

Vortrag**Workshop CANADA****Transfer of Aerospace Technology to Industry
by Cooperation and Personal Transfer**

The DFVLR experience

The difficulties of Technology transfer are generally known to this audience. They are visualized by these two slides (1, 2):

Being at the research side of the transfer, getting technology across is comparable to pushing an airplane with a string. experience has shown, that one of the more efficient ways to get an airplane moving is to pull it on the string, preferably joining efforts of all persons involved. This observation has already taken us to the topic, transfer by cooperation and personal transfer.

This way of transferring technology, know-how, research results has been stressed lately as the most efficient and important way of transfer. But before going into the details of how it is done in our particular sample case, I should like to point out, that it has been always important and that it has been the real secret of success. Looking at agreements about patented licenses about blueprints for devices, about contract work one observes, that all these worked only if the persons involved cooperated and passed on the relevant know-how and training, within the contract or besides it. The ways are known: Discussion, common analysis of problems and solutions, common design of solutions to reach the final result, even limited or permanent presence of the industrial engineer in the scientists laboratory or of the researcher in the industrial environment. To which degree these ways are employed depends upon the character of the institutions involved and of the work to be done.

Before going into detail, let me introduce the institution I represent, and myself: