

BURNS & LEVINSON LLP

Finding Partners

FLC Northeast Regional Meeting
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Naval Undersea Warfare Center

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Sources of Partners

- Government
- Universities
- Industry

Partners Needed

- There has been a decline in the technology lead possessed by the United States because:
 - Decrease in funding of research and development departments of U.S. corporations.
 - Substantial increase in patent applications filed by foreign investors in U.S. Patent and Trademark Office.
 - 1960's – Approximately 17%
 - 1995 to Present – Approximately 50%

Partners Needed (Continued)

- Funding
- Mergers & Acquisitions
- Consulting
- Partnering
- Employment
- Auctions
- Licensing of IP
- Sale of IP
- Sale and Lease of Products and Services