

ERIP inventors who participated in the early rounds of evaluation surveying (i.e., 1985 and 1987) but who did not participate in the most recent surveys. In 1991, the data collection benefitted from greater clarity in the definition of spin-off technologies. The same definition (described in Section 4.1) was used in the 1993 survey.

The 1993 survey identified 36 spinoff technologies that had generated sales. These technologies are offshoots of 31 different ERIP projects. These spinoffs have accumulated \$56 million in sales (in current dollars, and \$63 in 1992 dollars) through 1992.

Most of these 36 spinoff technologies are alternative market applications. Twenty-five of them spun off from ERIP technologies that themselves had experienced sales, and 11 spun off from ERIP technologies that had no sales.

The commercial impact of ERIP's spin-off activities has grown substantially over the lifetime of the program. Most of the spinoff technologies identified to date are fairly recent developments, with sales beginning in 1985 (see Fig. 4.4). It is likely that the role of such ERIP by-products will continue to increase as those entrepreneurs participating in ERIP strive to maximize the market potential of their inventions. One challenge for the Program is to find ways to assist less entrepreneurial ERIP inventors with robust core technologies to exploit their spinoff opportunities.

Table 4.1 Yearly Sales of Spinoff Technologies

Year	Number of ERIP Technologies with Spinoffs in the Market	Annual Sales (\$000's)		Cumulative Sales (\$000's)	
		Current Dollars	1992 Dollars	Current Dollars	1992 Dollars
1985	6	4,214	5,495	4,214	5,495
1986	7	4,261	5,455	8,475	10,949
1987	12	6,032	7,450	14,507	18,399
1988	13	7,818	9,272	22,325	27,671
1989	13	5,379	6,086	27,704	33,757
1990	19	8,366	8,981	36,070	42,737
1991	15	10,014	10,315	46,084	53,053
1992	15	9,777	9,777	55,861	62,830