



# Technology Infusion Panel

## Cutting-Edge Business Model for Technology Transfer

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**NINESIGMA**<sup>SM</sup>  
*Accelerating the Innovation Cycle*

# What We Do



- ... **discover** innovative ideas, technologies, products and services from outside client organizations
- ... **connect** with the very best innovators and solution providers from around the world
- ... quickly and inexpensively **solve** business needs



Use NineSigma Approach to Define Technology Need



Craft Request for Proposal



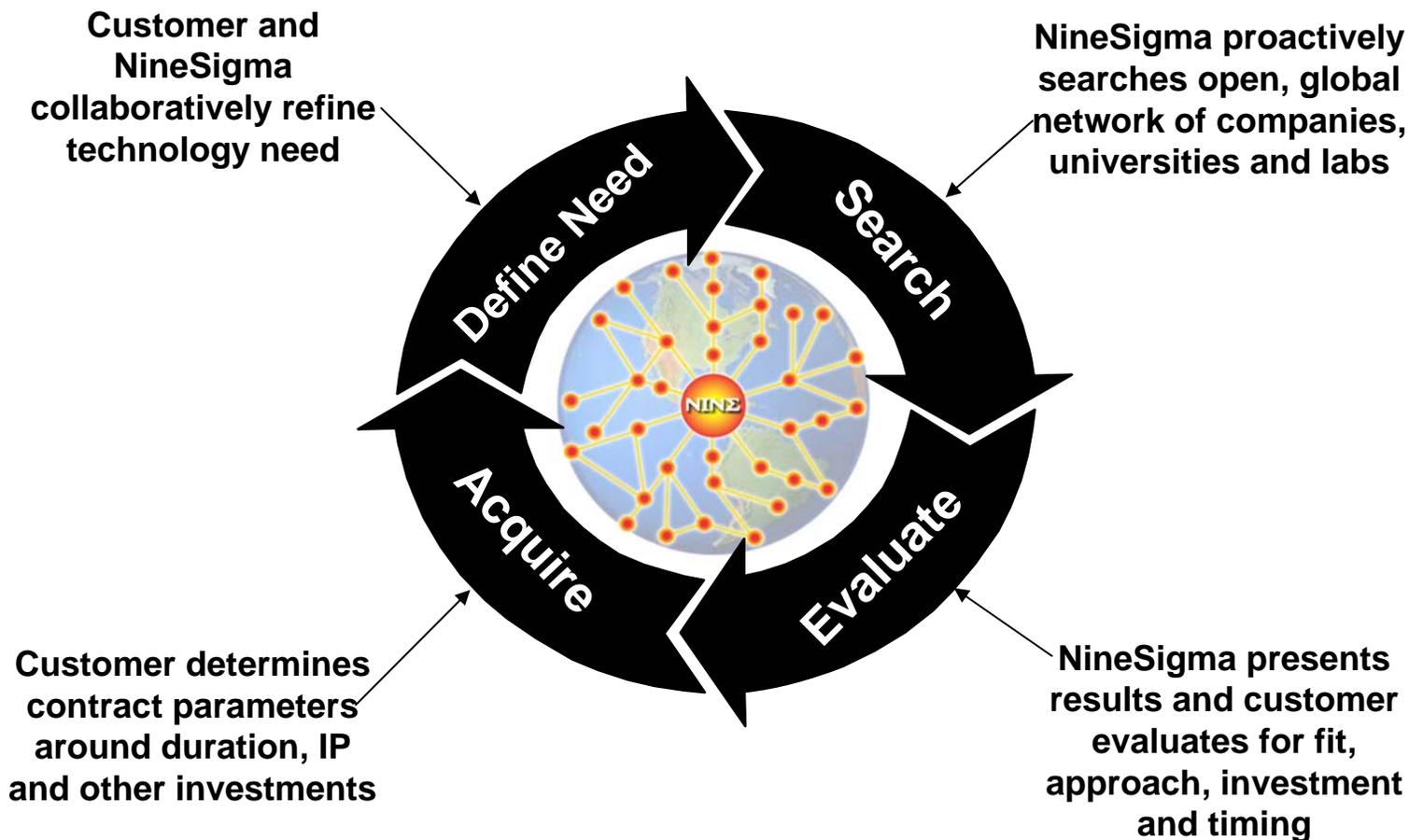
Issue RFP to Research & Innovation Community



