

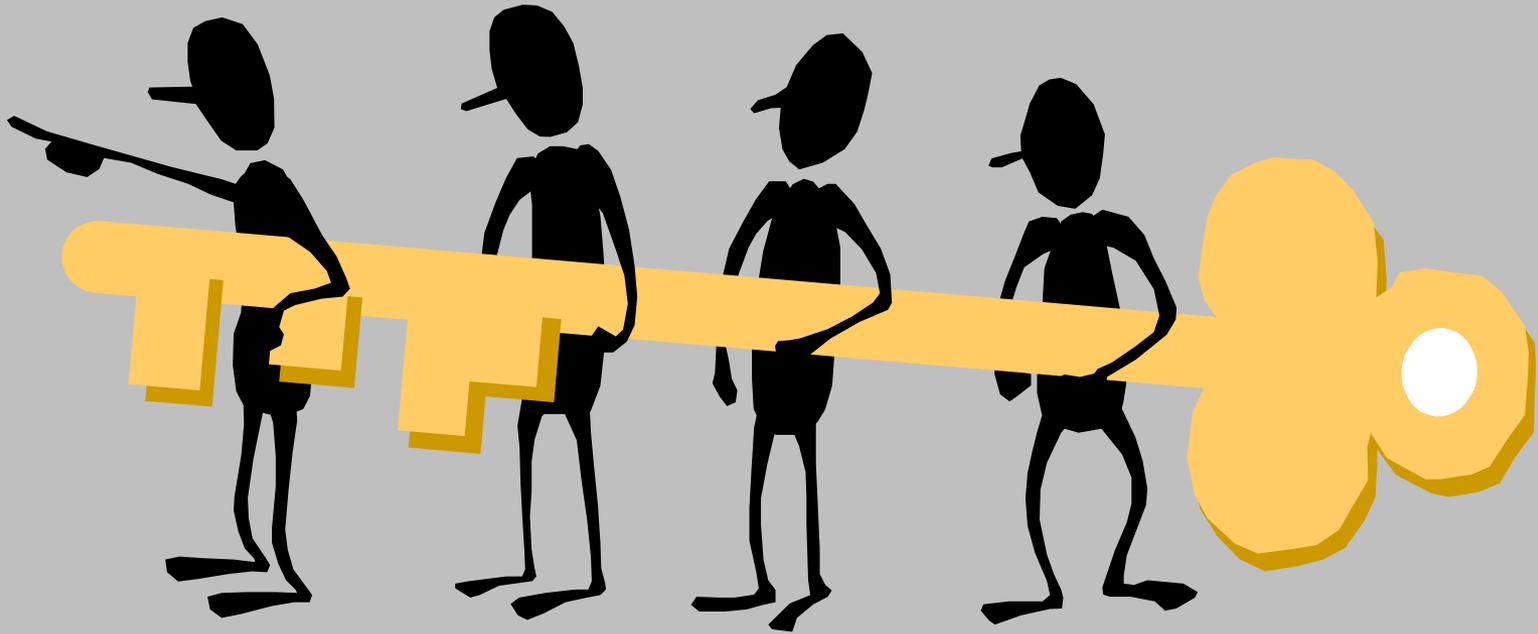
# **International Knowledge Sharing Workshop on Cross-border Innovation, Acceleration and Challenges in International Transfer of Technologies**



**N Kalaiselvi**

Secretary, DSIR and Director General, CSIR,  
Ministry of Science and Technology,  
Government of India

