



**TOGETHER**  
*for a sustainable future*

## OCCASION

This publication has been made available to the public on the occasion of the 50<sup>th</sup> anniversary of the United Nations Industrial Development Organisation.



**TOGETHER**  
*for a sustainable future*

## DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

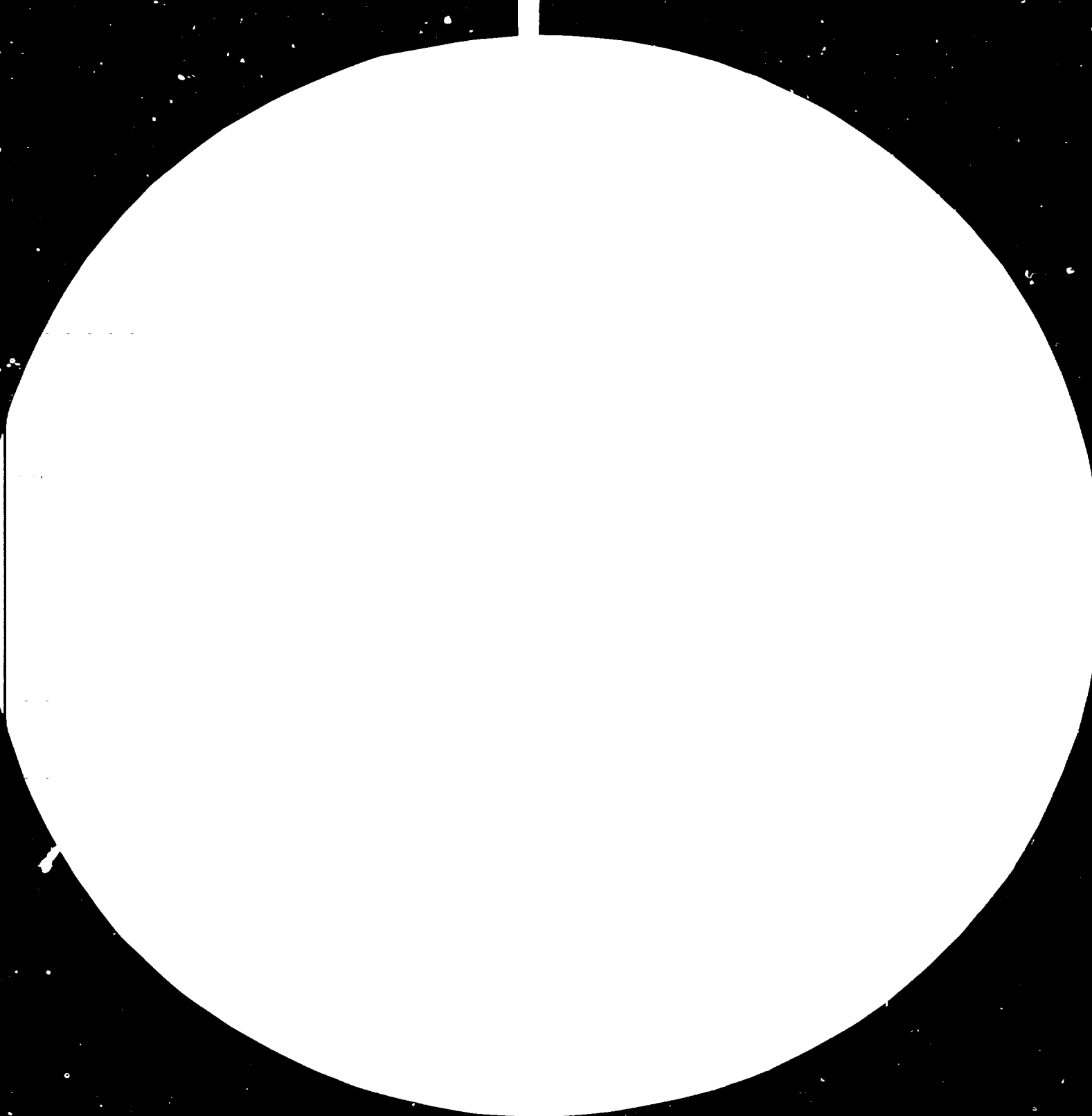
## FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

## CONTACT

Please contact [publications@unido.org](mailto:publications@unido.org) for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at [www.unido.org](http://www.unido.org)





www.3m.com/3mna/industrial

3M is a registered trademark of 3M Company. © 2007 3M Company.

3M is a registered trademark of 3M Company. © 2007 3M Company.

# 10056

UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

Distr.  
LIMITED  
UNIDO/IS.185  
4 November 1980  
English

INFORMATION PAPER \*

TECHNOLOGICAL INFORMATION EXCHANGE SYSTEM (TIES)

The decision to develop the Technological Information Exchange System, commonly known as TIES, was made at the first meeting of Heads of Technology Transfer Registries held in Vienna in March 1978 (see ID/WG.272/4 Report of the Meeting) and expanded at the June 1978 meeting held jointly with the UN Center on Transnational Corporations in Vienna (see ID/WG.275/9).

