

PART I
BACKGROUND INFORMATION

1. Please briefly describe the invention _____

2. Please briefly describe the scope of work of the contract under which the invention was made. _____

3. Prior to the contract, did you sell goods or services closely related to the invention:
 a. To the U. S. government b. Commercially

4. Please identify the division or other major organizational element of your company (referred to hereafter as the inventing division) that made the invention.

5. Please indicate the sales volume of your company in the year the patent application was filed:
 Less than \$5 million \$5 - \$50 million
 \$50 - \$200 million Over \$200 million

6. Approximately what percent of company sales was made in connection with government contracts and subcontracts in the year the patent application was filed?
 0-20% 20-50% 50-80% 80-100%

7. Approximately what percent of the inventing division sales was made in connection with government contracts and subcontracts in the year the patent application was filed?

- 0-20% 20-50% 50-80% 80-100%

8. In what product line(s) did the inventing division or company specialize at the time the patent application was filed?
(Please answer in terms of the inventing division if the group was responsible for developing inventions to the point of a marketable product or commercially useful process. In all other cases, please answer in terms of the company.)

a. Inventing division

b. Company

9. Has the invention ever been used by or for the government?

- Yes No Don't know

If yes, please give brief statement about the nature of government use.

10. Please check whether the invention:

a. Is or has been in commercial use.

If question 10a is checked, please answer Part II, below. If you have exclusive rights to the invention, please also answer Part IV.

b. Is expected to be used commercially in the future, even though it has not yet been used.

If question 10b is checked, please answer Part III, below. If you have exclusive rights to the invention, please also answer Part IV.

c. Is not expected to be used commercially.

If question 10c is checked, please answer question 11 immediately below. If you have exclusive rights to the invention, please also answer Part IV.

11. If the invention is not expected to be used commercially, please rank the applicable reasons for lack of commercial potential, giving the most important reason the rank of 1 and grading the others in numerical order.

- a. Development cost too high.
 - b. Development revealed serious flaws.
 - c. Development personnel not available.
 - d. Invention became obsolete.
 - e. Expected market failed to materialize.
 - f. Technology too sophisticated.
 - g. Too much competition.
 - h. Channels of distribution lacking.
 - i. Invention falls outside of company product line.
 - j. Other (please specify). _____
-

PART II
COMMERCIAL USE OF THE INVENTION

1. Please state briefly how the invention is used commercially.
(For example, "as a component of the x product," or "in manufacturing y products," and so forth)

2. What role did the invention play in such use?

critically important role supporting role

3. When was the invention first used commercially? 19__

4. If the invention is incorporated in a product(s) please estimate:

a. Sales of such products to date in each of the following markets:

- (1) Domestic commercial _____
(2) U. S. government _____
(3) Foreign _____

b. Anticipated total sales of such products over the next five years.

5. Please indicate the approximate total cost of company-financed efforts that were required after completion of government work to develop the invention for commercial use:

a. \$ _____ b. None

6. Please estimate what percent of the costs specified in question 5 were incurred for:

a. Technical development _____% b. Production facilities _____%
c. Marketing and sales promotion _____%

PART III
INVENTION WITH EXPECTED FUTURE USE

1. Please state briefly how your company intends to use the invention commercially.
(For example, "as a component of the x product"; or "in manufacturing y products," and so forth)

2. What role is the invention expected to play in such use?

a. critically important role b. supporting role

3. Please estimate when the invention will first be used commercially. 19__

4. If the invention is expected to be incorporated in a product(s), please estimate the anticipated sales volume of such products. _____

5. Please indicate the approximate total cost of company-financed efforts that will be required after completion of government work to develop the invention for commercial use:

a. \$ _____ b. None

6. Please estimate what percent of the costs specified in question 5 will be incurred for:

a. Technical development ____% b. Production facilities ____%

c. Marketing and sales promotion ____%

PART IV
LICENSING

(To be completed only by contractors having exclusive rights to the invention)

1. Is the invention available for licensing?

Yes

No

2. If the answer to question 1 is "yes," please briefly identify the methods used to make the invention available for licensing. _____

