



TOGETHER
for a sustainable future

OCCASION

This publication has been made available to the public on the occasion of the 50th 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.

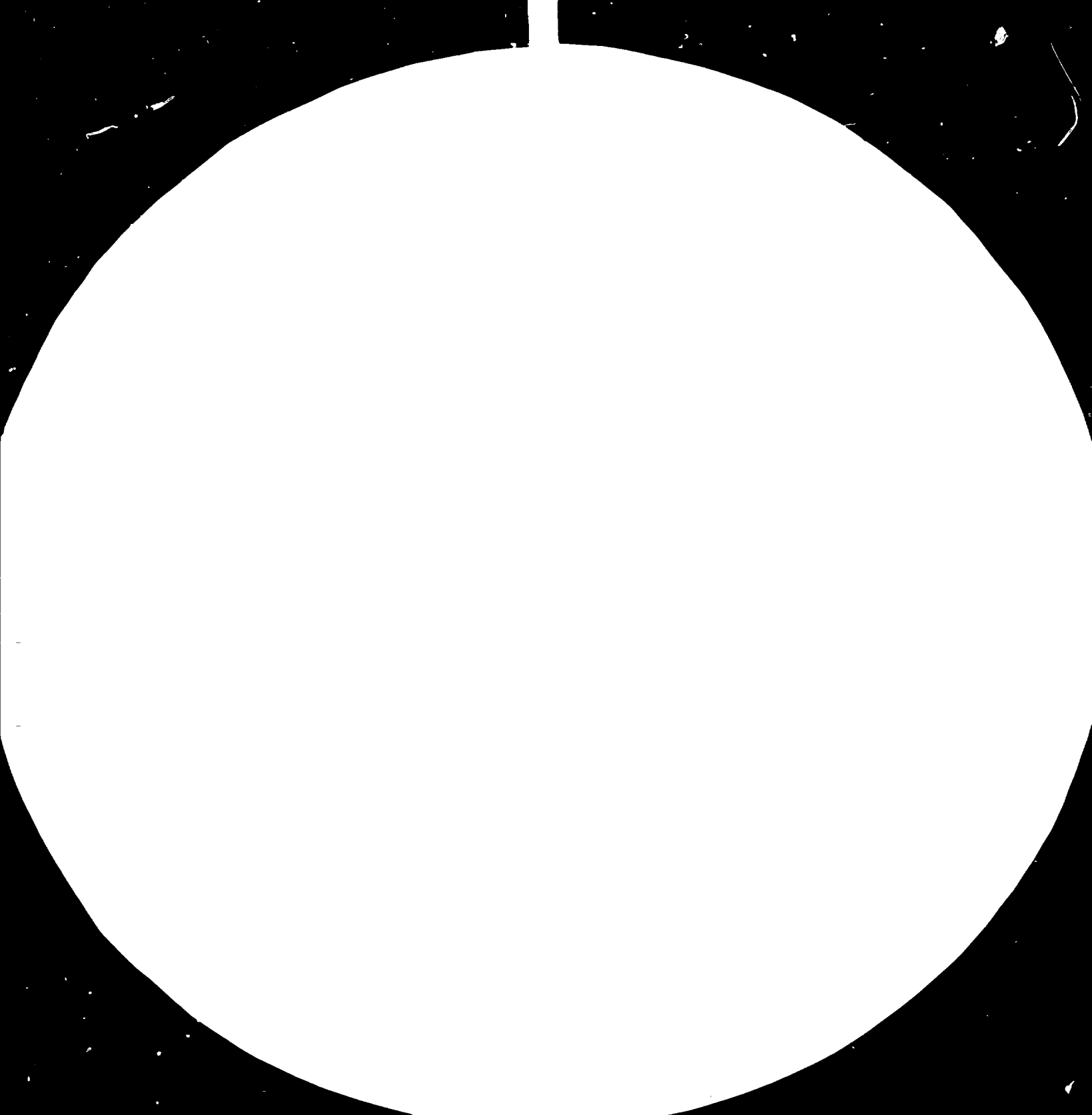
FAIR USE POLICY

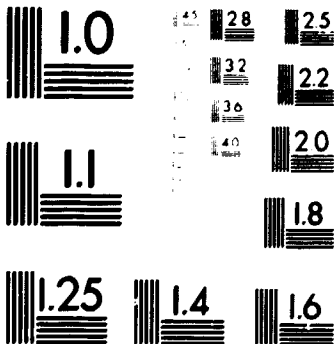
Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

