TIPS™

TRANSITION INNOVATIONS to PRODUCTS

NEI Corporation

BRIDGING THE GAP IN TECHNOLOGY TRANSFER

The higher the Technology Readiness Level (TRL), the greater the likelihood of a profitable licensing transaction. NEI Corporation offers a service called **TIPs™ – T**ransition **I**nnovations to **P**roduct**s,** which adds value to technologies that are at a nascent stage, making it more attractive for either a licensing agreement or for further investment. The **TIPs™ process** is most effective when the technology needs to be scaled to a level that a potential licensee or a corporate commercialization partner begins to gain confidence in the technology. NEI's **TIPs service** is designed so that the institution's Intellectual Property remains free and clear and is not encumbered by partnering with NEI.

"NEI's TIPs™ service is designed so that the institution's Intellectual Property remains free and clear and is not encumbered by partnering with NEI."

FROM PROOF-OF-CONCEPT TO PRODUCTS

NEI Corporation has developed the ability to rapidly transition technologies from proof-of-concept to products. The practical market-oriented approach involves process development & scale-up, prototype demonstration, and identification & bridging of technology gaps. The objective is to derive a strong value proposition for a potential licensee or customer. This methodology has been used successfully by NEI over the past decade to complete scores of transactions leading to new *Advanced Materials* products. Through the **TIPs™ service**, NEI Corporation is now bringing this experience and expertise to university faculty and other researchers who are involved in Advanced Materials.

SUCCESSFUL PROJECTS

Examples of successful projects and product development efforts by NEI include:

- Pilot scale demonstration of an energy efficiency enhancement technology for an electric & gas utility
- Field demonstration of an additive to enhance dewatering efficiency at a municipal treatment plant
- Development of a transparent coating technology for a Tier 2 automotive supplier
- Development of a new battery electrode powder for a major international chemical company
- Development & implementation of a new coating for electrical insulators – funded by a consortium

Let us Help Advance Your Technology to the Next Level

HOW IS THE TIPs™ PROGRAM IMPLEMENTED?

- NEI executes a two-way umbrella, non-disclosure agreement with the University
- The university provides technology briefs to NEI, and NEI makes sure there is no conflict of interest
- Pertinent NEI personnel discuss the technical and market opportunity with the cognizant faculty member and tech. transfer officer to identify "gaps"
- NEI develops a plan to bridge the gap
- All interested groups collectively identify a mechanism to fund the effort, e.g., a university proof-of-concept fund, internal university funding or an external source
- NEI executes the project in collaboration with the faculty member
- NEI participates in follow-on efforts as needed

www.neicorporation.com

ABOUT NEI CORPORATION

NEI Corporation is an applications driven company that develops and manufactures Advanced Materials for a broad range of applications in the energy, environmental and industrial sectors. NEI develops processes and products to fit the needs of emerging applications. The company's products are sold under the registered trademark NANOMYTE®. NEI's core competencies are in ceramics, polymers, coatings, composites and inorganic-organic hybrid materials. NEI has two locations with a combined total space of 15,000 square feet and an array of in-house processing equipment and characterization tools. The company is staffed with seasoned engineers and scientists. In addition, several of the senior personnel have substantial corporate experience. Further, the NEI staff has worked extensively over the years with university faculty members. Many of the scientists have been researchers at U.S. universities, prior to joining the NEI team.

NEI's LEADERSHIP

NEI is led by Dr. Ganesh Skandan, who earned his Ph.D. in Materials Science and Engineering from Rutgers – The State University of New Jersey. Shortly after his graduate work, he co-founded NEI Corporation in 1997 and has been the CEO for the past eight years. In 2003, Dr. Skandan was recognized as an outstanding alumnus of the Graduate School at Rutgers University at its 50th anniversary. In 2011, Rutgers University again recognized his accomplishments with a Distinguished Alumni award for Distinction in the Physical Sciences. Dr. Skandan holds eleven patents.

NEI Corporation

400 Apgar Drive, Unit E | Somerset, NJ 08873 | (732) 868-3141 | sales@neicorporation.com