# Cross-border Innovation Acceleration and Challenges in International Transfer of Technologies

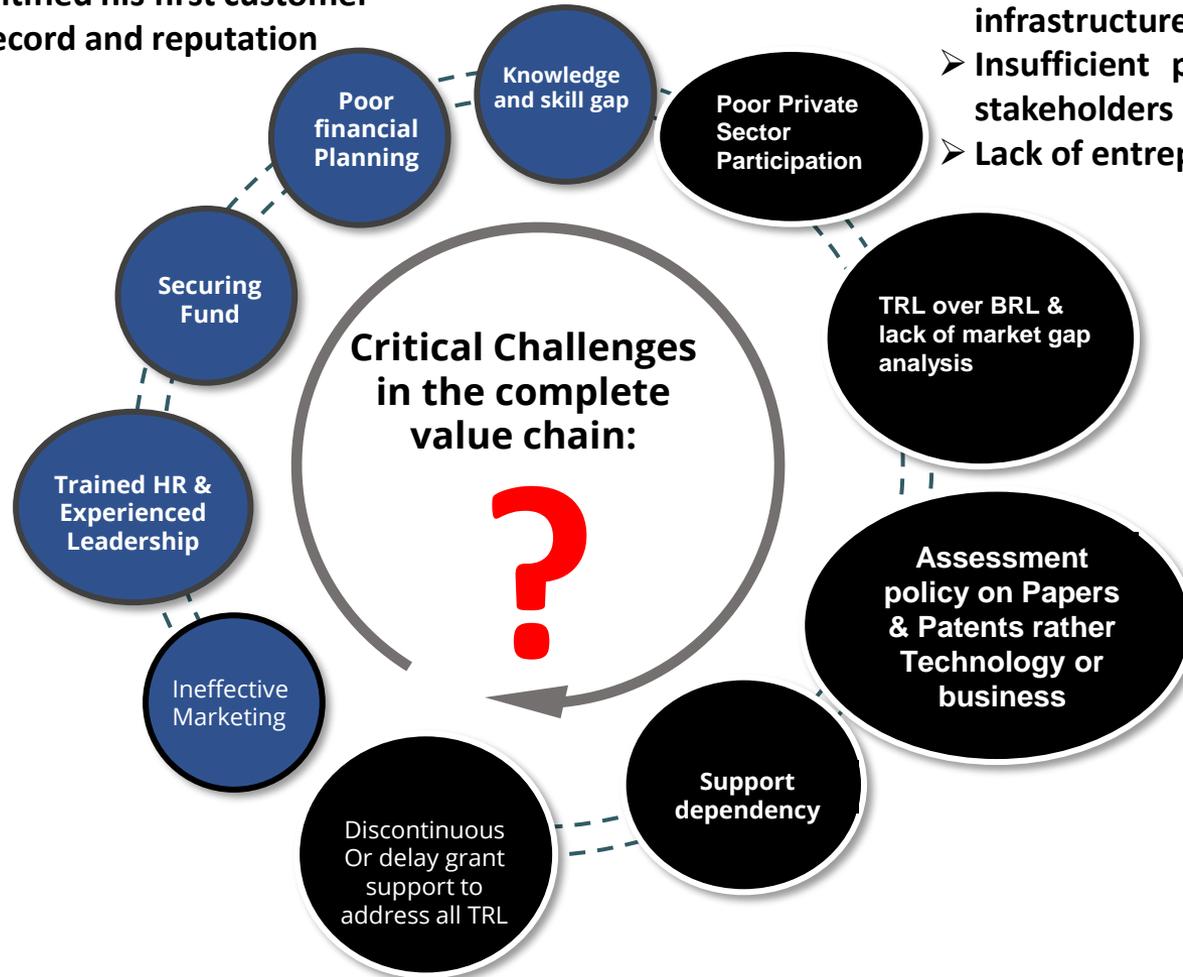


Success Key lies on elucidation and possible recommendation on challenges faced by Researchers, Start-ups, MSMEs, Big Industries and Policy makers at different levels of value chain

# Critical Challenges - Researchers & Start ups

## Start-ups

- Start with limited resources
- Lack of international business experience;
- Industrial application is still in development phase
- Company has not yet identified his first customer
- Needs to build up track record and reputation