CONTACT

Please contact publications@unido.org for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at www.unido.org





MICROCOPY RESOLUTION TEST CHART
NATIONAL BUREAU OF STANDARDS
STANDARD REFERENCE MATERIAL 1010a
(ANSI and ISO TEST CHART No. 2)



14175-E



Distr.
LIMITED
ID/WG.429/8
5 December 1984
ENGLISH

United Nations Industrial Development Organization

Ninth Meeting of Heads of Technology
Transfer Registries

Beijing, China, 8-12 October 1984

REPORT*

(Meeting of Heads of Technology
transfer registries).

Prepared by
the UNIDO secretariat

3023

* This document has been reproduced without formal editing.

V.84-93918

25141

Content

	<u>Page</u>
I. INTRODUCTION	1
II. ORGANIZATION OF THE MEETING	1
Opening of the meeting	
Election of officers	
Adoption of agenda	
III. CONCLUSION AND RECOMMENDATIONS	4
Agenda item 4 - Progress report of TIES	
Agenda item 5 - Compatible registry information systems	
Agenda item 6 - Regionalization of TIES	
Agenda item 7 - Monitoring of transfer of technology agreements	
Agenda item 8 - Evaluation of technology payments	
Agenda item 9 - trends and issues in contractual arrangements	
Agenda item 10- other matters	
Agenda item 11- adoption of the report	
Agenda item 12- closure	
Annex I - List of Participants	12
Annex II - List of Documents	16
Annex III - GLOSSARY	17

I. INTRODUCTION

1. The Ninth Meeting of Heads of Technology Transfer Registries was held at Beijing, China, from 8-12 October 1984, under the sponsorship of the Government of the People's Republic of China and the United Nations Industrial Development Organization (UNIDO). The purpose of the meeting was to discuss ways and means of consolidating, strengthening and expanding the Technological Information Exchange System (TIES), in particular as regards regional and subregional information exchange and human resource development. In addition, various topics of common interest were discussed such as computerized registry information systems, technology payment evaluation, monitoring of technology transfer agreements and sectoral studies.

II. ORGANIZATION OF THE MEETING

2. The Ninth Meeting of Technology Transfer Registries was attended by 25 participants from 19 countries and 8 observers.

Opening of the meeting

3. The meeting was opened by UNIDO's Senior Industrial Field Advisor in China, Mr. A. Sissingh, who welcomed the participants and introduced the various speakers.

4. The Deputy Director, Technology Import and Export Bureau, Ministry of Foreign Economic Relations and Trade, Mr. Wang Zhixi welcomed the participants to the meeting. He informed them that the Ministry of Foreign Economic Relations and Trade was responsible for the co-ordination of technology transfer in China, and in that capacity, had established a long history of co-operation with TIES. With respect to the achievements of TIES, he observed that good results had been obtained through this co-operative scheme and he hoped that the co-operation of his department with TIES could be improved to mutual benefit. He briefly touched upon the programme prepared for this meeting and mentioned in particular the scheduled visit to the computer centre at his Ministry.

