

Strategic Role of Hong Kong in China's International Tech Transfer Ecosystem

**知识转移
创新创业环境**

香港城市大学

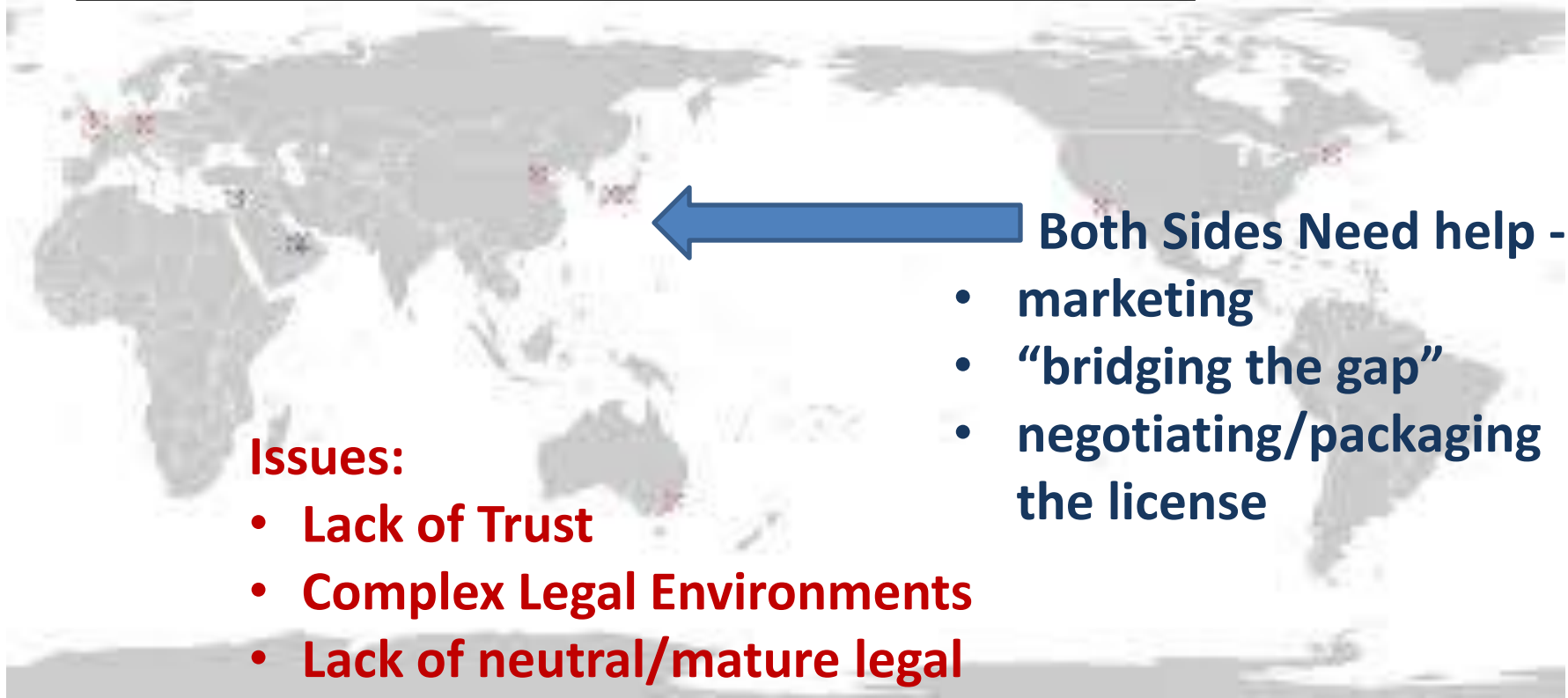
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As China Imports Technologies...

Broken Value Chain 中断的价值链



Issues:

- Lack of Trust
- Complex Legal Environments
- Lack of neutral/mature legal environment for the two sides to agree on

Both Sides Need help -

- marketing
- “bridging the gap”
- negotiating/packaging the license

New Ecosystem 完整生态链



**International Sourcing
of Advanced Tech**

**HK/SZ: Find & Enhance Tech;
Negotiate & Package Deals**

**Inland China: Demand Analysis &
Integration**

**Bottom-Up
Demand Driven
Search for Technology**

New Model: CityU + Stanford 新模式

- CityU to offer assistance seeking licensees for Stanford technologies 城市大学协助斯坦福的科技项目在中国寻求市场
- Why Does it Work? (侧面观察) 合作的基础:
 - No Conflicts (not competitors) 两方不是竞争对手
 - Different Regions of Interest 地区关注不同
 - Mutual Trust 人的互信因素