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**MISSION REPORT
INTRODUCTION OF CORIS
SOFTWARE
IN LATIN AMERICA**

CLT 89/020

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APRIL 4, 1989**

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BACKGROUND and SUMMARY

The purpose of the one week mission was to lay the groundwork for the introduction of CORIS to Latin American countries. This was accomplished by:

1. Installation and demonstration of the CORIS software package at the JUNAC headquarters.
2. Installation and demonstration of CORIS at the Peruvian Technology Transfer Office, CONITE.
3. Development of a tentative work plan for the introduction of CORIS to Bolivia, Colombia, Ecuador and Venezuela.
4. Agreement by JUNAC to initiate discussions with CEPAL for introduction of CORIS to other (Non-JUNAC) Latin American countries.
5. Discussion on the use of CORIS in the operation of the SAIT Network.
6. Discussion on continued SAIT-TIES cooperation.

The consultant also took advantage of meetings with JUNAC officials to discuss the arrangements for the upcoming TIES meeting to be hosted by JUNAC. Officials at UNDP were also briefed on the CORIS project and the TIES meeting.

The consultant was pleased to see that both JUNAC and CONITE had spent considerable time evaluating the CORIS User's Manuals. Both organizations had already familiarized themselves with the basics of the package and had given a great deal of thought to how the software could be used in their organizations. Actually seeing the software and the variety of reports that it can produce, reinforced their enthusiasm for the project.

JUNAC is of the strong opinion that CORIS will be of great help in the day-to-day evaluation of technology contracts in the member countries. As the reader will find in this report, they are fully prepared to act, together with UNIDO, as the implementing agency for the dissemination of CORIS in JUNAC countries. They are eager to get the project underway as soon as possible.

They urge UNIDO to work with them in developing a more detailed plan for the spread of CORIS to non-JUNAC countries. They look to UNIDO as an organization that does not just concentrate on large developing countries with a lot of technology contracts, but one which seeks to help small countries, who in fact need technology transfer help the most. They feel that both JUNAC and their member countries have a lot of experience in the technology transfer contract evaluation process that could be of great help to other Latin American countries. They would like to work with UNIDO in sharing that experience; perhaps through jointly sponsored technology evaluation and negotiation

seminars. JUNAC has suggested that perhaps a memorandum of understanding could be developed in which the two organizations lay out a plan for the implementation of CORIS throughout Latin America. They look forward to UNIDO's response to this proposal.

The CORIS software is viewed as an extremely useful, tangible product of UNIDO's work. The consultant feels that it could be the spearhead for a wide series of technology transfer activities under the TIES umbrella, not only in the Andean Pact countries but throughout Latin America. The time is right for a strong UNIDO presence in the region.

INSTALLATION & DEMONSTRATION OF CORIS AT CONITE - PERU

The generalized Spanish version of CORIS was installed at CONITE, the Peruvian Technology Transfer Office. The software was demonstrated and presented to Mr. Carlos Herrera Perret, Secretario Ejecutivo and Mr. Adan Valdivieso Trillo, Director de Tecnologia of CONITE. The program was enthusiastically received by those gentlemen. They indicated that it's reporting capabilities and ease of use would be of significant help to their organization.

Prior to the consultant's arrival, they had spent some time reviewing the Spanish User's Manual for CORIS and had identified various data additions and wording changes that would have to be made to the software to meet their day-to-day working requirements (a national company code, more products on the contract card, information on number of previous contract renewals were among the items mentioned). Presently CONITE does not require recipient firms to supply "Section 4" (project monitoring) data. They are considering requiring such information as a condition for contract renewal. As such they prefer to maintain those data items in Section 4 even though they will not be able to use them immediately.

As can be seen, CONITE has already begun the process of CORIS evaluation. They have a staff member proficient in DBASE III Plus and intend to use that person to implement the additions to the software they require. CONITE will also make the corresponding changes to the contract card. During the software modification process CONITE will maintain close contact with JUNAC and share experience relating to CORIS. They fully understand the importance of maintaining the integrity of the CORIS software for TIES I and II data exchange and are in fact, eager to exchange TIES data with other TIES member countries. Software modifications are expected to be complete by the end of April 1989.

