

Table 3.3 Number of ERIP Technologies with Sales by Date of NIST Recommendation

DOE Numbers	Date of NIST Recommendation	Number of ^a Inventions with Sales through 1990	Number of ^b Inventions with Sales through 1992	Percent Increase (1990 to 1992)
001 – 100	2/12/76 – 3/30/79	22	23	4.5 %
101 – 200	4/20/79 – 1/27/82	35	35	0 %
201 – 300	2/26/82 – 4/30/85	27	29	7.4 %
301 – 400	4/30/85 – 6/24/87	18	19	5.5 %
401 – 500	6/30/87 – 2/7/90	12	15	25.0 %
501 – 557	2/28/90 – 9/30/91	5	8 ^c	60.0 %

^aThis column presents the number of ERIP inventions that had sales in one or more years between 1980 and 1990.

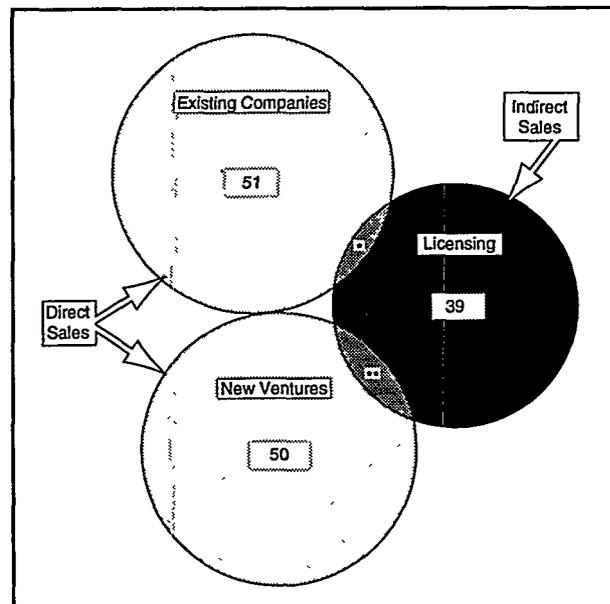
^bThis column presents the number of ERIP inventions that had sales in one or more years between 1980 and 1992.

^cThese 8 ERIP inventions represent 14% of the 57 in this cohort of inventions.

3.2.3 Market Entries by Mode of Commercialization

Three different modes of commercialization have been used by ERIP inventors to achieve sales:

- inventors have used their existing company (or their small business employer) as the business infrastructure for developing and marketing their technology (i.e., "existing companies");
- inventors have created new business ventures to launch their ERIP technologies (i.e., "new ventures"); and
- inventors have licensed or sold their ERIP technologies as a means of bringing their technologies to market (i.e., "licensing").



□ Technologies under the control of the inventor and/or his/her company.
 ■ Technologies being developed and/or sold via a licensee or new owner of the technology.

* 5 existing companies have both direct sales and licensed sales.

** 6 new ventures have both direct sales and licensed sales.

Inventors typically retain an instrumental role in the innovation process with either of the first two strategies. This is not usually the case when the technology is licensed or sold by the inventor.

Fig. 3.2 Modes of Commercialization Used by 129 ERIP Inventions