



the Energy to Lead

Doing Business with GTI

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Business Arrangements

General

- > Productive use of technology in market
- > Create value for clients, stakeholders, GTI
- > Eager to identify prospective partners

Flexible

- > Project management, lead contractor, subcontractor
- > Proprietary or collaborative projects
- > Financial arrangements
- > Open to variety of formats

Retaining GTI to Perform Work

Contract

- > Scope of work and deliverables
- > Confidentiality
- > IP ownership rights
- > Financial terms and consideration
- > Term

Project Collaboration

Joint Development Agreement

- > Defines collaborative field
- > Nature of relationship
- > Confidentiality
- > IP ownership rights
- > Responsibilities and activities
- > Funding
- > Term of agreement
- > Disposition upon conclusion

Commercialization of GTI Technology

Licensing – Commercializer Selection

- > Presence in target market(s)
- > Appropriate manufacturing capabilities
- > Technical/management/financial resources
- > Market position matches technology
- > Vision for technology aligns with that of GTI

Commercialization of GTI Technology

Licensing – Agreement

- > Agreement gives right to use IP
- > Defines a territory and a field of use
- > Right can be exclusive or non-exclusive
- > Financial consideration to GTI
- > Performance criteria (march-in provisions)

Commercialization of GTI Technology

Licensing – After Agreement

- > Convert technology into product
 - Consider safety, features, cost, etc.
- > Design, pricing, product naming freedom
- > Launch and communications activities
- > Responsible for warranty/liability
- > Obligation to meet march-in provisions

Commercialization of GTI Technology

Ventures

- > Alternative to licensing
- > GTI puts IP into the venture
- > Financial/strategic investors put up funding
- > GTI and investors have an equity stake

Contacts

Retaining GTI to Perform Work

- > Business area of interest

Project Collaboration

- > Business area of interest

Commercialization of GTI Technologies

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