5. The representative of Venezuela, Mrs. Trina Michelangeli de Rodriguez, in her capacity as Chairman of the Eighth Meeting of Heads of Technology Transfer Registries, held in Caracas from 17-21 October 1983, commented upon the need for developing countries to strengthen their co-operative contacts

in order to stimulate increased trade between themselves. She commended the results so far achieved through TIES, as the information obtained had been very useful in assisting entrepreneurs in the negotiation of technology contracts. In addition to this type of information, she expressed the hope that TIES may be expanded to include the exchange of information on available technologies within the regions. She referred to the Recommendations of the Caracas meeting of TIES, particularly stressing those related to training and compatibility of Registry Information Systems and again expressed the hope that the Ninth Meeting would elaborate on these important issues and reach some concrete conclusions to strengthen TIES further.

6. Director of the Division for Industrial Studies of UNIDO thanked the Government and the nation of the People's Republic of China for kindly hosting the meeting and for the excellent organizational arrangements. He described TIES as a good, practical example of mutual co-operation among the developing countries. While speaking of the favourable results so far achieved through the TIES programme, he reiterated the wish that the Ninth meeting may arrive at concrete recommendations for action on the key issues to be considered, especially those on the regionalisation of TIES activities and the training programme.

7. Referring to the regionalisation of TIES activities, he commended the efforts already made in the Asian and Latin American regions, and stated that similar efforts were to be started soon in the African region. He expressed the hope that TIES members would continue to extend assistance and training opportunities to the African countries, who are just now beginning to establish technology transfer registries. On the matter of training, he expressed the desire that a long-term training programme be developed on specific aspects of technology transfer processes. UNIDO would prepare a compilation of the various training materials used by UNIDO and other organizations as a means of enhancing the effectiveness of the training programmes to be initiated.

Election of officers

8. The following officers were elected.

Chairman: Wang Zhixi (China)

Vice Chairman: Alfredo Octavia Russo (Argentina)

Adoption of agenda

9. The following agenda was adopted.

AGENDA

1. Opening of the meeting
2. Election of officers
3. Adoption of agenda
4. Progress report on TIES since last meeting
5. Compatibility of registry information system
6. Regionalization of TIES activities and report on Latin American TIES meeting, Madrid, 1-4 October 1984
7. Monitoring transfer of technology agreements by regulatory agencies
8. Evaluation of technology payments
9. Trends and issues in contractual arrangements; case studies in food-processing and software
10. Other matters
11. Adoption of the report
12. Closure

III. CONCLUSION AND RECOMMENDATIONS

Agenda item 4 - Progress report of TIES

10. The meeting took note of the proposed levels of information exchange of technology transfer agreements (TIES I, II (M), II A and II B) and the proposed rules for information exchange (ID/WG.429/7, Annex I and II) and agreed that:

- (a) The proposed format should be further studied and comments forwarded to UNIDO by 1 March 1985. In addition, regional organizations involved with information exchange on technology transfer agreements, SAIT in particular, should be consulted. Upon receipt of all comments, UNIDO will prepare a final format agreeable to all parties;
- (b) The UNIDO secretariat is requested to initiate the necessary steps to introduce the new format on its data processing facilities as soon as possible;
- (c) The implementation date of the new format will depend on the time necessary to introduce (b) above;
- (d) The information exchange through TIES I, TIES II A, TIES II B and TIES Service Agreement will continue according to the existing rules until the new format comes into force;
- (e) TIES members not participating at the TIES service agreement level will be urged to provide the required information.

11. The meeting took note of CRP II, "country profiles", and considered it to be very useful. All TIES member countries were urged to provide the UNIDO secretariat with relevant information concerning their country along the lines of the pre-established format.

12. The meeting took note of document ID/WG.429/3 regarding UNIDO's training activities on the acquisition of technology, and agreed that lack of experienced personnel at the registries caused by either a high rotation of staff, or the recent establishment of the registries themselves called for a co-ordinated effort by the developing countries to offer training opportunities on the various aspects of registry management. In particular,

it was agreed that the creation of appropriate university courses was highly commendable, as envisaged for example in Argentina and Sudan. In addition it was recommended that:

- (a) UNIDO supports the efforts of the various registries to establish on-the-job training programmes through the preparation of terms of reference for such programmes and provision of appropriate financial support whenever possible;
- (b) Training workshops on topics of common interest will be initiated at the country or regional level and the training material used will be exchanged in order to mutually support such seminars;
- (c) University courses on technology transfer will be supported by UNIDO wherever possible upon request, with high level consultancy on specific subject matters and fellowships.

