

September 1st, 2016

Dr. Bitange Ndemo
Professor
Nairobi University
Science Theatre, University Way, Nairobi
KENYA

Dear Dr. Bitange Ndemo

Global Commercialization Center (GCC) of Korea Advanced Institute of Science and Technology (KAIST) is established to generate technology commercialization and technology transfer. Based on the achievement of ICT and Science Technology, GCC focuses on connecting a bridge with developing countries and domestic ICT counterparts. To arrange successful technology commercialization, GCC has built an international network through accountable human resources from KAIST Global IT Technology Program.

ITTP is a customized international scholarship program sponsored by the Ministry of ICT, Science and Future Planning (MSIP) of Korea. This program was established in 2006 as an initiative to improve human resources and capacities related to ICT. Therefore, ITTP has been seeking to construct a cooperative structure with ICT leaders from various backgrounds including both developed and developing countries.

Thus, GCC holds domestic partnerships with KAIST, KAIST ITTP, ETRI (Electronic and Telecommunications Research Institute), and industrial companies in Korea. As a result, GCC has handled cases of technology commercialization with Mongolia and Costa Rica successfully and practical outcomes have been achieved.

I am writing this letter to ask the collaboration with Kenya in regard to technology commercialization which can meet market demands and accomplish greater national competitiveness. As a first step of the process of technology commercialization, GCC is currently collecting Technology Demand Survey which presents potential areas of technology to fit your development needs. Once the results of the survey are gathered, GCC will look forward to cooperation by matching technological demands with resources from research institutes and ICT industrial partners of Korea.

In this regard, I am kindly requesting your cooperation on forwarding the Technology Demand Survey for areas that have technological needs to realize the commercialization. GCC will focus on three major types of technology commercialization processes as follows:

- Product Localization (PL): There are some ICT products or services to be required supporting the commercialization process in the domestic or foreign market. For example, a joint business model could be developed where profit is shared between the parties.
- Co-Project (CP): Looking for a "partner" with sufficient technical expertise to collaborate in order to develop better products or services. A collaboration initiative is started where the parties work together to achieve practical business outcomes.
- Technology Transfer (TT): There is a business idea that requires some specific technology. Developing Countries may receive the technology or intellectual property as well as training to develop a product or service in their country.

Kindly find enclosed the following files for your reference and distribution:

- KAIST Introduction (<http://www.kaist.ac.kr/html/en/>)
- GCC Introduction (<http://gcc.kaist.ac.kr/html/en/>)
- ITTP Brochure (<http://ittp.kaist.ac.kr>)
- ETRI Brochure (<https://www.etri.re.kr/eng/main/main.etri>)
- Survey Form (https://docs.google.com/forms/d/1R1lcd0KZFKO9TsL5ckX_zVf-1ELz0O8Aeue40i0JXA4/edit)

Please be informed that the survey is to be filled in English and submitted before 16th September 2016. If additional information or assistance is required, please contact us through the following address:

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Thank you for your valuable supports and looking I am looking forward to having cooperation as international technology field stakeholders.

Yours faithfully,



Professor MunKee Choi

Director

Global Commercialization Center (GCC), KAIST