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Technologie-Lizenz-Büro Expands International Business Development

TLB GmbH is expanding its international business development possibilities. In the future, the former TLB employee Dr.-Ing. Mohammadali Farjoo will be based in Brisbane, Australia and serves as a freelancer through his company MH Inspires Pty Ltd, for business development, especially those in the USA, Australia and Southeast Asia.

“We are making technology transfer available on a broader international basis and thereby meeting the needs of the global economy,” says TLB Managing Director Dr.-Ing. Hubert Siller. “Our most important market for the transfer of innovations in the industry will remain German-speaking countries and Europe, especially regional companies. However, we must think globally here too, and therefore, with the strengths of our international business development, create a path for scientific inventions developed in Baden-Württemberg to go global.”

With the classic commercialization of university inventions, a licensee or purchaser is sought for an individual patented invention or cluster of inventions. TLB's nine innovation managers handle inventions in their areas of expertise, from evaluation to patenting and exploitation.

The business development area, by contrast, specializes exclusively in addressing potential exploitation partners. Therefore, Dr.-Ing. Mohammadali Farjoo will maintain corporate contacts on an international level. As an experienced innovation manager and former employee of TLB, he is very familiar with TLB's innovation portfolio, and he will use this knowledge to locate or create precisely the right partners. His excellent and long-standing industrial contacts, especially in Australia and the USA, will form the basis for successful cooperation.

“Working in an interdisciplinary fashion as a TLB team, we will create offers tailored specifically for companies. To do this, we will bundle patents from different areas of specialization to form patent portfolios, which thrive on new products, services and ideas. Companies will then be able to use these patents to develop novel concepts,” explains Farjoo about his new task area.

Dr.-Ing. Farjoo is also an expert in start-ups and corporate formation, and he can also take his specialized knowledge to an international level. So, international formation projects will also be possible for university inventors and investors.

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They are pleased about future cooperation: Dr.-Ing. Mohammadali Farjoo, Managing Director of MH Inspires and Dr.-Ing. Hubert Siller (right), Managing Director of TLB.