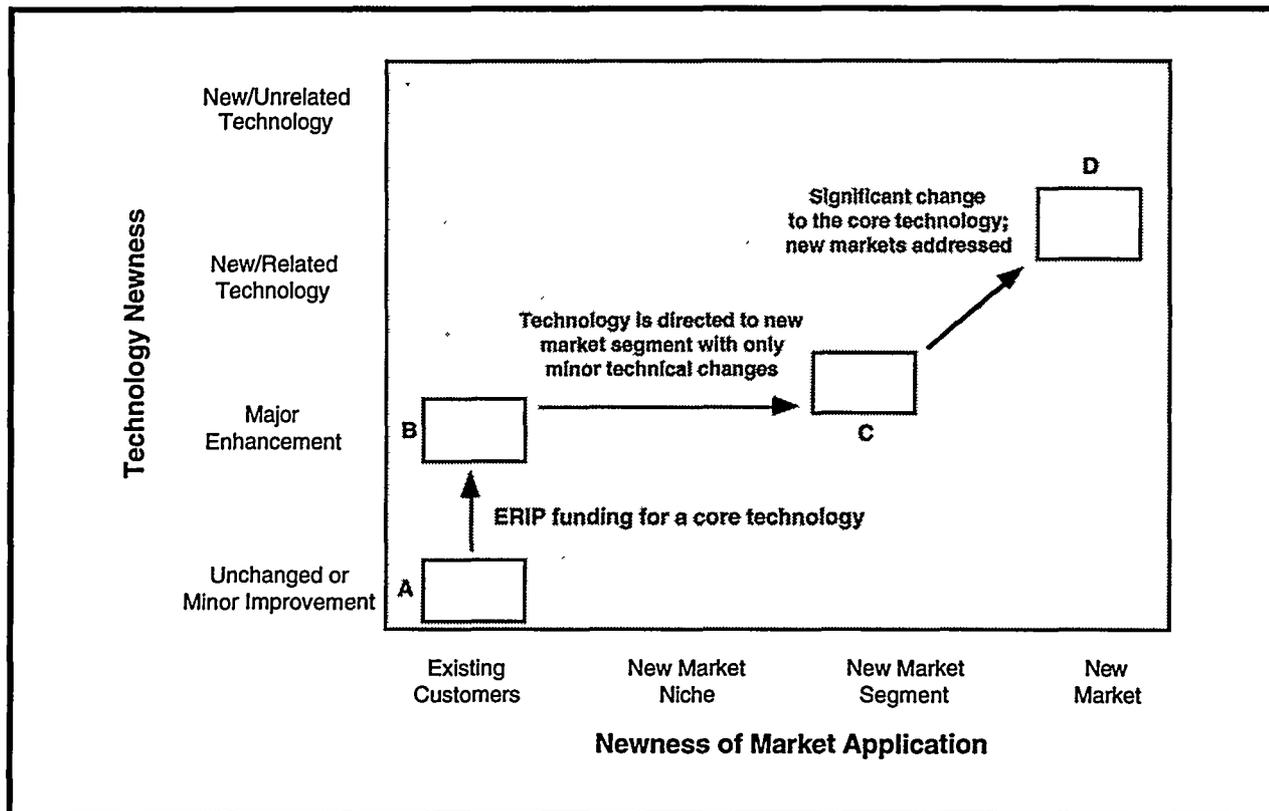


the aluminum-epoxy composite technology mentioned above. Since the inventor had developed, tested, and marketed other applications of the basic aluminum-epoxy technology before applying for ERIP funding, the ERIP technology itself is a spinoff of the original technology. Thus, additional applications of the core technology are not considered ERIP spinoffs.



**Fig. 4.3 Spinoffs Generated from a Core Technology Along Both Market and Technology Dimensions**

Low visibility linkages such as the influence of R&D investment on human resources and business capabilities may have an important impact on subsequent spinoff activity. There have been several examples within the ERIP program in which ERIP funding kept an inventor active or a small business alive until it could amass the necessary resources for successful technical or business development. Governmental organizations such as the Small Business Administration whose primary mission is related to small business development would be especially interested in this sort of linkage.

### 4.3 SALES OF SPINOFF TECHNOLOGIES

Numerous spin-offs from ERIP projects are in early stages of development by ERIP participants—in fact, some are simply ideas that remain to be pursued. Others have already generated sales. Information on the commercial progress of spin-off technologies was first collected during the 1989 ERIP evaluation. As a result, our statistics on spin-off sales may under-represent spin-offs from