



Panel 3: Advancing Technology into the Market

Moderator:

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***Executive Director, NYSEARCH & Vice President,
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Panel #3 Advancing Technology Into Market

- Paul Wehnert, Vice President, Sales & Marketing, Heath Consultants
 - Scott Kleppe, President, Sensit Technologies
 - Chuck Harris, Manager Strategic Commercialization, TDW
 - John O'Brien, Focus Area Manager Facilities, Operations, Reliability, Chevron
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Opportunities and Challenges of Transferring Successful R & D Products

- ❑ Formal processes, venture coalitions and seed funding are necessary to turn challenges into opportunities
- ❑ Energy Industry supports R & D but is by nature conservative; more time and energy needed on Technology Transfer – it needs to be considered an extension or a part of R & D process
- ❑ Success through the product implementation step leads to improved safety, customer satisfaction and savings
- ❑ Smart and sometimes risky choices are needed by industry, regulators and companies who commercialize technology