3. Have there been specific requests to license the invention (apart from automatic cross licensing)?

Yes

No

4. If the answer to question 3 is "yes":

a. Approximately how many requests have been received to date?

b. In what year was the earliest request made? _____

c. How many licensing agreements were made? _____

d. In what year was the earliest agreement made? _____

5. Do you know if any licensees are using the invention?

Yes

No

If yes, how many: _____

PATENT POLICY STUDY
FOR THE
COMMITTEE ON GOVERNMENT PATENT POLICY
OF THE
FEDERAL COUNCIL FOR SCIENCE AND TECHNOLOGY

INVENTION UTILIZATION QUESTIONNAIRE
FOR
LICENSEES OF GOVERNMENT-OWNED PATENTS

1. Title of Invention _____
 2. U. S. Patent No. _____
 3. License Agreement No. _____ Date of License _____
 4. Licensing Government Agency _____
 5. Name of Company _____
 6. Address _____
 7. Person Completing Questionnaire _____ Title _____
- Telephone No. _____
- Area Code _____

December 1966

PART I
BACKGROUND INFORMATION

1. Please briefly describe the invention. _____

2. How did your company learn that the invention was available for licensing?

3. Prior to the license, did you sell goods or services closely related to the invention:
 a. To the U.S. Government b. Commercially

4. Please indicate the annual sales volume of your company at the time the license was obtained:
 a. Less than \$5 million b. \$5 - \$50 million
 c. \$50 - \$200 million d. Over \$200 million

5. Approximately what percent of company sales was made in connection with government contracts and subcontracts at the time the license was obtained?
 0-20% 20-50% 50-80% 80-100%

6. Has your company used the invention in sales to the government?
 Yes No

If yes, please give brief statement about the nature of government use.

7. Please check whether the invention:

a. Is or has been in commercial use by your company.

If question 7a is checked, please answer Part II, below.

b. Is expected to be used commercially by your company in the future, even though it has not yet been used.

If question 7b is checked, please answer Part III, below.

c. Is not expected to be used commercially.

If question 7c is checked, please answer only question 8, immediately below.

8. If you do not intend to use the invention commercially, please rank the applicable reasons for lack of commercial potential numerically by assigning the most important reason the rank of (1) and grading the others in numerical order.

- ___ a. Development cost too high.
- ___ b. Development showed serious flaws.
- ___ c. Development personnel not available.
- ___ d. Invention became obsolete.
- ___ e. Expected market failed to materialize.
- ___ f. Technology too sophisticated for commercial use.
- ___ g. Channels of distribution lacking.
- ___ h. Invention falls outside of company product line.
- ___ i. Other (please specify). _____

PART II
COMMERCIAL USE OF THE INVENTION

1. Please state briefly how the invention is used commercially.
(For example, "as a component of the x product," or "in manufacturing y products," and so forth.)

2. What role did the invention play in such use?

 critically important role supporting role

3. When was the invention first used commercially? 19 _____

4. If the invention is incorporated in a product(s) please estimate:
 - a. Sales of such products to date in each of the following markets:

(1) Domestic commercial _____
(2) U. S. Government _____
(3) Foreign _____

 - b. Anticipated total sales of such products over the next five years.

5. Please indicate the approximate total cost of company-financed efforts that were required to develop the invention for commercial use:
 - a. \$ _____ b. None

6. Please estimate what percent of the costs specified in question 5 were incurred for:
 - a. Technical development _____%
 - b. Production facilities _____%
 - c. Marketing and sales promotion _____%

PART III
INVENTION WITH EXPECTED FUTURE USE

1. Please state briefly how your company intends to use the invention commercially.
(For example, "as a component of the x product," or "in manufacturing y products," and so forth.)

2. What role is the invention expected to play in such use?

a. critically important role b. supporting role

3. Please estimate when the invention will first be used commercially. 19__

4. If the invention is expected to be incorporated in a product(s), please estimate the anticipated volume of product sales. _____

5. Please indicate the approximate total cost of company-financed efforts that will be required to develop the invention for commercial use:

a. \$ _____ b. None

6. Please estimate what percent of the costs specified in question 5 will be incurred for:

a. Technical development ____%

b. Production facilities ____%

c. Marketing and sales promotion ____%