



^aBased on current year dollars.

Fig. 3.3 Distribution of Cumulative Sales for ERIP Technologies Through 1992

3.3.1 Sales by Year of NIST Recommendation

Table 3.3 showed that commercialization rates were highest among the first 300 inventions recommended by NIST for support. Cumulative sales by cohort also show substantial success among these first 300 inventions (Table 3.5). The fourth cohort (inventions numbered 301 through 400) is an anomaly—only 17 of these inventions have experienced sales, but their cumulative sales total \$160 million. Several of the most successful ERIP technologies fall into this cohort. The levels of commercialization rates and sales are consistent for the last two cohorts of inventions. Not only do these most recent 157 ERIP recommendees have low commercialization rates, but they also have minimal cumulative sales.

3.3.2 Sales by Mode of Commercialization

In aggregate, licensed ERIP technologies have generated more sales than inventions marketed directly by the inventor's existing company or through new ventures (Table 3.4). They account for \$355.5 million (or 57%) of the total cumulative sales of ERIP inventions. On an invention-by-invention basis, the difference is even more pronounced. Cumulative sales of licensed technologies