

to applied research, potential applications often become clearer and narrower. On the other hand, as technologies mature they often develop potential for spin-off applications as understanding of the technology and its alternative uses grow, causing a transition from narrow to broader end-use audiences. This was the case for DOE-2 which now has an expansive range of beneficiaries. Thus, over time the approach to technology transfer may need to change.

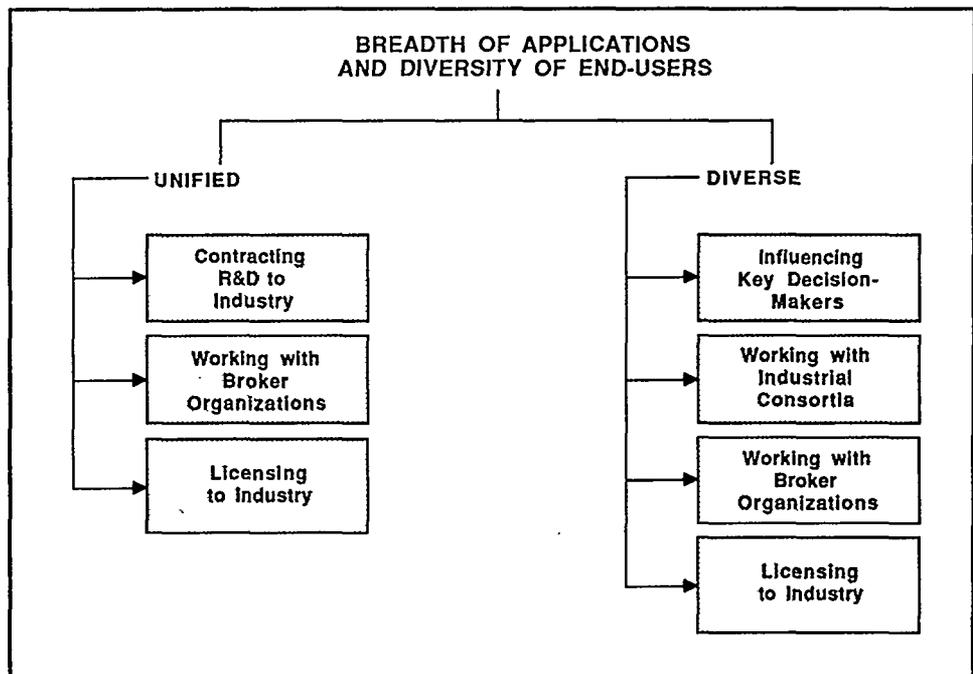


Fig. 6.6. Strategies for applications of varying breadth.

Most of our case studies are so new that spinoff applications have not had time to crystallize. They may never have the time in markets experiencing rapid technological progress, as with CIRA and other computer software. Nevertheless, the audiences for most of the innovations do contain