Receive Targeted Solutions from Innovators Globally

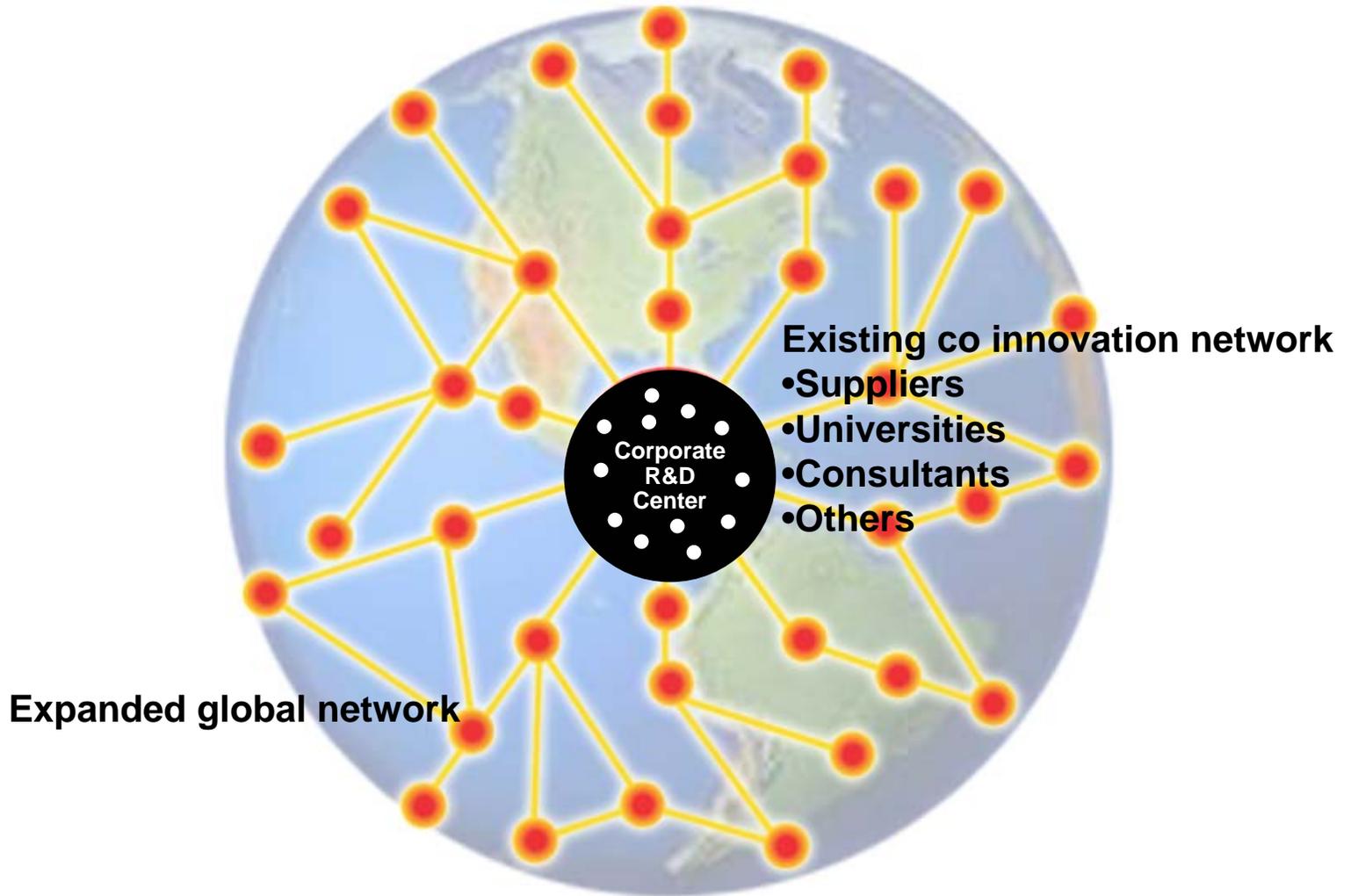
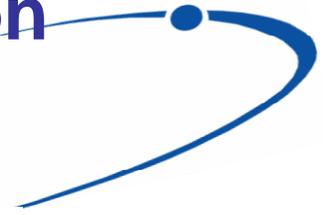
# How the Process Works

We provide a structured, straightforward process...



