

Welcome:

Sensor Fabrication, Integration, and Commercialization Workshop

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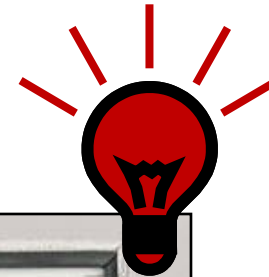
Arlington, VA, September 11, 2014

Top Eight Technology Transfer Lessons I Learned

(Assuming you don't want to become an entrepreneur)

8. Being better is not enough; technology must be more useful.
7. A patent is required; a **portfolio** of patents is necessary.
6. The more advanced the prototype, the better.
5. Your technology will not sell itself.
4. Small companies have no money, mid-sized companies have their own technology, big companies buy small companies (not technology).
3. Successful technology transfer to a small company requires a committed partnership.
2. Be prepared to help your “child” move out of the house.

1. You may love the science and technology,
but nobody cares what's in the box!



Thank you for your participation.