Global Commercialization Group (GCG)
Mission

The Global Commercialization Group (GCG) designs and delivers technology commercialization programs based on proven methodologies for wealth creation and access to global markets that generate early results with sustainable outcomes.
Global Commercialization Group

Regional Economic Growth Model

A parallel approach that generates early results...

- Local capabilities are built simultaneously with business value
- Local partners learn by working on actual deal flow
- IC² know-how and networks get transferred for long-term sustainability in the region

Business activity & deal flow

Regional capacity building

Early Results

- Globally competitive Ventures
- Successful global market entry
- Lower barriers to Investment
- Sustainable mechanism for Growth.
GCG Global Footprint

- USA
- Mexico
- Chile
- Korea
- Malaysia
- Armenia
- Egypt & Middle East
- Poland
- Hungary
- Kazakhstan
Spring 2009 Active Programs

- Korea
- India
- Egypt
- Mexico
- Chile
New Regions Planned for 2009/2010

- Morocco
- Tunisia
- Jordan
- Algeria
- Palestine
- Taiwan
- Austria
- Canada
- Brazil
- Russia
- Kuwait
Approaches to Regional Economic Growth

- US Government Science & Technology Initiatives
  - Jordan, Morocco, Tunisia, Palestine, Egypt, Algeria

- Regional Governments / Economic Development
  - South Korea, Nuevo Leon

- Offset / Defense Contractors Obligations
  - Chile, Poland

- Private CRS (Corporate Responsibility/Sustainability)
  - India

- Global Acceleration of SMEs
  - TechBA-Mexico

- IC² Presence in Country
  - South Korea, Egypt
Sponsors of GCG Programs
(Contributions: $23.5M)

- US Agency for International Development
- Minister of Economy, Mexico
- World Bank
- US-Mexico Foundation for Science
- US Department of Agriculture
- INVITE organization of Nuevo Leon, Mexico
- US Trade and Development Agency
- Mexico’s CONACYT
- US State Department
- Chilean Economic Development (CORFO)
- Hungarian Innovation Fund
- Gyeonggi Province of South Korea
- Lockheed Martin Corporation
- Dept of Science and Technology, India
- Defense Research and Development Organization, India
- Egypt Science and Technology Development Fund
- Minister of Planning, Jordan
- Motorola Corporation
- Malaysian Technology Development Corp
- Federation of Indian Chambers of Commerce & Industry
- Kazakhstan National Innovation Fund
Questions?

Sid Burbback
Director, Global Commercialization Group
sburbback@ic2.utexas.edu
www.ic2.utexas.edu/global
GCG Offerings

UNDER DEVELOPMENT

- Technology Transfer
- Web Delivery
- PPP for Advanced Bus Dev
- Presence in Region
## Recent GCG Results

<table>
<thead>
<tr>
<th>TECHNOLOGIES SCREENED (through judging panels or validators)</th>
<th>TECHNOLOGY MARKET RESEARCH REPORTS (IC² Quicklook Assessment Methodology)</th>
<th>TECHNOLOGIES ACCEPTED FOR BUSINESS DEVELOPMENT IN THE US</th>
<th>TECHNOLOGIES WITH US BUSINESS DEVELOPMENT RESULTS (e.g., customer agreements, joint ventures, strategic investments and equity investments)</th>
<th>NUMBER OF PEOPLE TRAINED</th>
</tr>
</thead>
<tbody>
<tr>
<td>INVITE - MEXICO</td>
<td>153</td>
<td>35</td>
<td>27</td>
<td>28</td>
</tr>
<tr>
<td>TechBA - MEXICO</td>
<td>365</td>
<td>80</td>
<td>12</td>
<td>9</td>
</tr>
<tr>
<td>INDIA</td>
<td>543</td>
<td>100</td>
<td>34</td>
<td>37</td>
</tr>
<tr>
<td>HUNGARY</td>
<td>160</td>
<td>55</td>
<td>27</td>
<td>18</td>
</tr>
<tr>
<td>POLAND</td>
<td>448</td>
<td>NA: Assessments of Polish technologies were done through subject matter experts.</td>
<td>68</td>
<td>44</td>
</tr>
<tr>
<td>KOREA</td>
<td>91</td>
<td>20</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1760</strong></td>
<td><strong>270</strong></td>
<td><strong>180</strong></td>
<td><strong>136</strong></td>
</tr>
</tbody>
</table>