacional de Contratos de Licencias y Transferencia de Tecnología, Buenos Aires

Colombia

Myriam Zarate, Jefe, Sección Regalias y Tecnología Superintendencia de Industria y Comercio, Bogotá

China

Zhang Bingyao, First Ministry of Machine Building, Beijing

Egypt

A. Taher, Director of Research, General Organization for Industrialization (GOFI), Cairo

Wahby Wahba, Director General, Research, Promotion and Marketing, Foreign Investment Authority, Cairo

Guatemala

Jaime Valenzuela Sacher, Director Técnico, Unidad de Transferencia de Tecnología, Ministerio de Economía, Guatemala City

India

Badal Roy, Joint Secretary, Department of Industrial Development, Government of India, New Delhi

Indonesia

Anwar Ibrahim, Deputy Chairman, Planning and Promotion, Investment Co-ordinating Board (BKPM), Jakarta Selatan

Jamaica

Merline Smith, Scientific Research Council, Kingston

Malaysia

Muhamad Fauzi Omar, Assistant Director, Industries Division, Ministry of Trade and Industry, Kuala Lumpur

Mexico

J. Fuentes, Subdirector de Evaluación, Dirección General de Inversiones Extranjeras y Transferencia de Tecnología, Secretaría de Patrimonio y Foment Industrial, Mexico, D.F.

Nigeria

F. J. Okono, Federal Ministry of Science and Technology, National Office of Industrial Property, Lagos

Pakistan

Ghulam Ahmad, Joint Secretary, Economic Affairs Division, Government of Pakistan, Islamabad

Peru

Jorge Gonzalez, Ministerio de Industria, Comercio, Turismo e Integración, Lima

Philippines

Rowena Santos Paguio, Technology Transfer Board, Industrial Technology Transfer Office, Ministry of Industry, Manila

Portugal

Alexandre de Azerdo Vaz Pinto, President, Foreign Investment Institute, Lisbon

Spain

César Primo Miguel, Jefe del Servicio de Transferencia de Tecnología, Ministerio de Industria y Energía, Madrid

Togo

Dossevi Mathey-Apossan, Chef de la Division Industrie, Ministère de l'Industrie et des Sociétés d'Etat, Lome

United Republic of Cameroon

Antoine Edo, Deputy Directory of Industries, Ministry of Economy and Planning, Yaounde

Venezuela

Thais Hermoso de Gibbs SIEEX, Caracas

Yugoslavia

Dragoljub Hadzi-Popovic, Senior Counsellor, Group for International Bilateral Economic and Technological Co-operation, Federal Committee for Energy and Industry, Novi Belgrad

United Nations Secretariat

United Nations Centre on Transnational Corporations (UNCTC)

Ellen Seidensticker

United Nations Information Centre

Thelma O'Con Solorzano, Buenos Aires, Argentina

ECLA/UNIDO Unit on Technology

J. Izcue

Intergovernmental Organization

Andean Group

G. Gustavo Flores Guevara, Grupo Política Tecnología, Junta del Acuerdo de Cartagena, Lima, Peru

B. Observers

Registro Nacional de Contratos de Licencias y Transferencia de Tecnología

Jorge Plaglilla, Rogelio Gomez, Juan B. M. Grasset, Ines Pietragalla, Luis Ravizzini, Alejandra Turri, Marcelo Jolly, Helena Noir, Enrique Mac Loughlin and Roberto B. Acosta

Annex II

LIST OF DOCUMENTS

National experience in technology policies; the case of the Republic of Korea	ID/WG.325/1 (Agenda item 1B)
A comparative study of the technology transfer registries of selected countries; Report of the Philippine study tour	ID/WG.325/2
Argentine Experience on Technology transfer Law Application, August 1977 - July 1980	ID/WG.325/3 (Agenda item 1A)
Financing of the TIES activities, preliminary notes	ID/WG.325/4 (Agenda item 2C)
Progress and status report of the TIES system	ID/WG.325/5 (Agenda item 2A)
Promotion of Co-operation among technology transfer registries	ID/WG.325/6 (Agenda item 3)
Future orientation of the work of the technology transfer registries	ID/WG.325/7 (Agenda item 4)
Information paper; UNIDO's technology advisory services (TAS)	ID/WG.325/8
Provisional agenda (revised)	ID/WG.325/9
Proposed guidelines for analysis of specific industrial sectors	ID/WG.325/10 (Agenda item 2B)