13. Recognizing the importance for a more active role to be played by a technology transfer registry in advising recipients of technology, it was agreed that the traditional TIES information exchange on technology transfer contracts be expanded to include the exchange of information on available technologies among the respective TIES member countries following the experience of the Republic of Korea, Yugoslavia, India and Spain in cataloging their available technologies. It was therefore recommended that UNIDO prepare a standard questionnaire for such an exchange of information.

14. Apart from exchanging information on available technologies, it was agreed that efforts be made to elaborate on an information exchange mechanism for the monitoring of technological trends (for example: capacities, size, employment, environmental aspects) of imported technologies.

Agenda item 5 - Compatible registry information systems

15. The meeting took note of document ID/WG.429/1 and ID/WG.429/1 Corr. 1 and extensively discussed the model contract card. It was agreed that the information content of the contract card at the national level was the critical

issue related to compatible registry information systems. It was therefore agreed that:

- (a) A contract card was the central element of a registry information system;
- (b) If a country wished to participate in TIES at a certain level (TIES I, II A, II B), all the information elements of that level should be included on the contract card. Details of the various TIES participation levels are included in the TIES coding manual;
- (c) The model contract card, as presented in ID/WG.429/1 corr. 1 was an excellent example of a contract card, but needed to be adapted to the needs of the various registries. In particular, it was agreed that not all information elements of the contract card were relevant to newly set up registries.

It was therefore recommended that UNIDO assist, upon specific request, in designing the contract card at the national level and consequently assist in formulating the registry information management system.

16. The Computerized Registry Information System (CORIS) was introduced and the meeting unanimously extended their admiration and gratitude to the Polish delegation for having prepared this system. CORIS is based on the model contract card with output options related to:

- (a) internal monitoring
- (b) contract evaluation
- (c) contract monitoring at the micro level
- (d) contract monitoring at the macro level
- (e) statistics

17. Many delegations expressed great interest in CORIS and were extensively briefed on its details. It was recommended that:

- (a) CORIS be further developed to become fully operational on IBM and IBM compatible computers;
- (b) A detailed users' manual be prepared not only dealing with the technical details of CORIS, but also with the managerial and practical aspects of introducing CORIS at the registry level;

- (c) UNIDO, upon request, would prepare specific training courses on various aspects of data base management, with specific reference to technology transfer;
- (d) UNIDO would provide assistance on request, to adapt and introduce CORIS at the national level.

18. In addition, the meeting took note of the offer by the Argentinian delegation of adapting CORIS to the Spanish language and preparing a Spanish users' manual, as recommended in (b) above.

19. As not all participants at the meeting were able to obtain details about CORIS as presented at the meeting, and since not all TIES members were present, the UNIDO secretariat was requested to forward a detailed description of the system to all TIES member countries as soon as possible.

20. The meeting recognized that training of information handling personnel was of utmost importance to the development of appropriate registry information systems, particularly with respect to ensuring a constant quality of input. It therefore recommended that due attention be given to information handling in the training programmes for registry personnel, as recommended in 2 (c) above.

Agenda item 6 - Regionalization of TIES

21. The meeting took note of document ID/WG.429/7 and the oral report of the preparatory meeting of the Ibero-American representatives of TIES held in Madrid between 1 and 5 October 1984. In particular, the meeting regarded the following Ibero-American TIES projects to be of interest:

- (a) Strengthening the relationship between TIES and RITLA to ensure active TIES participation of those RITLA members not actively participating in TIES (e.g. Brazil and Mexico);
- (b) Pilot project on the exchange of technologies available on the milk processing industry in the Ibero-American region;
- (c) On-the-job training programmes for registry personnel with maximum financing from regional financing sources;
- (d) Co-ordinated workshops on (i) aspects of common interest related to registry management and (ii) negotiation of technology transfer contracts;
- (e) Co-ordinated studies on topics of common interest.

