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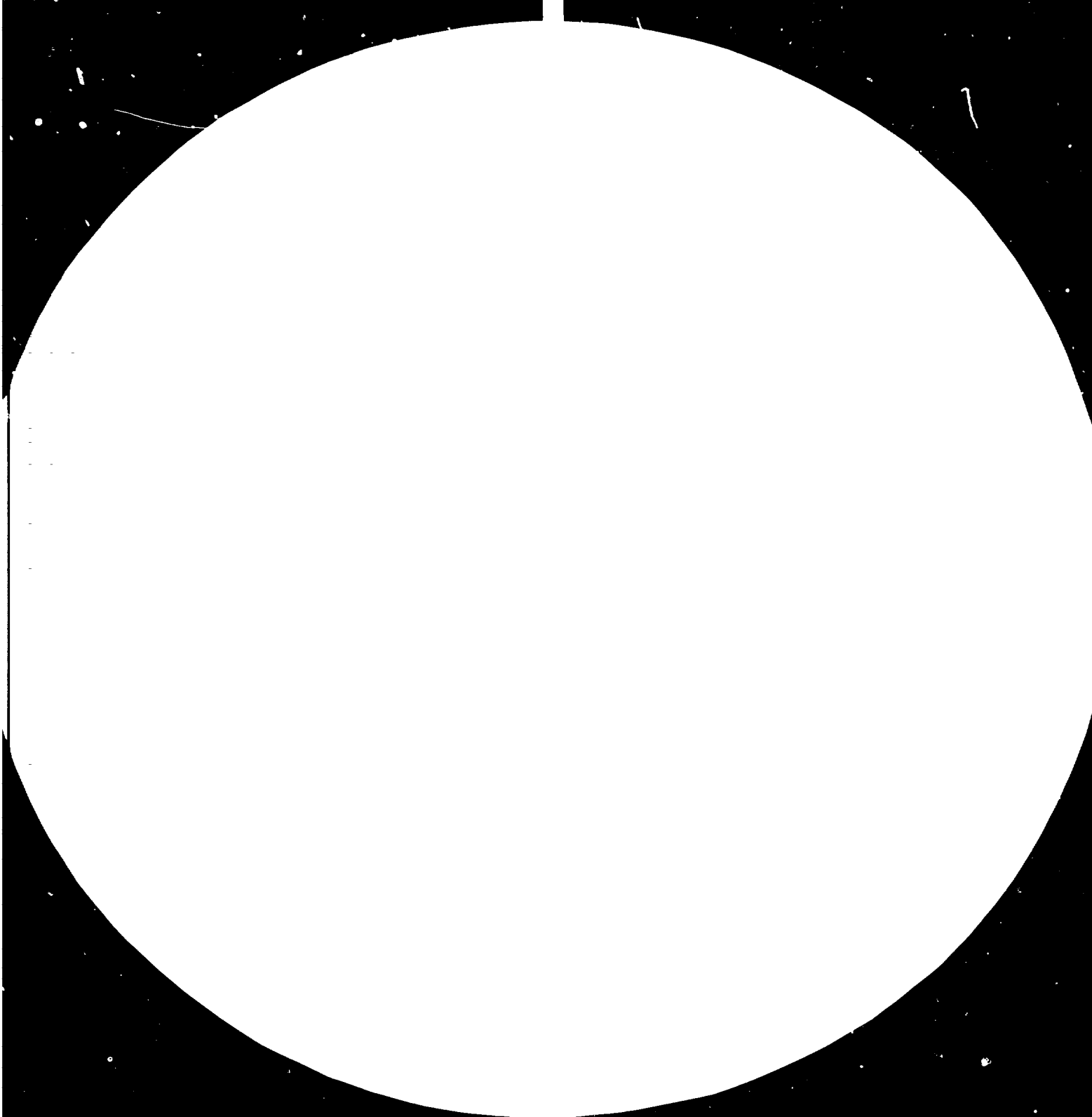
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Fifth Meeting of Heads of Technology
Transfer Registries
Buenos Aires, Argentina, 15 - 19 September 1980
Agenda Item 4

Future Orientation of
the Work of the
Technology Transfer
Registries

000357

Discussion Outline*
prepared
by the
Secretariat of UNIDO

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See also background document entitled: "A Comparative Study of the
Technology Transfer Registries of Selected Countries" (ID/WG.325/2).

