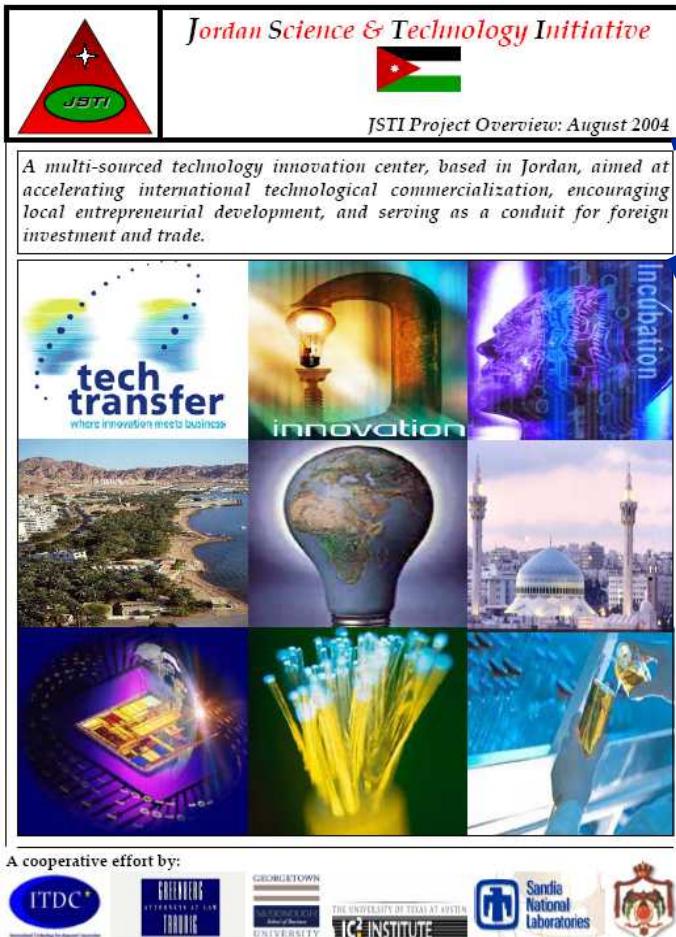


# **The Jordan Science and Technology Initiative**

**Gary J. Jones / Second Annual Symposium: Sandia in the Middle East  
Sandia National Laboratories / Albuquerque, New Mexico  
05 January 2006**

# A Broad Development Concept



*Jordan Science & Technology Initiative*

JSTI Project Overview: August 2004

A multi-sourced technology innovation center, based in Jordan, aimed at accelerating international technological commercialization, encouraging local entrepreneurial development, and serving as a conduit for foreign investment and trade.

**tech transfer** where innovation meets business

innovation

Incubation

A cooperative effort by:

ITDC

GEORGETOWN UNIVERSITY

THE UNIVERSITY OF TEXAS AT AUSTIN

IC INSTITUTE

Sandia National Laboratories

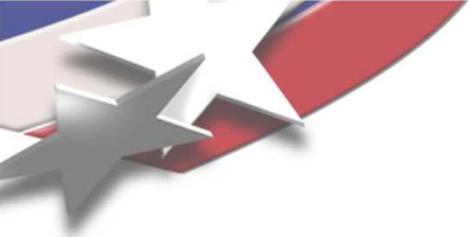
***A multi-sourced technology innovation center, based in Jordan, aimed at accelerating international technological commercialization, encouraging local entrepreneurial development, and serving as a conduit for foreign investment and trade.***



## A Brief History

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- Sandia's ACG began developing the Bi-National Sustainability Laboratory Concept in mid-2000.
- It evolved to its current focus on technology-based economic development by January 2001.
- The post 9/11 SSWOT effort reinforced the need for regional economic development in the Middle East.
- In July 2002, Maher Tadros modified a BNSL document to propose the Multi-National Innovation Hub to be located in Aqaba for the Middle East/North Africa initiative.
- This has evolved to the Jordan Science and Technology Initiative under DOC Technology Administration/Sandia efforts.



# Key JSTI Concepts

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- Build on local IP, but jumpstart utilizing U.S. IP not yet commercialized—in exchange for Middle East rights
- Establish an international private sector advisory board to link concepts, market opportunities, and foreign direct investment
- Build a venture capital fund from US, regional and national sources



## Key Points

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- Team has been awarded \$250K from TDA to develop the Business Plan
- Team now includes: International Technology Development Corp.; IC2; Georgetown; Greenberg & Traurig, besides DOC/TA and Sandia. Funds go to first two.
- Matching funds/in-kind from Jordan totaling \$500K
- If successful, King Abdullah fund has promised \$5M in matching funds for venture capital
- Plan should be complete by April
- Significant industry interest



# Status

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## **IC2 Assessment**, Dr. Norman Kaderlan, Dr. James Dukowitz, Dan Hanson

- Assessed entrepreneurial environment, incubator feasibility, support system
- Conducted interviews
  - Governmental officials—including Higher Council for Science and Technology; Royal Scientific Society; Secretary General, Ministry of Industry and Trade; Ministry of Planning and International Cooperation; JUMP Program; NAFES
  - Investment Funds and investors—including King Abdullah Fund for Development; venture capital funds; Jordan Investment Board; Foursan Group
  - Higher Education—including PSUT, Univ. of Jordan, Yarmouk Univ.
  - Entrepreneurs—including Young Entrepreneurs Association
  - Corporations and companies—including GE; Fastlink; Jeran; Intel
  - Support providers, Incubators and incubator companies
  - Scientists
  - US Embassy representatives
- Preparing reports, analysis, and recommendations
- Developing business model and preparing business plan for JSTI initiative



# Status (cont)

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## **Georgetown University, Dr. Mike Ryan**

- Conducted assessment of entrepreneurship programs; analysis of needs and gaps
- Preparing a report with recommendations of programs to meet needs and fill gaps

## **Legal and Regulatory Context, Deborah Walker**

- Interviewed Law Firms and appropriate regulatory agencies
- Preparing report on regulatory framework

## **International Technology Development Corporation, Mark Marangella**

- Assessed Jordanian technologies
- Identified appropriate US technologies to take to Jordan
- Preparing plan for investment fund