Heads of Technology Transfer Registries or similar offices from some 15 developing countries attended the meeting. This is then the origin of the term "The Club of 15" sometimes heard in connexion with the TIES system. Countries represented at the meeting included Peru, Ecuador, Mexico, Malaysia, Iraq, India, Republic of Korea, Argentina, Philippines, Spain, Algeria, Venezuela, Portugal and Egypt. These countries were originally selected to attend the meeting because they already had or intended to form a central body ("Technology Transfer Registry") for the review, analysis and registration of contracts with foreign suppliers of technology. It was felt that, at least to start, such a central body would be in a position to provide the type of information that was to be exchanged under the TIES system, that is, data on the terms and conditions of technology contracts with foreign suppliers.

000...

\* This document has been reproduced without formal editing.

The meeting recommended that the programme for exchange of information should be on a reciprocal, equal and mutually beneficial basis and be confined to countries willing to actively participate in it. The nature and scope of the information collected should serve to strengthen the negotiating position of the countries participating and enlarge the scope of available technological options in specific areas.

Explanation of System

The TIES system concentrates on 5 main areas of activity all co-ordinated by UNIDO.

- 1) Periodic reviews by participating countries of trends and features of foreign technology inflow and regulatory control of such inflow.
- 2) Exchange of general or average data at the Industry level.
- 3) Exchange of detailed data on individual contracts.
- 4) Bilateral co-operation among Technology Transfer Registries of participating countries via:
  - a) Registry visits
  - b) Study Tours
  - c) Responses to specific queries on contracts under negotiation
- 5) Exchange of experiences by Heads of Technology Transfer Registries.

UNIDO with the co-operation of the participating countries, has developed the TIES system to the point where it is now a fully operational computer system with data on some 4000 contracts. The system is expected to increase by 2000 - 5000 contracts per year. This system is operated under the auspices of INTIB (UNIDO's Industrial and Technological Information Bank), in Vienna, Austria.

Participating countries provide data twice a year along the following guidelines:

TIES I

- 1) Summary of terms and conditions of contracts by industrial sector. This level is known as TIES I and enjoys the participation of all countries.

TIES II

- 2) Exchange of non-financial data on a contract by contract basis known as TIES II A. Approximately half of the countries participate at this level.

TIES II B

- 3) Exchange of detailed financial data on the terms and conditions of contracts on a contract by contract basis. This level is known as TIES II B with about half of the countries participating.

Data is sent to UNIDO on forms designed especially for this purpose (July 30 for contracts registered between January and June and January 30 for those registered between July and December).<sup>\*/</sup>

---

<sup>\*/</sup> See TIES coding form. There exists a comprehensive manual for data preparation which will be sent to seriously interested parties.

UNIDO processes the data and produces a series of computer reports for each participating country. It is important to note that participants receive data at the level of detail at which they provide it. Those providing TIES I or industry level data would receive this type of data from other participating countries. Those providing TIES II A (non-financial) data would receive TIES I and TIES II A information from other countries. Those participating at the TIES II B or most detailed level receive all information from all countries (TIES I, II A, II B).

It should be stressed that this data is not used by UNIDO for any purpose other than the TIES system and is only available to countries actually providing data to the system.

The information collected is commercial information (data on contract terms and conditions) relating to the acquisition and use of foreign technology and not confidential proprietary information (see TIES coding form for specific data collected).

Three follow-up meetings of the TIES participants have been held to discuss matters relating to development of the system and to explore areas of further co-operation amongst the Registries; one in February 1979, in Caracas, Venezuela, one in October 1979 in Lisbon, Portugal and one in September 1980 in Buenos Aires, Argentina. (See UNIDO/ICIS.111, ID/WG.310/2, ID/WG.325/10 respectively for reports of the meetings).

The system has been expanded to include the participation of Colombia, China, Guatemala and Nigeria and participation is seriously being considered by Brazil, Cameroon, Jamaica, Pakistan, Togo and Yugoslavia.

UNIDO welcomes the participation of any country willing to provide data to the system as well as countries in the process of setting up Technology Transfer Registries. In order to derive the most benefit from the system, the person who serves as the contact point for TIES should be the senior official with direct responsibility for the actual review, analysis and registration of contracts. UNIDO feels that such a person is in the best position to exchange views

and experiences with his/her colleagues from other Registries or if the country in question is in the process of setting up a Registry type office to gain the benefit of his/her colleagues experience in the field.

The next meeting of TIES participants is tentatively set for November 1981, in Manila, Philippines. UNIDO would very much welcome the attendance of a representative with the qualifications described above so that he/she might learn more about TIES and hopefully initiate action for active participation in the system. When an indication of such interest is received by:

Mr. G.S. Gouri  
Senior Technical Adviser  
UNIDO's Technology Programme  
UNIDO  
P.O. Box 300  
A-1400 Vienna, Austria,

UNIDO will endeavour to answer any question regarding the system. provide more detailed information on TIES and, if appropriate, arrange participation in the next meeting in Manila.