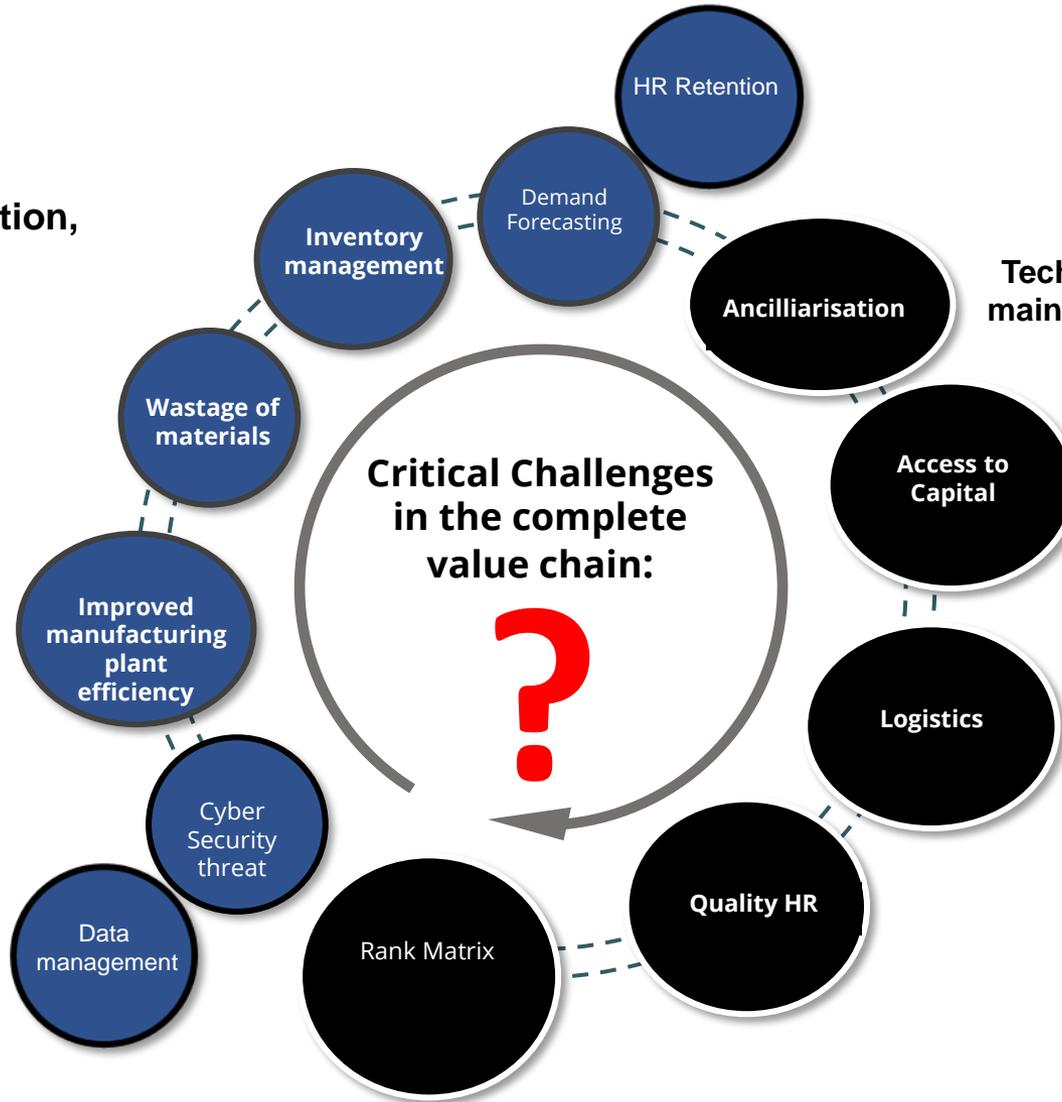
## Researchers

- Crunch of Capital
- Risk aversion
- Organizational & Structural problems (Time, cost, Mind set infrastructure etc.)
- Insufficient participation of key stakeholders
- Lack of entrepreneurial mindset (TRL not BRL)

# Critical Challenges - Big Industries & MSMEs

## Big Industries

Asymmetric information,  
market power and  
externalities



## MSMEs

Technological Adaptation gap  
mainly related to Non-Technical  
issues



# Critical Challenges - Policy makers

Lack of agile, inclusive and easy navigation innovation ecosystem



## SUMMARY

### **Critical Challenges: International Transfer of Technologies at strategic and operational level**

- 1. Information asymmetry** that lies between licensee and licensor during the entire technology transfer process
- 2. Technical challenges:** A high level of tacit knowledge included in technologies makes technology transfer more difficult (especially with regard to the newest solutions). New technologies need to be tested and demonstrated thoroughly before public agencies acceptance
- 3. Organizational-economic challenges :** time (long vs. short term), goal (scientific vs. techno-economic market) and risk (high risk vs. low risk expectance),
- 4. System barriers:** lack of developed infrastructures, market and public incentives exist

**Thank You**