*...to tap the global technology and innovation community*

# Dramatically expand the innovation network outside of the “normal” company R&D network



# Business Model for Technology Transfer

## Innovation Seeker

### (Projects)

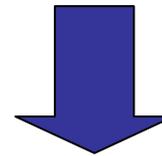
- Draft "request" to describe need
- Cross-boundary search for potential partners
- Invite many participants in parallel
- Provide results report



## Solution Provider

### (Proposals)

- Open network of global thought leaders
- Target relevant communities of practice
- Forward-thinking experts creatively adapt unique knowledge
- Non-obvious, disruptive ideas



### (Connections)

- Internet tools, standard templates, and best practices
- PhD level Program Managers execute proactive push system
- Real time search capability
- Non-confidential environment

# About NineSigma

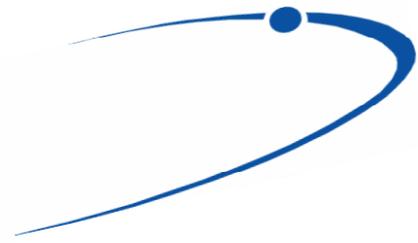


- **Cleveland, OH based company with offices in Japan and Europe**
- **Over 80 clients, including 25 of the Fortune 50**
- **700+ Open Innovation projects engaged**
- **1.5 million solution providers contacted**
- **9,000 proposals received from 73 countries**

# Innovation Seekers



*The miracles of science™*



# Industries Served



- **Automotive**
- **Advanced Materials**
- **Aerospace**
- **Biomedical**
- **Chemicals / Specialty Chem.**
- **Coatings / Paint**
- **Computer Systems & Software**
- **Consumer Products**
- **Consumer Electronics**
- **Food**
- **Healthcare**
- **Environmental**
- **Logistics**
- **Mobility / Communications**
- **Packaging**
- **Pharmaceutical**
- **Polymers**
- **Semiconductor**
- **Sensors**