While CONITE has an IBM 'portable' computer, it is in great demand in the office. It is used for a foreign investment database, administrative functions as well as for generating some rudimentary technology transfer reports. With only 3MB of free disk space, full implementation of a CORIS-based database is not practical on that machine. As part of the proposed regional project for the implementation of CORIS in Latin America, UNIDO should consider funding the purchase of an IBM compatible PC with a 30-50 MB hard disk. A suitable back-up mechanism (cartridge tape, perhaps) should also be included. An additional printer would be useful although there is one in the CONITE office.

Mr. Valdivieso indicated that assistance, in the form of temporary staff, would be required to complete contract cards for some 400 contracts currently in force. An estimate of the amount and type of assistance required will be communicated to JUNAC. JUNAC will transmit such information to UNIDO together with that from other Andean Pact countries by mid - May for consideration in the regional project document.

INSTALLATION & DEMONSTRATION OF CORIS AT JUNAC

The generalized Spanish version of CORIS was installed at JUNAC headquarters in Lima. The software was presented to Mr. Jorge Osorio, Director of SAIT and Mr. Fabian Kaiser, software specialist at JUNAC. The variety of reports and the data exchange capabilities of the software were of special interest and deemed to be of immediate use to JUNAC and its members.

JUNAC has developed various information systems to aid in its daily work. The consultant received demonstrations of MicroISIS and databases on Trademarks and Patents, international commodity prices and foreign investment. JUNAC was in the process of developing a DBASE III Plus-based system on technology transfer contract information. The data entry portion of the application was demonstrated and has some features which should be taken into consideration for future releases of the CORIS package. For example, rather than presenting the entire contract card, one screen after another during data entry, the JUNAC system (called INVTEC) queries, "Is there Section 4, Project Data?". If not, that data entry screen is by passed. This feature could save a lot of time in the data entry process.

Because they were so impressed with CORIS and have yet to complete the INVTEC software, JUNAC is eager to utilize the CORIS package for the SAIT data exchange system. They may integrate some features of INVTEC (such as the one described above) with CORIS. In addition they will also have to develop a version of CORIS which provides for common data exchange among the JUNAC countries. These changes were not thought to be major but can only be fully defined after consultations with the member countries.

Like CONITE they are fully aware of the importance of maintaining the integrity of the core CORIS data for the purposes of TIES I and II data exchange. They will in fact be working closely with CONITE during the software modification that CONITE is undertaking. This will be their first experience acting as the regional support center for CORIS in the JUNAC region.

INTRODUCTION OF CORIS IN JUNAC MEMBER COUNTRIES

JUNAC is keen to get the CORIS project underway as soon as possible. Together with the consultant it was decided that before a detailed work plan for the project document can be submitted to UNIDO certain preliminary investigations must be done. Nonetheless, in the meantime JUNAC will begin work immediately on implementation in Peru acting as the support center for CONITE while CONITE makes the additions to the CORIS software.

Messrs. Osorio and Kaiser will travel to Bolivia, Colombia, Ecuador and Venezuela in early May to install, demo and present the generalized Spanish CORIS software to the technology offices in those countries. They will assess local interest in the CORIS software and report their findings to UNIDO as described in Point 3 of the tentative work plan which follows.

Once the individual country situations are known, JUNAC will:

1. Convey the findings to UNIDO.
2. Propose a more detailed work plan for inclusion in the regional project document.
3. Modify the CORIS software to produce a JUNAC-SAIT version of CORIS.

JUNAC will act as a regional support center to its member countries throughout the project. If local resources are available it is preferable that any software modifications for a particular technology office be done in that country. This will speed up the software modification process and insure a product that will meet the individual technology office's needs. Should local expertise not be available in a given country, JUNAC will undertake the necessary modifications to the Software.

Please note that Mr. Osorio will be sending UNIDO a letter, in early April, confirming the tentative work plan which follows.

TENTATIVE WORK PLAN FOR CORIS IMPLEMENTATION IN JUNAC COUNTRIES

1. JUNAC to work closely with CONITE in modifying CORIS software for PERU. Actual modification to be done by CONITE DBASE specialist.