22. The meeting recognized the special position of African countries in the field of technology acquisition and agreed to give maximum institutional support necessary to assist those countries to develop an infrastructure which can adequately deal with their specific problems of technology selection, acquisition and adaptation. The meeting agreed to continue co-operating with UNIDO in providing training facilities on technology contract evaluation and negotiation for the African countries. Furthermore, the meeting was informed of the ASEAN regional project on technology transfer information exchange and it strongly endorsed the request of the ASEAN countries for UNDP financial support for the implementation of such an information exchange system.

Agenda item 7 - Monitoring of transfer of technology agreements

23. The meeting took note of document ID/WG.429/4 and considered it to be a valuable contribution towards the operational framework for monitoring technology transfer agreements. It was recognized that monitoring the implementation of agreements is an integral part of the functions of a registry, but nonetheless many countries were facing difficulties in establishing a proper monitoring system. The most common form of monitoring was found to be on technology payments which often originated when foreign exchange evolved into problems and a form of technology payments control.

24. It was agreed that various levels of monitoring existed, depending on the type of regulatory control and development objects of a given country. Various national experiences indicated that proper monitoring required a substantial engineering/consultancy capacity not always available within the registry. Therefore a proper organizational linkage between the registry and the organizations possessing such capabilities is required.

25. It was also mentioned that although legal backing of the monitoring function of the registry was extremely important, it was not always necessary to enforce this. It was therefore recommended that:

- (a) The Andean countries embark on a pilot project for a common approach towards monitoring technology transfer agreements, since a common legislative basis on technology transfer exists within these countries. It was foreseen that Peru would take

a leading position in this matter since that country is the most advanced in monitoring agreements. It was further recommended that a report on this project be presented at the next TIES meeting.

- (b) All TIES member countries forward their national experiences to UNIDO to complement the annexes of document ID/WG.429/4 and that a report be presented on these experiences to the next TIES meeting.

Agenda item 8 - Evaluation of technology payments

26. The meeting took note of document ID/WG.429/5 and extensively discussed the concept of profit sharing as a method for technology payment evaluation.

27. It was mentioned that the concept, despite its limitations, was a useful method for evaluating technology payments, bearing in mind that it is only one of the various criteria used for approving contracts. It was also felt that the introduction of the document under consideration was inconsistent with the major part of the text and should therefore be revised.

28. Furthermore, the role of taxation and the importance of service fees in technology transfer payments was not presented in a clear manner.

29. It was therefore recommended that further work in this area be done. In particular it was recommended that:

- (a) UNIDO convene a working group on the subject of payments evaluation to take place within six months and attended by representatives from various regions, representatives of technology transfer registries with extensive experience in the application of the concept of profit sharings and other experts. The principal issues to be addressed will be:

- concept of profit sharing as an evaluation or negotiation tool
- relationship between parent/subsidiary enterprises
- taxation
- service fees
- market size and export orientation
- guarantees and warranties
- impact of associated contracts - raw materials
- machinery

Agenda item 9 - trends and issues in contractual arrangements

Food processing

30. The meeting took note of document ID/WG-429/6 and ID/WG.427/11 related to contractual arrangements in the food processing sector, with specific reference to vegetable oils and fats, dairy products, fruit processing, meat and sugar industries.

31. The meeting regarded the main issue paper under review (ID/WG.427/11) to be of high quality and extremely relevant to the day-to-day work of the registries. In particular, it recommended that UNIDO continue work in this sector in consultation and co-ordination with the ongoing UNIDO activities in this sector, with particular reference to the integrated character of the sector and the role of local research and development carried out either by national or foreign laboratories.