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Introduction

This document provides a few suggestions based on the current work of UNIDO as well as that of some of the Technology Registries in developing countries related to the areas of future orientation and scope of activities of Technology Transfer Registries.

It is essential that, at the Fifth Meeting of Heads of Technology Transfer Registries in Buenos Aires, Argentina, these suggestions be discussed at length and recommendations made which will assist Governments and Registries themselves in overall improvement of their work in the critical area of technology transfer.

An attempt has been made in this document, as well as in other background materials, to complete information on various current activities of technology registries in different countries, including certain new areas of activity, which Registries may consider for their future work.

It must be emphasized that the areas identified for future Registry activity described in this document are by no means exhaustive. There is little doubt that the Registries will come forward with suggestions of their own based on their experience as resulting from their current work and activities.

As the activities of the Registries do reflect current Government policies vis-a-vis foreign technology and overall technological development, these should also be taken into consideration both in the present document and during discussions.

1) Promotion within the Country of the National Registry

- a) Interpretation of directives and governmental policies to the domestic business community relating to technology transfer.

Here it is obvious that full understanding and mutual interaction are needed between Technology Registries and the business community to achieve the long and short-term goals of the Government vis-a-vis foreign technology. Moreover, increased interaction between the Registries and the domestic enterprises is necessary to develop the technological capabilities of domestic industry and local R + D institutions.

- b) Developing guidelines for the promotion of indigenous technology and the promotion of those technologies through wants or means.

Attention may be called to inter-alia the experience of Spain, Yugoslavia, India and Mexico in the creation not only of specialized institutions (semi-private or semi-government) to promote technological development but also specialized publications brought out by those ^{1/} organizations. UNIDO initiated surveys of technology transfer in Portugal and Argentina, the results of which will be available by the end of 1980.

- c) Identifying technological gaps and establishing systems to bridge these gaps.

Technology Registries may play an important role in the early identification of technological gaps; inter-acting with local industry and providing means to bridge those gaps by early securement of foreign or domestic sources of technology.

^{1/} See also UNIDO DTT No. 7 - "Technologies from Developing Countries".

d) Conducting continuous sector based analysis of approved agreements with a view to establishing long-term trends in relation to prices, royalties, profit margins and technological developments and the dissemination of such analyses to the domestic business community.

e) Development of co-ordinated purchase schemes for foreign technology where appropriate, in which domestic companies contracting for similar items from a single foreign supplier are represented to the supplier as a single negotiating body.

2) Use of Information Systems to Facilitate the Choice and Acquisition of Technology

a) Development of linkages with national and international information systems containing information on sources of technologies and the dissemination of such data to the domestic business community.

b) Use of information systems to assist in evaluation of alternative technologies in terms of overall costs and benefits.

c) Establishment of close relationships between technology transfer registries, national research and development facilities and the domestic business community to ensure that the operations of such R + D facilities become more directly related to domestic technological needs.

3) Monitoring Role of the Registries

a) Regular monitoring of technological changes and foreign technology inflow so that there is constant feedback regarding the impact of foreign technology on domestic technological progress in specific sectors and changes in technological needs and indigenous technological capability can be assessed and reviewed from time to time.

b) Monitoring the implementation of projects based on approved and registered agreements to assess the degree of absorption of purchased technologies.

c) Analysing implemented projects with a view to updating the range of alternative sources of technologies.

4) Role of National Registries in Strengthening Negotiating Capabilities at the National Level

a) Holding of workshops and seminars for the domestic business and government communities on the negotiation of technology transfer agreements.

b) Dissemination of published material from a wide variety of sources not only on practical guidelines for the negotiation of technology agreements, but on technological developments and advances, and both national and international opportunities for further study in the field of negotiation and technology transfer.

c) Provision of assistance of skilled government or intergovernmental negotiators to the domestic enterprises where needed as well as assistance in evaluating proposals, feasibility studies and contracts with foreign suppliers.

Concluding Observations

The meeting may wish to review the above mentioned activities as well as those mentioned in the document entitled "Promotion of Co-operation among Technology Transfer Registries" - ID/WG.325/6, and guide the UNIDO Secretariat so as to prepare an integrated programme of action covering the next two to five years.

