



International Business and Investment Forum, Bonn, 1-2 March 2018

Access To Technology Panel

Moderated by:
Kristopher Howard





Session Structure

- Introduction to Topic and Session – 5 mins
- Statements from Panelists – 20 mins
- Moderator's questions to the panel – 10 mins
- Open Q&A from the Audience – 10 mins



Access to Technology

- What do we mean by “Access to Technology”
 - Greater facilitation of the sharing ideas, knowledge, technology and skills with another individual or institution **and of the acquisition** by the other of such ideas, knowledge, technologies and skills
 - Must include the transfer of **both tacit and explicit** knowledge
 - Tacit - intuitive knowledge and know-how rooted in context, experience, practice and values
 - Explicit – codified knowledge found in documents, databases, etc
 - Common form is a Technology Transfer
- In the context of pharmaceuticals, the nature of Technology Transfers can vary considerably
 - Scale of Project (individual vs department vs entire company)
 - Actors (private, public, NGO, etc)
 - Location in the value chain (R&D, Distribution, Manufacturing, Sales and Marketing)
 - Motivation of transferor and transferee (altruistic through to purely monetary)
 - Commercial nature and ownership structure (how proceeds from the TT will flow)
- Why greater Access to Technology is needed
 - Increase the amount of locally produced pharmaceutical products in Africa
 - The transfer of tacit knowledge is generally lacking
 - Success = local company achieving the ability to supply a given product(s), in the given quality/quantities in the expected timeframe at the expected cost



Topics to Explore

- Why so few partnerships where know-how is exchanged between exists between African and foreign from outside of Africa?
- What benefits can foreign firms draw from such partnerships?
- Examples of successful partnerships
- Why other partnerships have been unsuccessful or failed to get off the ground?
- Potential alternatives to the use partnerships to increase Access to Technology and in which cases these alternatives are most effective





Our Panel

- Dr. Wilhelm Volk, Head International Business – 1A Pharma
- Dr. Ing. Fritz Sacher, Head of Africa Strategy Realization – Merck KgaA
- Dr. Pierre Linford, OTC Supply Chain, Group Procurement and Exports Manager – Adcock Ingram

