

Abstract

The theme of this talk is:

Can we harness a carefully filtered, “expert crowd” to make technology commercialization more successful?

Universities, Research institutions, and Corporate R&D labs collectively generate a deep pool of innovative intellectual property (IP). For those of us interested in transforming this resource into products and businesses which contribute to economic growth, the challenge is always “how to increase the success rate”.

We have recently been piloting an approach that harnesses an “expert crowd” (the [Acceleration Co-op](#)) to help with perennial challenges like:

- *How does one decide what new IP is worth investing in (filing patents etc) and what is not?*
- *How do you figure out what the real “killer app” is for a novel technology developed by a research group (eg University or National Lab)?*

This talk describes work we have been doing in a pilot with one of the US National Lab’s, and shares some follow on ideas we are now exploring with a broader community of technology transfer groups.

Biography: Richard G. Caro



Dr. Richard G. Caro is founder & CEO of **TangibleFuture, Inc.**, an acceleration consultancy; founding member of **Acceleration Co-op**, a virtual, global “expert crowd”; and a member of the **Keiretsu forum**, the world’s largest group of angel investors. His focus is on helping managers and entrepreneurs create and grow businesses, based on innovative science and technology — in fields including cleantech, medical devices, and telecom/datacom.

Prior to founding TangibleFuture, Inc. in 2004, Richard was Managing Director at **RHK**, a provider of advisory services to the communications industry, where he led consulting engagements with multinational businesses such as **Intel**, and **Carl Zeiss**; research institutions such as **Battelle**, and **Sarnoff Corporation**; and a variety of emerging startup companies. From 1986 to 1999 Richard held operational roles in high tech companies in Silicon Valley and Boston. He was CEO (founder) of **Vital Insite**, a venture-backed, medical device start-up, developing noninvasive monitoring products; Engineering Program Manager at **Coherent**, one of the world’s largest laser manufacturers; and CTO (employee #5) of **Summit Technology**, a pioneer in the laser refractive surgery (LASIK) business. Before entering industry, he was a member of the research staff at **Stanford University**.

Richard has been responsible for the development of a number of successful products, and has 23 issued patents. Born and raised in Australia, Richard received a B.Sc. (Hons.) degree from **Melbourne University**, Australia (1977), and a D.Phil. in experimental physics from **Oxford University** (1982) — where he was a **Rhodes Scholar**. In 1982 he was awarded an **IBM** post-doctoral fellowship to work at **Stanford University**, and migrated to the USA where he has lived ever since.