# Innovation Alliance Program

**New, cutting-edge global network expansion program**

**Purpose is to increase technology connections  
between innovation seekers and solution providers**

**Reach-and-Reward approach that leverages  
strong existing relationships**

**Crowdsourcing / Social Networking**



**Super Nodes – large organizations that control or influence major segments of technology transfer markets**

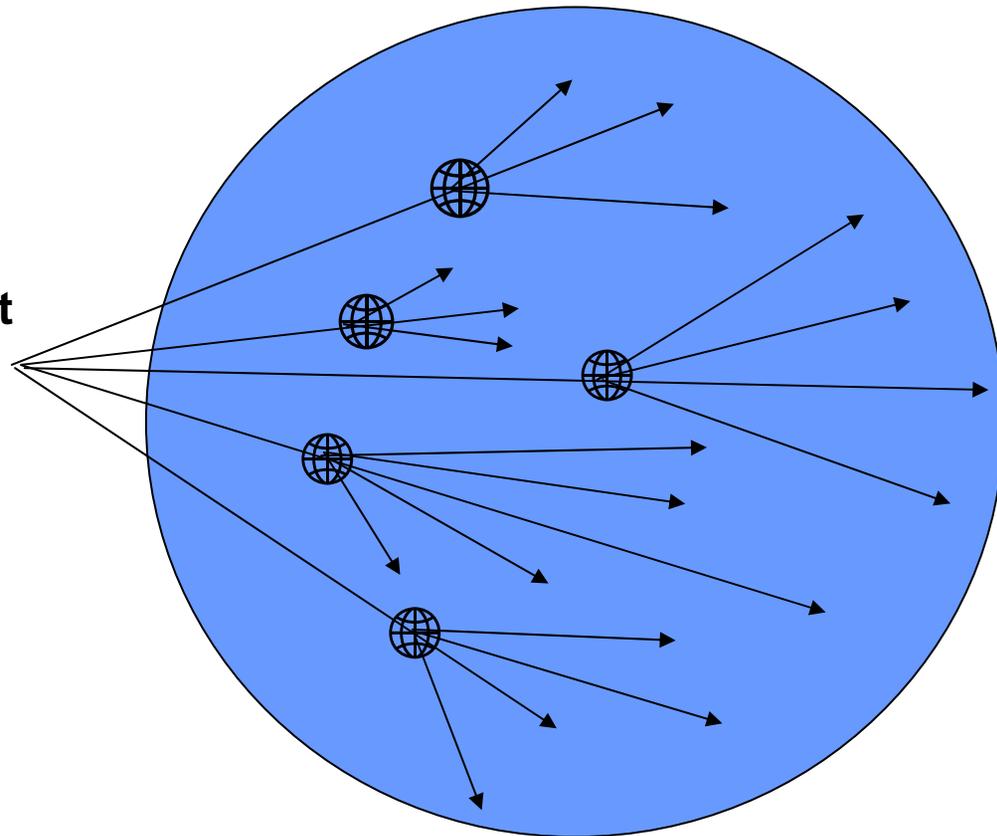
**Individuals – well connected individuals with relevant technology networks**



[www.ninesigma.com/affiliate](http://www.ninesigma.com/affiliate)

**3,000,000+ potential  
Solution Providers**

**NineSigma  
Opportunity Statement  
(RFP)  
Distribution**



# Innovation Alliance Program



**Innovation Alliance Program delivers vast reachable network of solution providers**

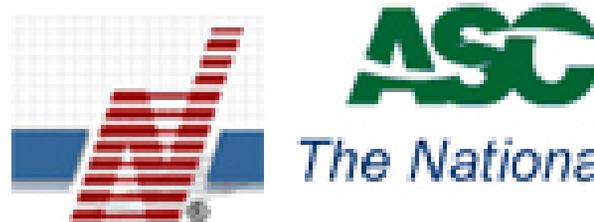
**Current statistics:**

- **60+ registered Affiliates - hundreds more in the pipeline**
- **Reach 100,000s of Innovators - network growing dramatically**
- **Affiliates on 6 continents - all except Antarctica**
- **>65 countries represented including Japan, India, Russia, Egypt, Israel, South Africa, Tasmania...**
- **Broad range of technical disciplines...chemistry, materials, electrical/electronics, packaging, food, , consumer preferences, health/life sciences, and more**



**JAPANTECHNOLOGYGROUP<sup>TM</sup>**

Commonwealth  
Advantage 



*The National Food Laboratory, Inc.*



# Solutions from Un-obvious Providers

Over 30% of our Respondents are unknown to our Clients

<u>Client</u>	<u>Technology Need</u>	<u>Connection</u>
Consumer package goods	Fabric care	Semiconductor research
Automotive	Consumer preferences	Fashion industry
Industrial goods	Adhesives	Electronics industry
Food	Rapid cooling	US Navy
Consumer package goods	Consumer package leakage	Ag chemicals
Consumer	Transportation packaging	Sub sea exploration
Consumer products	Bio-sample collection system	Space program
Food	Self-healing packages	Aerospace

*Can your traditional R&D network deliver this type of innovation?*

# Summary

**Global technology, cultural, financial and competitive pressures are driving more collaborative and “open” research and development strategies**

**New, cutting-edge service companies are emerging to take advantage of these driving forces to increase the success of technology transfer efforts**

**Creative, powerful Reach-and-Reward network expansion approach was recently introduced to leverage existing relationships among technology transfer specialists to access the increasing global sources of innovation**

**Share the passion ... join the alliance!**



# Thank You



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