Software

32. Furthermore, the meeting was introduced to CRP I on contractual arrangements in the area of software procurement. It was noted that the subject matter was of extreme importance for many TIES member countries and it was regretted that the document was not available in sufficient copies. It was therefore recommended that:

- (a) the UNIDO secretariat circulate document CRP I to all TIES members;
- (b) Further work be undertaken to keep the TIES members up-to-date with recent developments.

Other sectors

33. With respect to the new sectors to be studied by UNIDO for the benefit of TIES members, it was agreed that a survey be made in close collaboration with UNCITRAL on contractual issues relating in particular to the assessment of terms in the area of engineering construction contracts in the building material industry.

Agenda item 10 - other matters

34. The meeting took note of the various presentations on national experiences on technology transfer policies and agreed that any written statement on such policies will be incorporated in the report as an annex, provided that these arrive at the UNIDO secretariat not later than 1 January 1985.

35. Within the context of the Industrial Development Decade for Africa, the meeting expressed the wish that the next meeting of the Heads of Technology Transfer Registries take place in Africa. In this connection the meeting with great satisfaction took note of the offer of the Egyptian delegate to explore the possibility of convening the next TIES meeting in Egypt.

Agenda item 11 - adoption of the report

36. The meeting unanimously adopted the draft report of the Ninth Meeting of Heads of Technology Transfer Registries.

Agenda item 12 - closure

37. On behalf of UNIDO and the participants of the meeting various speakers expressed their gratitude for the generous hospitality of the Government of the People's Republic of China during the meeting. Particular mention was made of the meeting with Madame Chen Muhua, State Counsellor Minister of Foreign Economic Relations and Trade, and of the buffet dinner hosted by Mr. Wei Yuming, Vice Minister of Foreign Economic Relations and Trade. It was the general concensus that this atmosphere of friendship had greatly contributed towards the successful outcome of the meeting.

Annex I

LIST OF PARTICIPANTS

ARGENTINA

Mr. Alfredo Octavio Russo
President
Instituto Nacional de Tecnologia Industrial

BOLIVIA

Mr. Orlando Pastor Perez Angulo
Director General
Direccion de Normas y Tecnologia

CHINA (PEOPLE'S REPUBLIC OF)

Mr. Wang Zhixi
Deputy Director
Technology Import and Export Department
Ministry of Foreign Economic Relations and Trade

Mr. Chen Bosheng
Deputy Manager
Legal Department, Foreign Affairs Bureau
Ministry of Machine Building Industry

Mr. Cao Jiarui
Deputy Director
Technology Import and Export Department
Ministry of Foreign Economic Relations and Trade

Mr. Chen Xingnong
Consultant
Ministry of Foreign Economic Relations and Trade

COLOMBIA

Ms. Maria del Pilar Delgado de Negret
Chief, Sección de Regalías y Tecnologia
Superintendencia de Industria y Comercio
Ministerio de Desarrollo Económico

ECUADOR

Mr. José Villacís
Director Nacional
Division de Inveasiones Extranjeras y Transferencia
de Tecnologia
Ministerio de Industrias, Comercio y Integración

Mr. Mario Leon
Secretary General
Office of Vice President

EGYPT

Mr. Ahmad Moyneir Nossair
Technical Advisor
General Organization for Industrialization

GREECE

Mr. Angelos Ktenas
Manager
Transfer of Technology Department
Ministry of Research and Technology

INDIA

Mr. Surinder L. Kapur
Joint Secretary
Ministry of Industry

KOREA (REPUBLIC OF)

Mr. Young Hun Kim
Deputy Director
Technology Transfer Centre
Korea Institute for Machinery and Metals

MALAYSIA

Mr. Saharudin Mohd Toha
Principal Assistant Director
Transfer of Technology Unit
Industries Division
Ministry of Trade and Industry

NIGERIA

Mr. Fred J. Okono
Director
National Office of Industrial Property

PERU

Mr. Jorge Falconi Ugaz
Director
National Commission for Investment and Technology

PHILIPPINES

Ms. Rowena Santos Paguio
Chief
Registry and Licensing Division
Technology Transfer Board
Ministry of Trade and Industry

