

QUESTIONNAIRE 1/05

Commercialising Defence-Related IP

Introduction

I am currently researching a Ph.D on R&D commercialisation at the University of Adelaide's Education Centre for Innovation and Commercialisation (ECIC). My research topic is “ Factors enabling or preventing the commercialisation of defence-related IP”.

The first step in the research process is to ensure I'm asking the right questions – in order to validate the basis for my research I would be most grateful if you could take a few minutes to answer the questionnaire below, either in a face to face interview, over the telephone or in writing. Responses will be treated in the strictest confidence. Individual responses will not be identified publicly without your written permission.

Many thanks for participating in this survey.

**Please E-mail, Fax or Post your questionnaire responses to:
Gregor Ferguson,**

The Six Key Research Questions

The objectives of my proposed research will be met if the research succeeds in answering Six Key Questions. Please indicate whether or not you agree these are the right questions; please feel free to comment.

Your name:

Current Position:.....

May I publish all or part of your comments? YES ☐ NO ☐

May I publish your name in my thesis? YES ☐ NO ☐

1. What is Australia's total public and private sector investment in defence-related R&D? And what is the commercial return derived from this?

Relevant? YES ☐

NO ☐

Comment:

2. What is the estimated future demand from the ADF, Australian industry, export customers and the non-defence sector for products, services and expertise derived from Australian R&D?

Relevant? YES ☐

NO ☐

Comment:

3. What is the opportunity cost to the Australian economy of failing to invest sufficiently in defence R&D and commercialise the resulting IP?

Relevant? YES ☐

NO ☐

Comment:

4. Can a reasonably accurate “multiplier” be developed from the answers to Questions 1 to 3 which can then be applied to estimate the likely return from Australian defence-related R&D investment?

Relevant? YES ☐
NO ☐

Comment:

5. What are the strategic, technological and market-related factors which enable or inhibit the commercialisation of IP developed as a result of defence-related R&D in Australia?

Relevant? YES ☐
NO ☐

Comment:

6. Is it possible to define a model or at least a more general set of pre-conditions, which is likely to result in successful commercialisation of defence-related IP?

Relevant? YES ☐
NO ☐

Comment: