

# Technology transfer in India

A portal trying to help

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**The Internet today plays a critical role in facilitating business cooperation and collaboration. On-line modes of technology transfer have thus assumed far more significance than ever before. Internet portals are trying to bring about successful collaborations among companies and related organizations. There are gaps, however, between what these portals generally provide and what businesses really need. This article discusses the gap and presents a case study on one portal that is earnestly trying to fill it.**

## Introduction

**C**an India, which has achieved unquestionable success in the Information Technology (IT) industry, create hundreds of world class businesses, reproduce this stellar performance in other emerging sectors of the Knowledge Economy - biotech, pharma, telecommunications? Can all the Asian and European countries that envy India's IT growth and want to emulate it, do so in their own backyards?

In India and elsewhere, everyone bent on exploiting the New Economy is devising their own blueprint for creating and supporting technology ventures - incubators, knowledge parks, science and technology transfer centres. Knowledge enterprises, by their very definition, place a high premium on using cutting edge technologies to build unique, top-end value for their businesses, and routinely cross national borders in their search for such technologies. Today even major multi-

national corporations in the US and Europe, such as Mobil, General Electric, Du Pont and Boeing are becoming partners of India's national R&D laboratories, e.g., the Council for Scientific and Industrial Research (CSIR). These companies believe that the surest way of becoming technically strong is through knowledge networking with premier organizations across the world, wherever they are - in advanced or emerging markets.

But is it merely a question of entrepreneurs having access to 'hot technologies' from laboratories and other more technologically advanced companies?

Indian IT companies, in general, have not been the leaders in technology innovation. Many other factors appear to have gone into making India's IT industry what it is today. There is global recognition for Indian software - for the quality of its products and its professionals. The success of Indians from Silicon Valley to South India has created a unique brand

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