

### **Checklist for technology providers – Type of information required**

The following is a summary of the type of information we seek so that we can properly understand the technology (or product) and its current status. This will help us decide whether it is relevant and interesting to present to our client. Generally, we don't look to present opportunities that don't tick the following boxes – Innovative/competitive advantage, IP protection, interested in potential collaboration. All information received should be NON-CONFIDENTIAL.

#### **Technology Source**

- What's the source of the technology - private inventor / university / manufacturing company / research institute etc.?
- What's the reason for the development of the technology?
- Is background information (e.g. brochures, company presentation, CVs, etc.) available?

#### **Stage of Development**

- To what stage has the technology been developed - concept only / first prototype / working prototype / fully developed but not commercial / product ready to launch / already on sale?
- Proven efficacy?
- Are any samples available?
- Is product literature / price data yet available?

#### **Intellectual Property**

- What intellectual property protects the technology - none / patent application / PCT / granted patent(s) / know-how / trademarks, etc.?
- Is evidence of the intellectual property available? - details of published patent applications and granted patent numbers will enable us to locate the relevant information.

#### **Existing Business**

- If the product is already on sale, where is it currently being sold - UK/Europe/USA/Worldwide / internet sales only?
- What applications for the technology – existing and future?
- Can you tell us what volumes are currently sold and whether the sales are your own or through a distributor?
- Are details of distributors / agents around the world available?

#### **Preferred Type of Co-operation**

- We know it's difficult without knowing the identity of our client, but what "in principle" is your preferred type of co-operation?
- Mostly, our clients are open to all types of collaboration as may be most appropriate - sales & distribution / manufacturing / licensing / joint venture / acquisition / strategic alliance.

#### **Literature available**

- What information are you able to provide non-confidentially - web-site / "glossy" brochures / electronic information / patents / samples / research data?