Target Completion Date: End April 1989

2. JUNAC to introduce (install, demo, present) the generalized Spanish CORIS software to Bolivia, Ecuador, Colombia and Venezuela.

Target Date: Early May 1989

3. During introduction visits to member countries JUNAC will:
 - A. Assess interest of the technology office to utilize the CORIS software.
 - B. Identify need to coordinate CORIS with existing information systems.
 - C. Identify software modification required.
 - D. Identify availability of personnel in local technology transfer office to make software changes.
 - E. Identify personnel requirements for completing contract cards for existing contracts and data entry of same.
 - F. Identify equipment requirements.
 - G. Identify training requirements, if any.
 - H. Propose a tentative implementation schedule
 - I. Identify topics of interest for the next TIES meeting

Target Completion Date: 15 May 1989

4. JUNAC will convey the country findings described in Point 3 above to UNIDO for consideration in writing the regional project document.

Target Date: 15 May 1989

TENTATIVE WORK PLAN FOR CORIS IMPLEMENTATION IN JUNAC COUNTRIES (Continued)

5. JUNAC will specify what the SAIT version of CORIS will include, taking into account findings from the country visits.

Target Date: May - June 1989

6. JUNAC will develop the SAIT version of CORIS to be used in the SAIT network.

Target Date: To be Determined

7. JUNAC will act as a regional support center for individual country software modification. (In principle, modification to be done in-country. If local expertise not available, JUNAC to do).

Target Date: Ongoing

8. UNIDO to prepare project document based on JUNAC input. JUNAC and UNIDO to work together to develop a detailed work plan for the project.

Target Date: June 1989

USE OF CORIS FOR SAIT NETWORK OPERATION

In principle, JUNAC intends to use CORIS for the SAIT data exchange. As previously mentioned, some aspects of INVTEC may be included in the regional CORIS software package (also referred to as the SAIT version). Changes will reflect the "editions" of CORIS developed in each member country.

JUNAC will also be exploring the possibility of SAIT data exchange via personal computer modems. If deemed desirable, a request for modems, for those office who need them, may be included in the equipment lists for the project document.

INTRODUCTION OF CORIS TO NON-JUNAC LATIN AMERICAN COUNTRIES

Mr. Jorge Osorio of JUNAC indicated that, given the interest of CEPAL in technology transfer and information exchange, CEPAL should be contacted regarding a possible role in the introduction of CORIS in non-JUNAC Latin American countries. To this end, Mr. Osorio agreed to begin discussions with Mr. Alejandro Vera Vassallo, the Director of the CET/CEPAL Joint Office in Santiago. Mr. Osorio will be attending a patent-related meeting with that gentleman in April and will bring up the subject at that time.

Mr. Osorio also pointed out that an invitation could be extended, by UNIDO, to Mr. Vera to the tenth TIES meeting. An agreement for UNIDO-CEPAL cooperation for the introduction of CORIS might be elaborated at that time if Mr. Osorio's discussions prove fruitful.

Should CEPAL not be in a position to support the CORIS project, Mr. Osorio will explore other possibilities for the dissemination and support of CORIS outside the sub-region and inform UNIDO of his progress.

SAIT - TIES INFORMATION EXCHANGE

JUNAC-SAIT pointed out that they have been sending TIES technology contract information, received from their members, to UNIDO on a regular basis since 1984. It has been some time since they have received corresponding TIES data from other TIES member countries.

JUNAC-SAIT intends to continue its commitment to the SAIT-TIES data exchange. It is hoped that with the spread of CORIS to various TIES member countries and renewed UNIDO staff support for the TIES project, UNIDO will once again be supplying JUNAC with TIES data on a regular basis.

Workshops on technology transfer contract negotiation are of special interest to JUNAC member countries. In fact, JUNAC would like to put together an agreement with UNIDO to organize negotiating workshops periodically in the sub-region. They also feel that joint JUNAC-UNIDO workshops of this type would be of interest to non-JUNAC Latin American countries, especially small countries with less experience in the field. They are eager to share the JUNAC experience under the auspices of UNIDO and the TIES umbrella. This is an opportunity, not to be missed, for UNIDO to expand its activities in Latin America.