POLAND

Zdzislaw Bogdanowicz
Director General
Foreign Trade
Data Centre

Mr. Janusz Strzelecki
Deputy Director
Foreign Trade
Data Centre

PORTUGAL

Mr. José Pestana
Director
Foreign Investment Institute

SPAIN

Mr. Antonio Felipe Cano Martín
Chief
Industrial Quality and Technology Service
Ministry of Industry and Energy

SUDAN

Mr. Abdel Rahman Ahmed El-Agib
Director
National Council for Research

THAILAND

Mr. Soodsakorn Putho
Foreign Relations Officer
Ministry of Industry

Ms. Suda Sirikulvadhana
Scientist
Ministry of Science, Technology and Energy

VENEZUELA

Ms. Trina Michelangeli
Director
Superintendencia de Inversiones Extranjeras

OBSERVERS

Mr. Han Cheng
China Council for the Promotion of International Trade

Mr. Sheng Yangchun
State Scientific Commission

Mr. Shi Xinleung
Patent Office

Mr. Zhou Shingi
Ministry of Foreign Economic Relation and Trade

Mr. Yao Wen Ping
Ministry of Foreign Economic Relation and Trade

Mr. Liu Yiazhen
Ministry of Foreign Economic Relation and Trade

Mr. Bai Shijun
International Trade News

Mr. Enrique Posada
Embassy of Colombia

Annex II

LIST OF DOCUMENTS

1. ID/WG.429/1 Establishment of the compatible registry information systems
2. ID/WG.429/1/Corr. 1 Establishment of the compatible registry information systems
3. ID/WG.429/2 Manual on the establishment of registry information systems - some considerations
4. ID/WG.429/3 UNIDO's training programme in acquisition of technology - a review
5. ID/WG.429/4 Monitoring of technology transfer agreements by regulatory agencies - some contributions for action
6. ID/WG.429/5 Evaluation of technology payments
7. ID/WG.429/6 Trends and issues in contractual arrangements in the food-processing industry
8. ID/WG.429/7 Progress report
9. ID/WG.427/11 Trend and issues in contractual arrangements in the food processing industry
10. CRP I The commercialization of software: Main issues and contractual terms and conditions - a preliminary version
11. CRP II Draft country profiles of selected TIES member countries - 1983-1984
12. CRP III Model computerized registry information system - a note

Annex III

GLOSSARY

TIES I

The periodic exchange of a summary of terms and conditions of contracts by industrial sectors.

TIES II A

A periodical exchange of non-financial data on a contract which involves a technology transfer through the licence of a patent, trademark, transfer of know-how, models, drawings either associated with a service or not.

TIES II B

The exchange of non-financial data (same as for TIES II A) and detailed information on the financial terms of the contracts which involve a technology transfer through the licence of a patent, trademark, transfer of know-how, models, drawings either associated with a service or not.

TIES Service

Information to be exchanged on contracts which involve the transfer of a service and which does not include the transfer of intellectual property such as studies, engineering services, one-shot technical assistance, routine technical assistance, assistance to equipment maintenance, training, etc.

TIES M (MINIMUM)

The minimum set of data to be exchanged on contracts which involve a technology transfer through the license of a patent trademark, transfer of know-how, models of drawings either associated with a service or not for the purpose of identification of the contract.

SAIT

Andean Technological Information System which among other exchange information on technology transfer contracts among Technology Transfer Registries among the Andean countries.

Country Profiles

Summary of national legislative framework concerning Technology Transfer and institutional arrangements for its enforcement.

CORIS

Computerized Registry Information System is a UNIDO developed computerized model information system for use in a national technology transfer registry freely available and with possibilities to be adapted to national requirements.

Contract Card

An abstract of the information generated by the registration, evaluation, approval and monitoring of Technology Transfer Contracts.

RITLA

Latin American Informaion Network on Technology

TIES Observer

Those institutions which are participating on an ad-hoc basis in the various TIES activities but not exchanging information.