TIES MEETING ARRANGEMENTS

UNIDO should take the following points into consideration when planning the tenth TIES meeting to be held in Lima in 1989.

1. The meeting will be hosted by JUNAC at their headquarters in Lima.

A suitable meeting room, with facilities for simultaneous translation and administrative support for the meeting, is located at the headquarters.

2. Given the need to reschedule the meeting from June 12 - 16 to the month of July, JUNAC has identified the third week of July as the optimal time for the meeting. A regularly scheduled meeting of the JUNAC commission is held the first two weeks of the month. The last week of July includes national day holidays when JUNAC is closed.

Should the week of 17-21 July not be a suitable time for UNIDO, the meeting would have to be scheduled in August.

3. JUNAC will provide for simultaneous translation from English to Spanish and vice versa for the duration of the meeting.

4. JUNAC will undertake the translation of meeting documentation from English to Spanish provided that such documents are sent to Lima as soon as possible.

5. In coordination with the local UNDP office, JUNAC will arrange suitable hotel accommodation for the meeting participants. (UNIDO should advise JUNAC with the names of participants as soon as available). Hotel bills are to be paid by individual participants. (UNDP will issue letters entitling the participants to the standard United Nations discount).

6. JUNAC, together with CONITE, will arrange for transport of participants to and from their hotel to JUNAC headquarters for meeting sessions.

7. JUNAC agrees that the first two days of the meeting (tentatively July 17 and 18) will include members of the LES (Licensing Executives Society). The tentative agenda for those days will include:

- a. Views of technology suppliers on selected issues in technology transfer.

- b. Recent developments and trends in regulation in Latin America, especially Decision 220.

- c. Other areas of concern to JUNAC members (to be communicated to Mr. Caldas Lima no later than the end of May 1989).

CONITE, Peru has expressed particular interest in discussion of technology transfer legal issues, including arbitration, with LES members.

JUNAC understands that the final three days of the meeting will cover various TIES topics. Mr. Osorio of JUNAC will advise UNIDO of particular concerns of JUNAC members by the end of May.

8. JUNAC wishes to know if the document, "La Decision 220, Su Orientacion y Desarrollo en la Legislacion Interna de los Paises Miembros del Acuerdo de Cartagena" by Marta Maria Jimenez, presented at the November 1988 JUNAC meeting in Caracas will be made available at the TIES meeting.

In particular:

a. Will the paper be translated into English by UNIDO?

b. Will Ms. Jimenez be engaged to write the introduction discussed in Caracas?

c. If not, JUNAC proposed two alternatives:

1. An oral introduction by a JUNAC representative to open the discussion of the paper.

2. JUNAC to write the introduction and send it to Vienna for translation.

9. In order to further discussions of the introduction of CORIS to non-JUNAC Latin American countries, JUNAC suggests that an invitation be extended to Mr. Alejandro Vera of CEPAL to attend the TIES meeting.

It may also be useful to invite Ms. Lorraine Ruffing of the UNCTC who has been involved in work with JUNAC and CEPAL in Foreign Investment information exchange.

10. Documentation for the meeting should be sent to Lima by U.N. Pouch and not by regular mail.

11. All correspondence to JUNAC should be directed to Mr. Mario Barturen, the Director of the organization, mentioning SAIT, for proper routing.

UNDP BRIEFINGS

The consultant briefed Mr. Pedro Mercader, UNDP Resident Representative, and Ms. Elizabeth Pretzker, Assistant to the SIDFA on the CORIS project. The possibility of a regional project with JUNAC for CORIS implementation in the sub-region was also discussed.

A copy of both the Spanish and English versions fo the CORIS software, together with the user manual was left at UNDP for safe keeping.

Discussion of the up-coming TIES meeting resulted in the recommendation that:

1. UNIDO and JUNAC copy the SIDFA's office on all telexes and correspondence concerning the meeting.
2. That UNIDO inform UNDP, as soon as possible, of the dates for the meeting so that they may keep UNIDO advised of any security concerns.
3. That UNIDO provide the SIDFA's office with a full set of meeting documentation as soon as it is available.